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# Hardware World

## · PLUMBING AND HEATING ·

JULY 1920


*for*

More than Three Quarters of a Century Manufacturers of

WROUGHT STEEL HARDWARE.




MAIN OFFICE AND PLANT OF

THE STANLEY WORKS

NEW YORK ... CONN. CHICAGO


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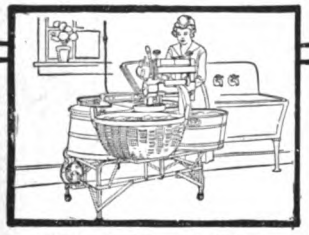
# DEXTER



Washing in Tub No. 1



Wringing From Tub No. 1 to Tub No. 2



Wringing From Washer to Blue Rinse



From Blue Rinse to Basket (Two Tubs—Full Washing)

THE washing principle of the DEXTER DOUBLE TUB is *right*. And the women who have to do heavy weekly washings recognize this. They know before you tell them that running the clothes through two washers instead of one insures the perfect cleansing of the most badly soiled garments. They know, too, that two washers going at once do the washing just twice as fast. They are glad to be done forever with the tedious soaking, boiling and hand rubbing. They are easily sold DEXTERS because their own good judgment tells them that a DEXTER will do their washing the quickest, the easiest, the most thorough way. The sturdy construction, the many convenient features, the assured long life of the DEXTER in service keep them sold—bring you additional customers.

**The *Dexter Double Tub* is equipped with heavy duty electric motor with a wide margin of power even with both tubs and wringer operating at once. Also for use with gasoline engine. Write for catalog and exclusive *Dexter* agency proposition.**

**THE DEXTER COMPANY, Fairfield, Iowa**

**Warehouses at Columbus Albany and Peoria**




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# Ropeconomy

You may pay a little more per pound for Whitlock ALL-Manila Rope, because we pay more per pound for the fibre we use. But—

Your cost per foot is little, if any, higher,—often it is lower, and your work is done more cheaply because Whitlock ALL-Manila Rope has greater strength and life.

Careful buyers, mindful of ultimate "Ropeconomy," specify—

# WHITLOCK

"The Utmost in Rope Value"

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1303 Chamber of Commerce

KANSAS CITY BRANCH, 339 Railway Exchange Building


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# Hardware World


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Volume XV JULY :: 1920 Number 7

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Boatmen's Bank Building St. Louis, Mo.


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This statement carried by the Saturday Evening Post, Literary Digest, Popular Science Monthly, Scientific American, Popular Mechanics, and 29 leading farm papers regularly to approximately 8,000,000 homes. This message is a new power behind your sale of saws.

The day of the "toy" saw—the cheap "tinny" blade is past. Every man is somewhat of a mechanic. He should have tools. He likes to repair the fence, or build a new coal bin. He will get better results and more satisfaction out of the work if he has good tools to work with.

Carpenters have found by experience that the Disston is the best Saw. That is why most carpenters use Disston Saws. That every home needs this same saw is what Disston advertising is telling the people all over the country every day.

Make this true slogan one of your selling arguments. Talk it today. Keep talking it. And we will put the Saw Most Carpenters Use—the Disston—in Every Home.

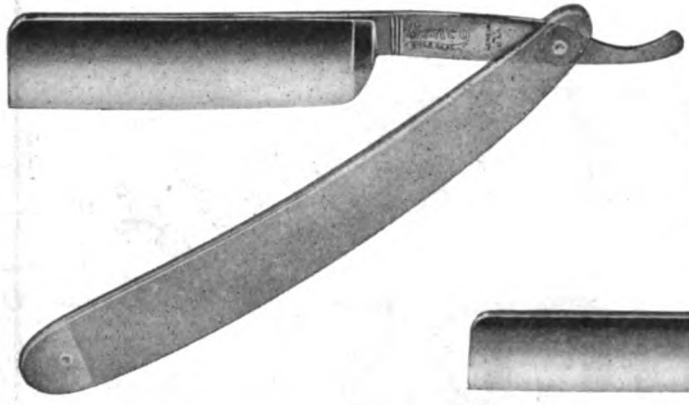
**HENRY DISSTON & SONS, Inc.**

**GENERAL OFFICES: PHILADELPHIA, PA.**

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# Genco RAZORS

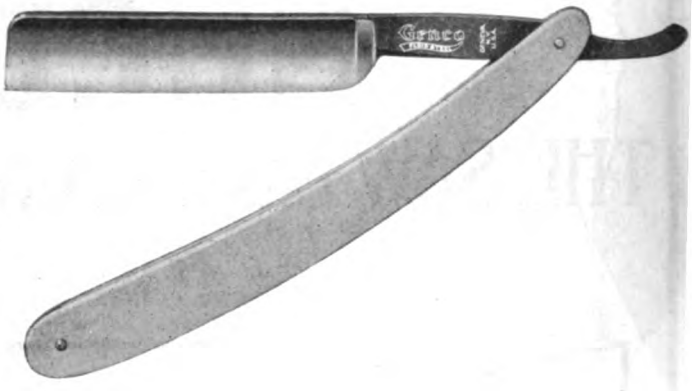
## Two Genco Favorites



**GOLD SEAL**

Ground full concave, blade finely polished, back and tang heavily GOLD PLATED. Transparent amber handle.

The beautiful combination of blade with gold plated back and tang and transparent amber handle, produces a handsome razor in the Gold Seal.



**FLUID STEEL**

Ground full concave, blade finely polished, back and tang finished dark GUN METAL by our anti-rust process. Handle imitation ivory. Contrast between an ivory white handle and dark gun metal back and tang, makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

Genco Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

**"GENCO RAZORS MUST MAKE GOOD OR WE WILL"**

They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other National Publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles, and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in stock. If yours do not, write us.

## GENEVA CUTLERY CORPORATION

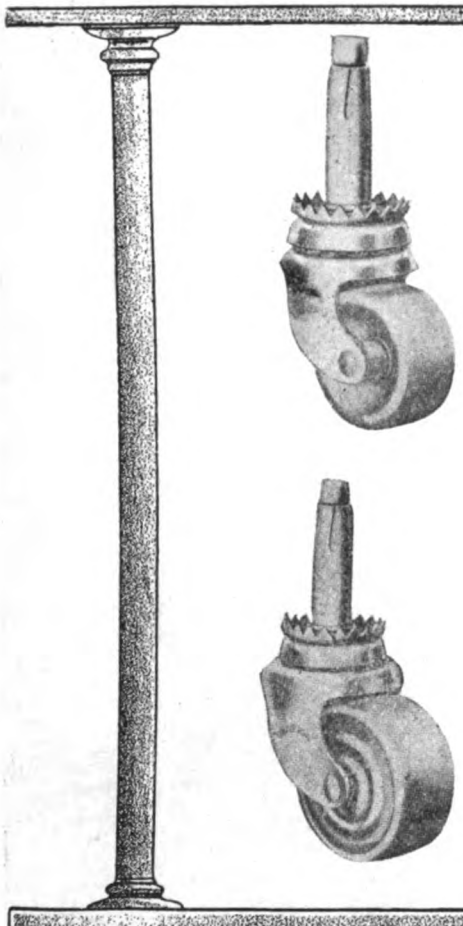
**157 Gates Ave., Geneva, N. Y.**

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# CASTERS
## ONE SOURCE OF SUPPLY



## *Universal*

Whether it be a dainty, slender-legged tea wagon, a massive grand piano, or just a plain brass bed—there is a Universal Caster of proper design and beauty to fit.

The name Universal on a caster is your guarantee of a quality product. One that can be associated with the most ornate furniture or which will perform equally well the most sturdy tasks imposed upon it.

Universal Casters have been moving all kinds of furniture smoothly and silently for over 68 years. They have won the admiration of the trade—and deservingly so.

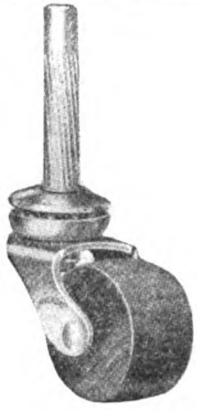
PUT YOUR CASTER PROBLEMS UP TO US

*The Bassick*
GENERAL
BRIDGEPORT,


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# CASTERS
## ALL STYLES AND SIZES

## *Universal*





These freely-moving ball-bearing casters are made from high quality steel and are very durable.

Made in all styles and sizes with either all-steel, wooden or "feltoid" wheel, and furnished in steel, brass or nickel-plate finish.

Packed 6 sets in a cardboard box they are convenient to handle and fit neatly on the shelf.

You know the Universal line and so do your trade. It is known the world over.

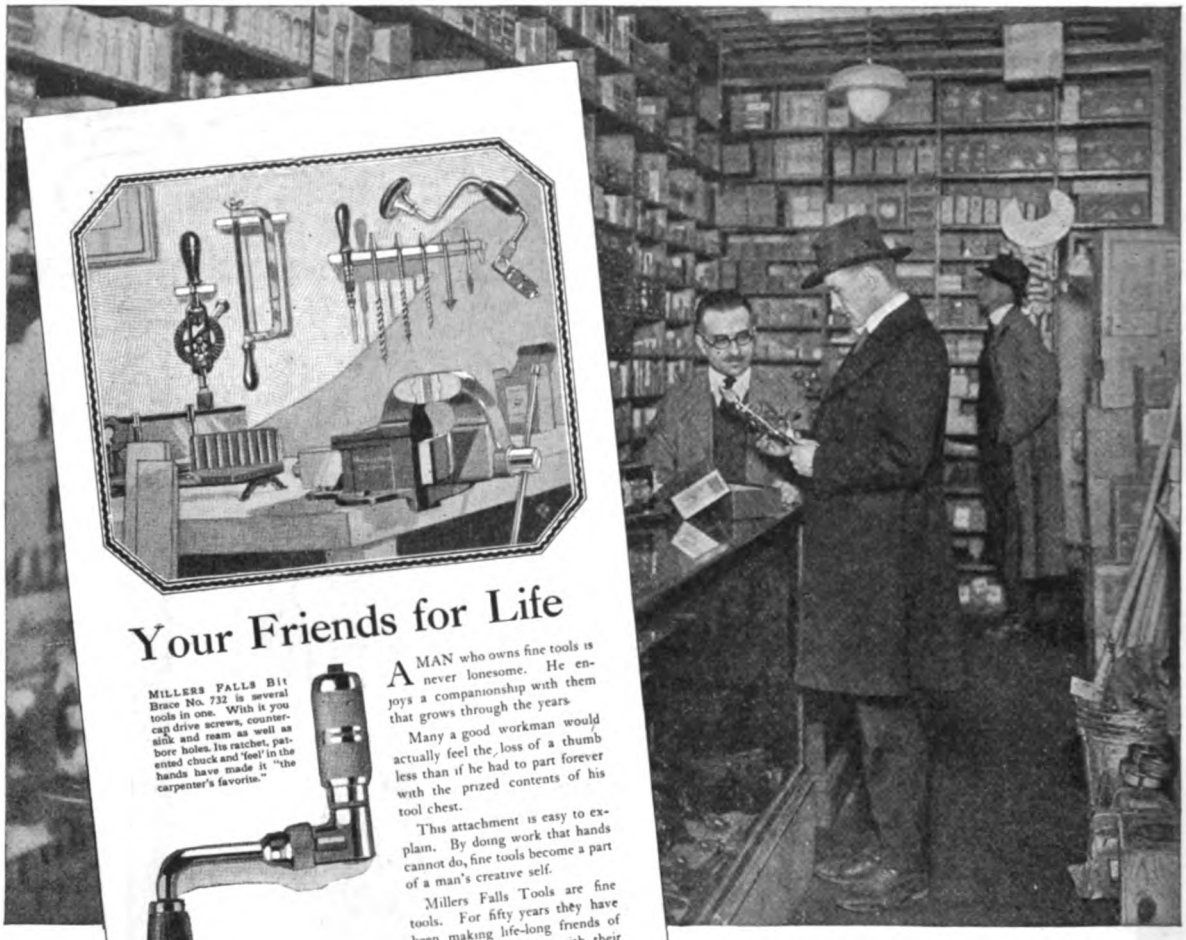
Put your Caster Problems Up To Us and buy your complete line of casters from one source of supply.

## Company
OFFICES
CONNECTICUT.

PUT YOUR CASTER PROBLEMS UP TO US




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## Your Friends for Life

MILLERS FALLS Bit Brace No. 732 is several tools in one. With it you cap drive screws, countersink and ream as well as bore holes. Its ratchet, patented chuck and 'feel' in the hands have made it "the carpenter's favorite."



A MAN who owns fine tools is never lonesome. He enjoys a companionship with them that grows through the years.

Many a good workman would actually feel the loss of a thumb less than if he had to part forever with the prized contents of his tool chest.

This attachment is easy to explain. By doing work that hands cannot do, fine tools become a part of a man's creative self.

Millers Falls Tools are fine tools. For fifty years they have been making life-long friends of people who do things with their hands. Carpenters, craftsmen, repair men, mechanics—all swear by Millers Falls Tools, and so do the leading hardware men of America who sell them.

Amateurs often buy cheap tools. That's why they are amateurs. It takes a real expert to do a good job with poor tools.

But whether amateur or expert—select Millers Falls Tools. They will be your friends for life.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

*"You're No Stranger"*

**Insert shows half page advertisement from the May 29th issue *SATURDAY EVENING POST***

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# "You're No Stranger!"

—is what this new customer is saying to the drill being shown him. He recognizes it as a reliable old friend from Millers Falls. Its brother tools from boxes, vises, and more—all have served him well. Like a friendly face in a strange land, the sight of this Millers Falls tool gives him confidence in the dealer's knowledge of good hardware.

Millers Falls tools are friendly tools. Their strength, sureness, ease of operation, make them real partners with skilled workmen.

This is the message of a campaign of national advertising for Millers Falls Tools appearing every four weeks in the Saturday Evening Post. Thousands of men, who like to work with their hands, will learn of this line of tools. If your store is Millers Falls headquarters, it will be their source of supply for many items of house and garage hardware as well.

Let Millers Falls Tools make friends for *you*.

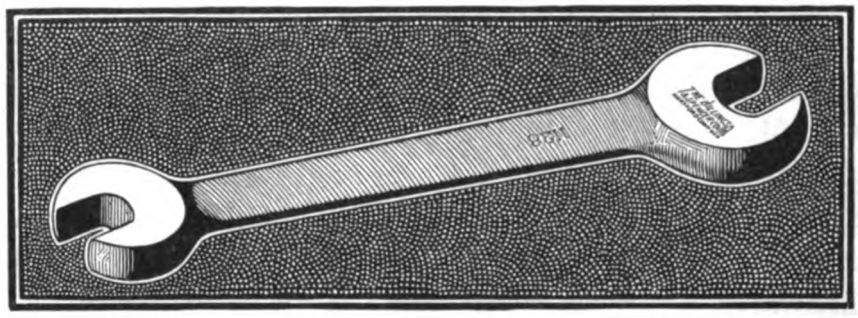
## MILLERS FALLS COMPANY

**MILLERS FALLS, MASS.**

***Sole Distributors of Star Hack Saw Blades***




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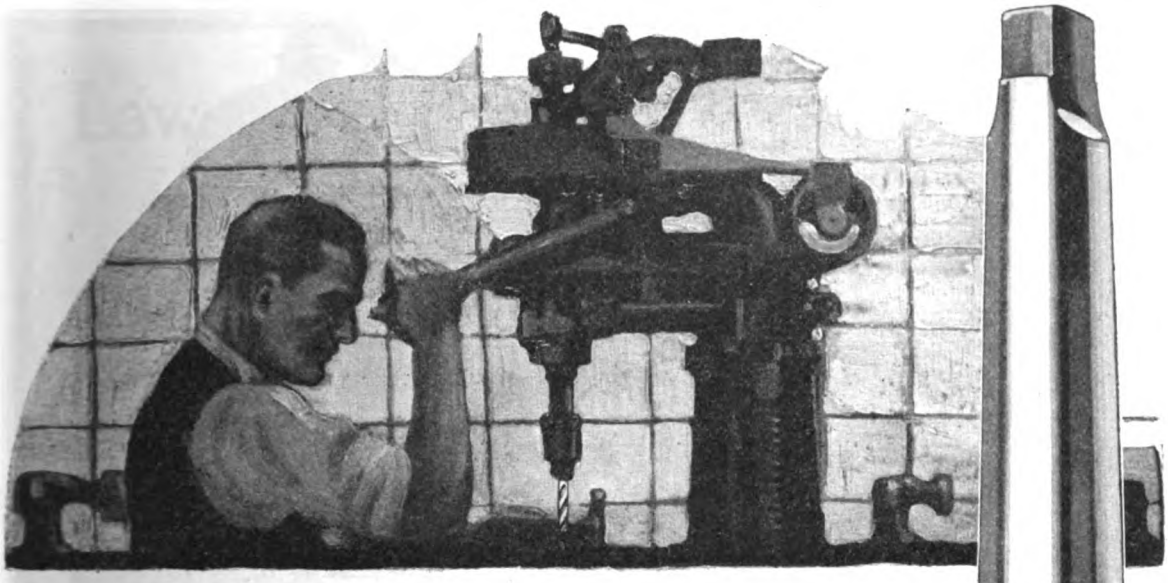


A BIT of hand wrought steel true to the ideals of half a century: a finished product of science and craftsmanship and experience: a sturdy aid to the hand of industry in ten thousand machine shops and in the tool kits of a million cars, nation wide—a Triangle B Wrench

*The* BILLINGS & SPENCER COMPANY
*HARTFORD·CONN.*

RELY B ON ME

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# How Many Holes are Drilled in a Sewing Machine?

Merely look at the arm, the bed plate, the face plate, and the stand of a sewing machine and count the number of drill holes in them.

This will increase your appreciation of the twist drill's importance in helping to fashion the utilities which contribute to the comforts of your daily life. Also, it will emphasize how Detroit Twist Drills serve you by serving those who build these utilities.

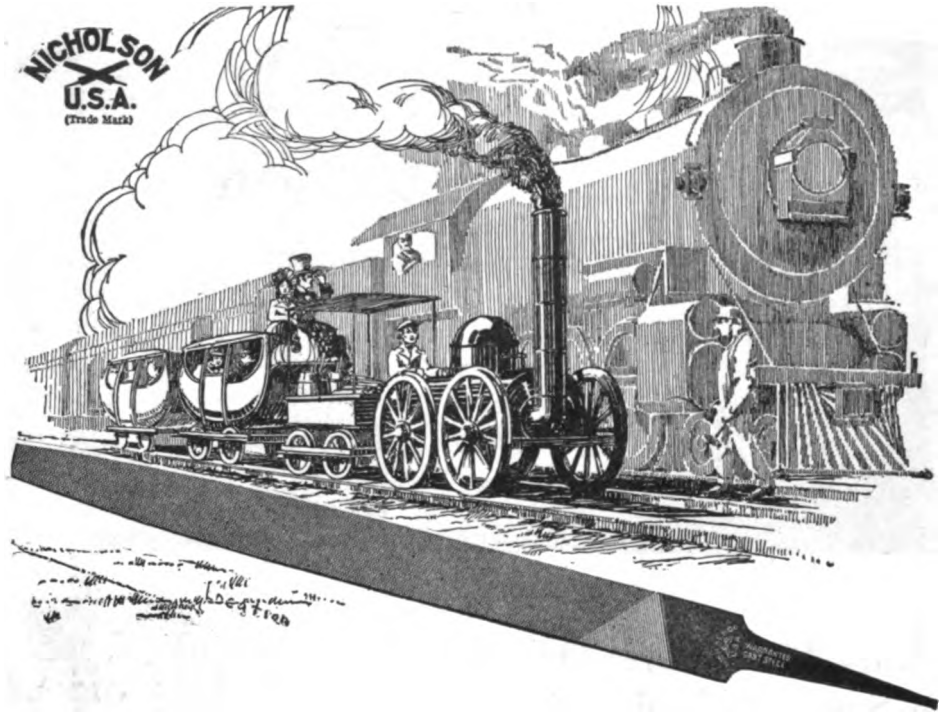
And in the sewing machine industry, too, Detroit Twist Drills are used because they give more accurate holes with less regrinding and less cost for power.

**In Your Next Order Specify**
**Detroit Twist Drills**

**Detroit Twist Drill Company, Detroit, Mich.**

# DETROIT TWIST DRILLS

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# Mechanical Progress

Today's mogul of the rails placed beside the first practical locomotive fitly portrays the romance of human progress in the shaping of metals to essentials needs. Populations have grown, reached out into virgin forest and plain, consolidated their gains and pushed steadily out and onward, irresistible in strength of engines, moulded, machined, filed fit for service.

## NICHOLSON FILES

first offered to industrial America in 1861, served in their infancy to fashion the locomotives that hauled the first transcontinental trains over the Pacific Railway in 1869. And ever since, their uses and users have multiplied until now there are over 6000 kinds of ready-sharp, uniform quality NICHOLSON FILES, used and preferred everywhere.

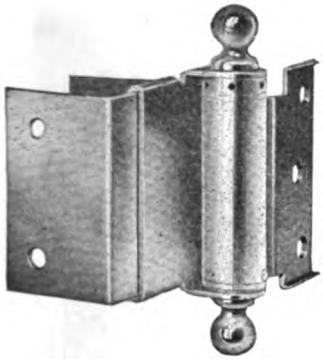



Write for our catalog and for File Filosophy—a most instructive booklet about files and their uses.

**NICHOLSON FILE CO.**
**PROVIDENCE, R.I., U.S.A.**

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# Lawson Hinges are Adaptable to All Standard Constructions



NEW 1800 HINGE

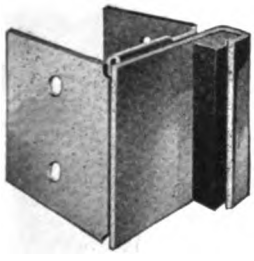
Architects and builders alike are enthusiastic in their endorsement of the new Lawson standard three-inch spring jamb hinges with adjustable bracket for use in place of the old style four inch hinge and blank for lavatory work.

These three-inch hinges, having an adjustment range from 1⅛" to 1½", are adaptable to any construction and not only give a more snappy spring action, but make a better looking job.

Lawson Nu Jamb Spring Hinges save at least $1.50 on each application because no hanging strip is required. They fasten directly to the jamb, giving the door far more solid support and can be more easily and quickly applied.



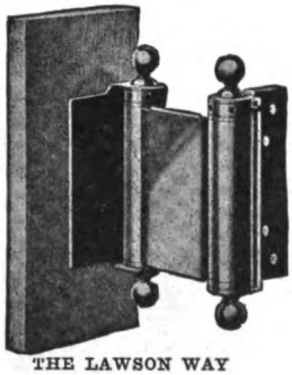
THE OLD WAY



No. 1800
ADJUSTABLE STRIKE

The new Lawson No. 800 Surface Floor Spring Hinge has already proved itself superior to any similar hinge. With the roller bearing at the top where it should be to carry the weight, this hinge has a smooth and snappy spring action at all times.





THE LAWSON WAY

We also make Lawson surface floor spring hinges and a complete line of lavatory hardware, including bolts, strikes, locks and keepers.

## Lawson Manufacturing Company

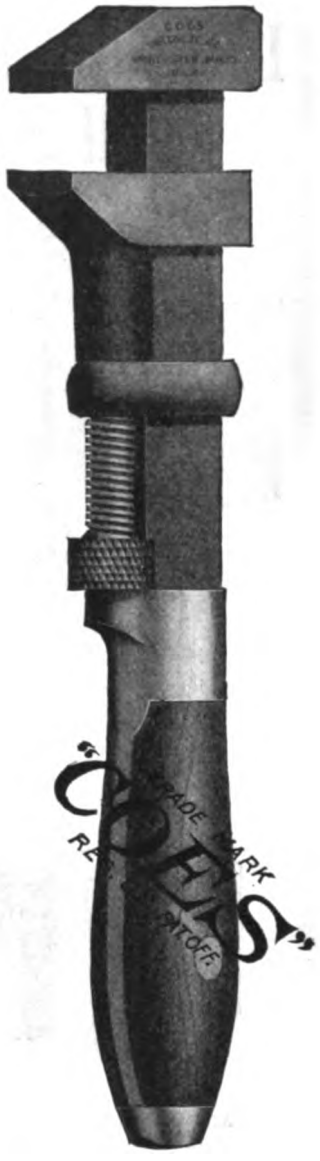
228-230 W. Superior Street
Chicago, Illinois

Eastern Representative
JOHN H. GRAHAM & CO.
95 Reade St., 113 Chambers St.
New York City

Pacific Coast Representative
C. N. & F. W. JONAS
San Francisco. Seattle
Los Angeles

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# The Greatest Sales Argument in the World!




A Coes Wrench is constructed after a **perfect** design, with **best** materials, by a great organization working to **supreme standards.** A great sales arugment, but not THE GREATEST IN THE WORLD.

Coes Wrenches enjoy an active reputation, based upon 77 service-giving years. A very great sales argument, but not THE GREATEST IN THE WORLD.

Coes Wrenches sell near 1,500,000 a year. A very **great** sales argument, but not THE GREATEST IN THE WORLD.

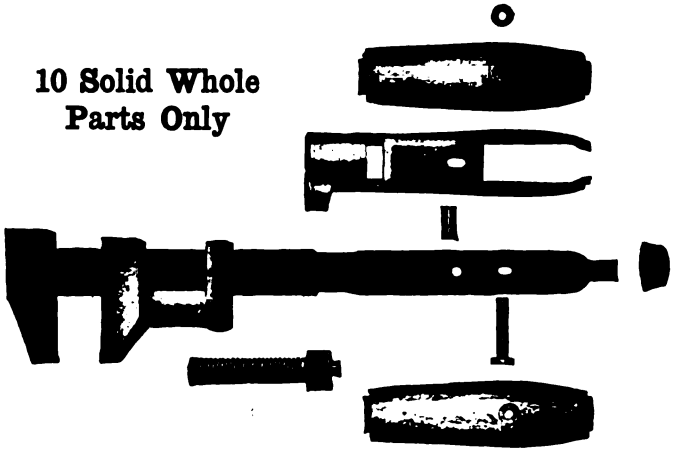
**Every Coes Wrench is put on the market for a job that's ready and waiting.**

THE GREATEST SALES ARGUMENT IN THE WORLD!

Knife Handle—Steel Handle—"Key Model."

Ask your Jobber

**10 Solid Whole Parts Only**



## COES WRENCH CO.

Established 1841 in

**WORCESTER, MASS.**

J. C. McCARTY & CO. - - - - - 29 Murray Street, New York
JOHN H. GRAHAM & CO. - - 113 Chambers Street, New York

**Pacific Coast Agents**
**JOHN H. GRAHAM & CO., 268 Market St., San Francisco**




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# ATKINS SILVER STEEL SAWS



## The Chemical Analysis

In the making of crucible steel, it sometimes happens that there is what are known as "off ingots"—the mixture not being correct. However, with our modern laboratory equipment we have the facilities for detecting any variation from the Atkins standard of "Silver Steel." We subject each plate to minute chemical analysis and physical inspection.

Our metallurgists know what constitutes the "Silver Steel" formula, and there is no deviation from it, hence you can depend upon Atkins Saws, because they are uniform in quality and efficient to the highest degree.



*Ask for latest catalog*

**E. C. ATKINS & CO., Inc.**

Established 1857 *"The Silver Steel Saw People"*

***Home Office and Factory:*** **INDIANAPOLIS, IND.**

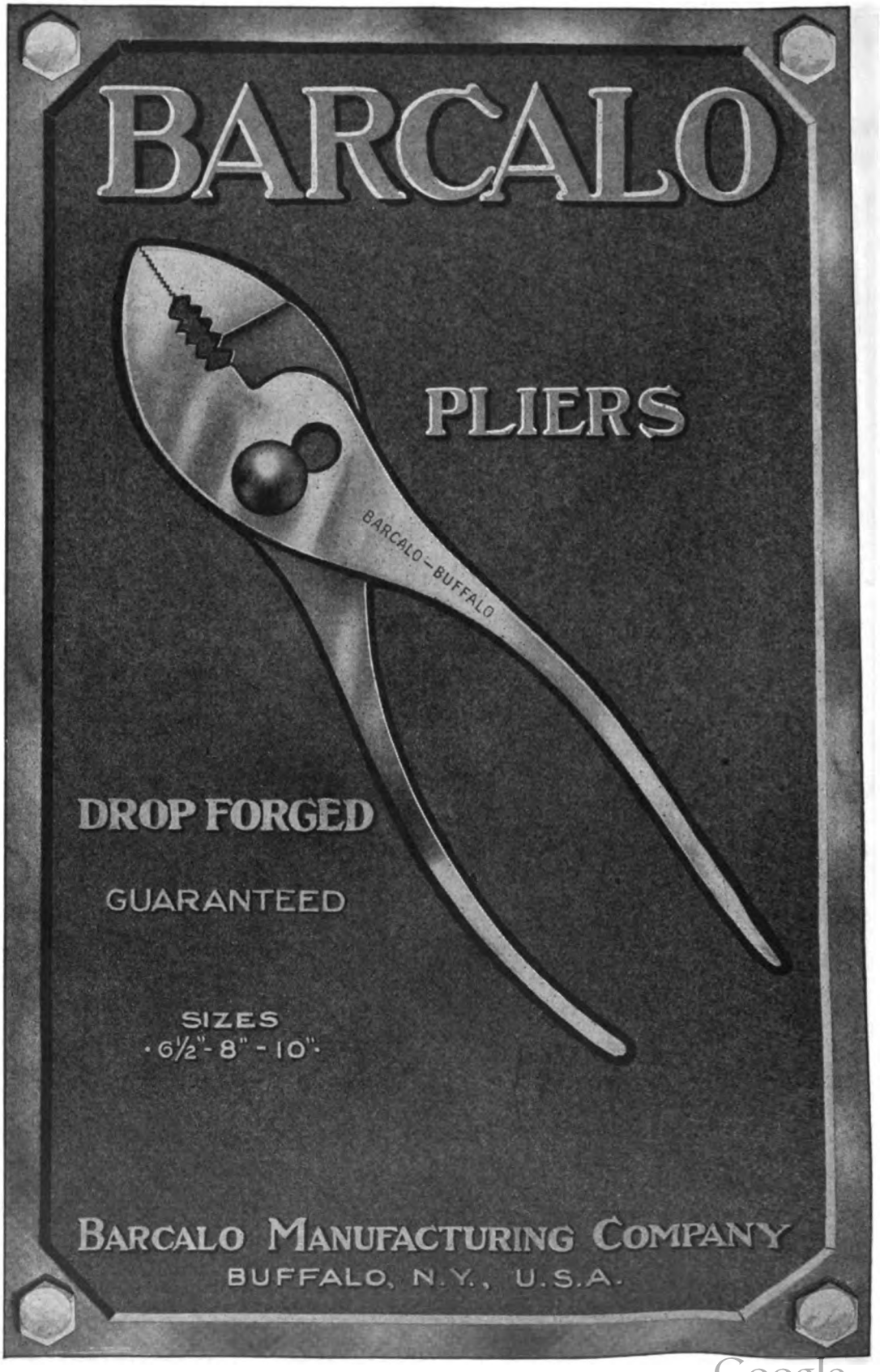
*Canadian Factory:* HAMILTON, ONTARIO

*Machine Knife Factory:* LANCASTER, N. Y.

*Branches carrying complete stocks in the following cities:*

| | | | |
|---|---|---|---|
| Atlanta | Minneapolis | Portland, Ore. | Paris, France |
| Chicago | New Orleans | San Francisco | Sydney, N.S.W |
| Memphis | New York City | Seattle | Vancouver, B.C |


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PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE



# "50-50"

**"In reviewing our past pleasant business relations I look back with a great deal of pleasure to our connections with you, as yours is one of our real 50-50 accounts which we value very highly."**

(Name on request)

Exactly what you want to know about any manufacturer whose product you are expecting to handle. Not only that the product is good, and that the price is right—but that the Manufacturer himself is right, that the whole Organization is right, and agreeable to do business with—that the manufacturer's dealings with his jobbers and thru them to the consumer, are right—his sales policy, etc.

That is why this letter coming from a well known Napier Hack Saw Distributor appeals. It tells something that you can never estimate or guess at. It gives you information on a point that you can only learn by experience. Because when a jobber in these "trying times to jobbers" says that Napier "is one of our real 50-50 accounts which I value very highly" it means something of interest to every distributor handling or expecting to handle Hack Saw Blades. This point is even more important than the fact that the Napier Saw Works have behind them a generation of manufacturing experience building good Hack Saws. It is more important than the fact that these blades are used or specified exclusively by most of the largest industrial plants of the country. It is even more important than your knowledge that a big demand exists, nationally and internationally, for Napier "Quality" and "Expert" Blades.

**Practically speaking, it is the reason why we decided recently to drop the manufacture of Band Machines, Band Saws (and a few other products we made in the past in addition to Hack Saws)—to enable us to concentrate entirely and without restraint on the building and marketing of "Quality" and "Expert" Hack Saws. "Quality" and "Expert" are worth it. We have found the business big enough to occupy our exclusive attention. And now that we have the long-sought opportunity, we aim to extend, as we have already started in to extend, the Napier 50-50 proposition on Hack Saw Blades where formerly it had been impossible for us to do this.**

**This, then, is the time for every dealer who wants a good Hack Saw account to get in touch with us. We are ready to answer your inquiries.**

## NAPIER SAW WORKS, INC.

**Western Factory Representatives**

## THE CHARLES A. DOWD SALES COMPANY

**Main Offices and Warehouse, 320 Market St., San Francisco**
**Branches, Seattle and Los Angeles**



PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE



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# GOODELL-PRATT

## 1500 GOOD TOOLS

# A Message From Mr. Punch

Day-by-day dividends of positive satisfaction are collected by dealers who handle the Goodell-Pratt Toolsmith line.

The dealer who begins with a few of the more than 2000 different tools listed in the big Toolsmith Catalog, soon looks carefully to see what other Goodell-Pratt tools his customers can use.

Toolsmith Dealer satisfaction is made up of several important factors.

Goodell-Pratt means the right tool to buy among a large proportion of mechanics, house owners and people who look after their own cars. The Toolsmith's message is sent out constantly to every section of the country through the strongest advertising mediums.




Then, too, these attractive tools, assisted by effective window and counter displays, make excellent salesmen by themselves.

In service, Goodell-Pratt tools quickly win the owner's confidence and concentrate his buying habits on this one complete line.

Toolsmith Dealers, in addition, invariably receive prompt, courteous and efficient service from the manufacturer.

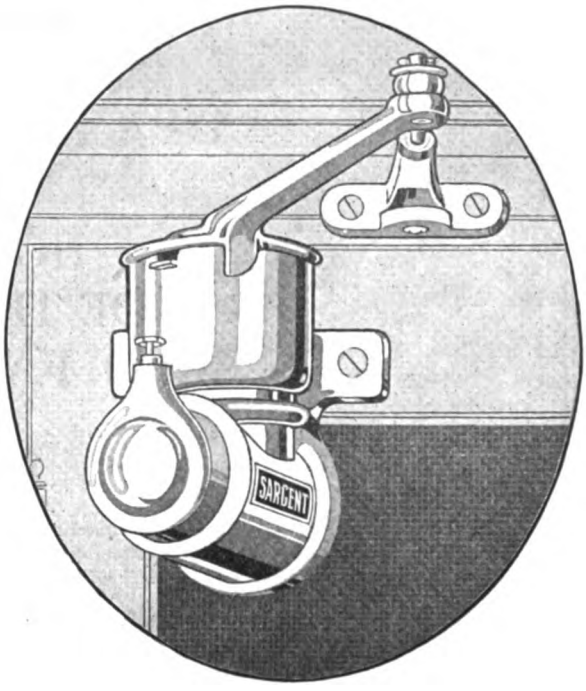
**Goodell-Pratt Company**

*Toolsmiths*

**Greenfield, Mass., U. S. A.**


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# Make Winter Customers Out of Summer Buyers




WHILE the Sargent Noiseless Screen Door Closer sells most rapidly at this season, remember that it is an all-year-round line: On any light door, inside or out, it operates perfectly. A summer sale for screen door use should bring you winter business.

Throw out lines for future orders when making a sale. For booths, storm doors, lavatories or any light door that ought to be kept closed, it gives complete satisfaction, just as it does on screen doors. For heavy doors recommend the larger models.

A Sargent Screen Door Closer is right in size, energy, and appearance. It closes the door rapidly and firmly, without jar or rebound.

The Sargent Screen Door Closer is being pushed in the popular magazines. This is bound to make sales easier. A striking display will also help.

**WRITE TODAY FOR WINDOW DISPLAY CARDS**

## Sargent & Company

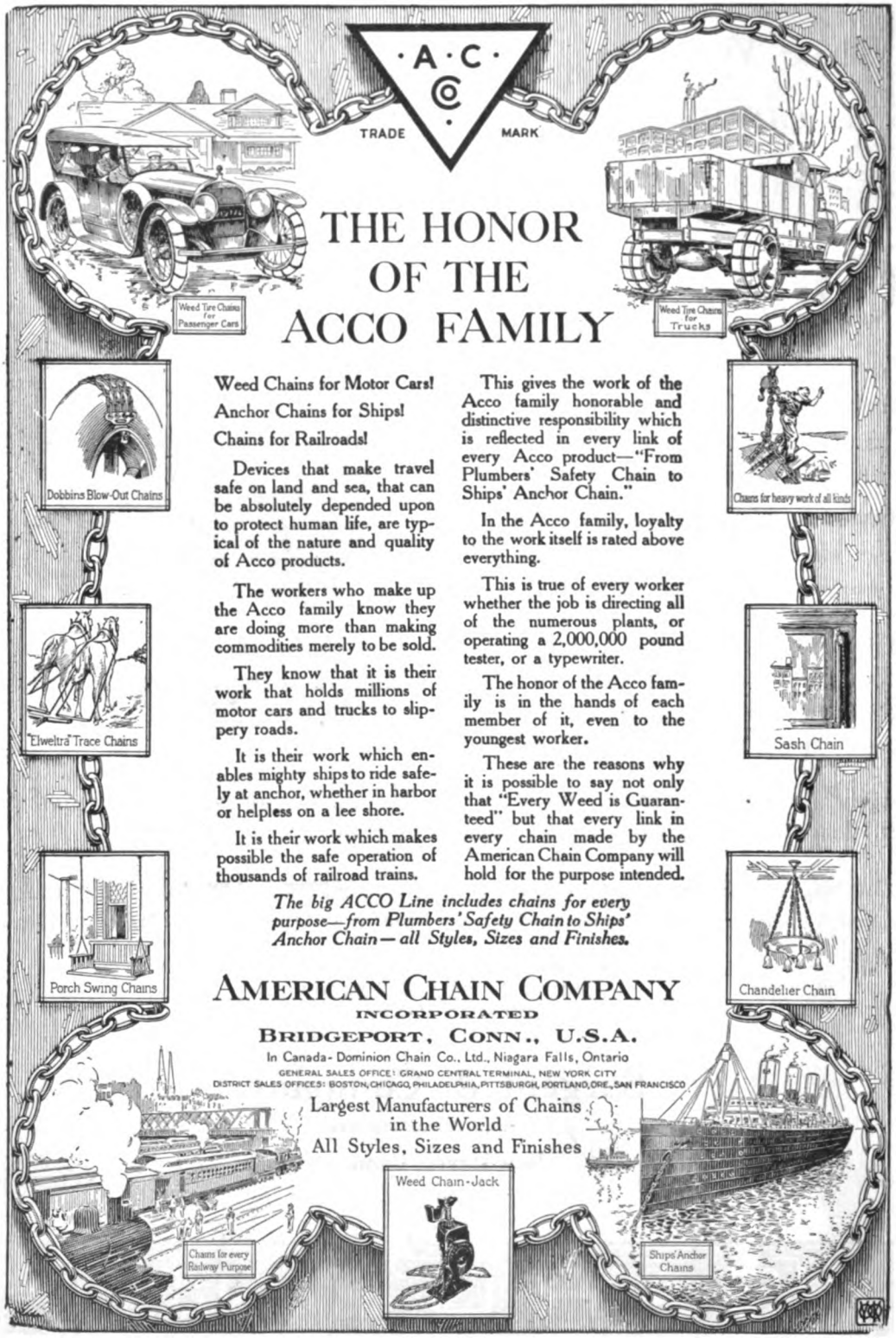
**Hardware Manufacturers**

**New Haven, Conn.**

**NEW YORK** **CHICAGO**

SARGENT

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# THE HONOR OF THE ACCO FAMILY

Weed Chains for Motor Cars!

Anchor Chains for Ships!

Chains for Railroads!

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the Acco family honorable and distinctive responsibility which is reflected in every link of every Acco product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the Acco family, loyalty to the work itself is rated above everything.

This is true of every worker whether the job is directing all of the numerous plants, or operating a 2,000,000 pound tester, or a typewriter.

The honor of the Acco family is in the hands of each member of it, even to the youngest worker.

These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the American Chain Company will hold for the purpose intended.

*The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.*

## AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

In Canada-Dominion Chain Co., Ltd., Niagara Falls, Ontario

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY

DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

Largest Manufacturers of Chains in the World

All Styles, Sizes and Finishes


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# Six "Best Sellers"

Anything that increases sales and cuts the cost of doing business, is worth looking into, isn't it?

That's what this Pexto Snips Display does.

It boosts sales by putting a choice assortment of this century-old line where your customers can't miss them. With it you'll sell snips to customers who hadn't thought about buying them or had forgotten they needed them.

It lowers costs by reducing the time and labor of making sales. No rummaging around in drawers to find the snips you want to show. No fussing with catalogs to make sure of numbers, sizes and prices.

All the information you or your clerks will need is right on the back of the display, classified so as to be read at a glance. Stand it up or hang it up, use it in the window or on the counter. It shows the six "best sellers" of the complete line of twenty-five.

**THE PECK, STOW & WILCOX CO.,**

**Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.**

**Southington, Conn.** **Cleveland, Ohio**

**Address Correspondence to 233 West Center Street, Southington, Conn.**

***100% American for 100 Years. Founded in 1819***

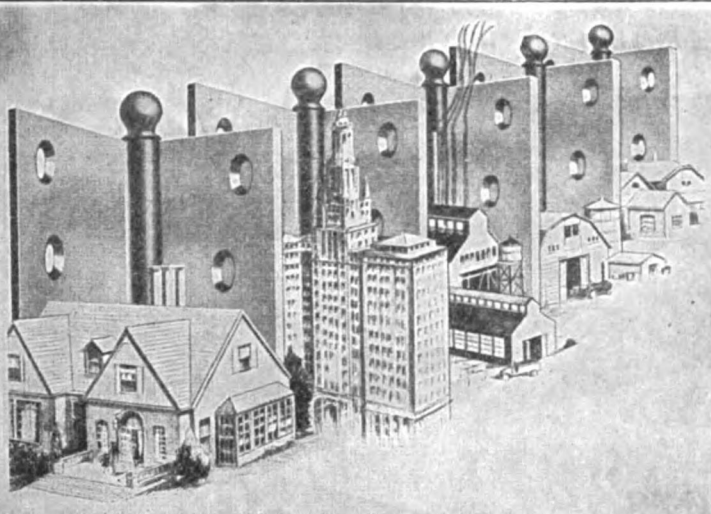
Pexto Tools Include:

**Braces, Augur Bits, Chisels, Pliers, Wrenches, Pipe Wrenches, Hammers, Hatchets, Screw Drivers, Squares, Dividers, Compasses, Pruning Shears, Snips for Cutting Tin and Sheet Metal, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Locks and Hardware.**

# PEXTO

## TOOLS FOR USE ABOUT THE HOME AND FARM FOR THE MECHANIC IN EVERY TRADE

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## Wherever You *go* You will see *Hinges*—McKINNEY HINGES

STOP and look about you. Count the hinges within view. Whether you are at home, in your office, in a factory or on the farm you can see them—sometimes by the dozens, sometimes by the hundreds and in big buildings by the thousands. Everyone uses Hinges *everywhere!*

Hinge making is important. Hinge usefulness is universal. The McKinney Manufacturing Company at Pittsburgh, Pennsylvania, realized this when they designed their first hinge fifty years ago. It set a standard for the millions that have followed since. Today the name McKinney is a mark of unexcelled usefulness, design and durability.

When planning for building or repairs, don't overlook a proper selection of hinges. Remember hinges make doors possible. McKinney Hinges—better doors!

You can get McKinney Hinges and Butts to match any architectural design. They combine artistic taste with practical every day usefulness. With them doors respond quickly and quietly. There is never a sag—never a squeak. From Milady's jewel box cover to the huge Industrial gate, each McKinney Hinge and Butt serves its purpose well. There is a size to fill every hinge need perfectly—and without interruption.

You will find at least one store in your locality selling the McKinney line. That dealer is proud his store *is* McKinney Headquarters.

So when you go to buy remember the name McKinney. See that it appears on the hinges or butts you buy.

McKinney Service will be your reward!

*Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks. These McKinney One-Man Trucks eliminate the need of extra helpers and cut trucking costs in half.*

McKINNEY
*Hinges and Butts*

McKINNEY MANUFACTURING COMPANY, Pittsburgh. Western Office, Chicago. Export Representation

*This is the sixth advertisement in the big McKinney National Campaign. It appears in the June 12th issue of The Literary Digest and the May 29th issue of The Saturday Evening Post. In these two powerful publications it will reach more than 9,000,000 readers. At the same time other full page advertisements appear in the Architects' and Builders' Magazines. These impress the big class of hinge buyers with the importance of using standard hinges and butts—those stamped with the name "McKinney." Make this advertising work for you. Talk McKinney!*

# *The Big Season—*

This is an important time of the year for hinge selling. New buildings are in progress—almost ready to swing into active use. The question of hinges is a timely one. So is the McKinney Advertisement reproduced above.

McKinney Hinges and Butts have been on the market for fifty years. They are the standards. A big National Advertising Campaign has impressed this fact upon the nation. Be sure you are ready to talk McKinney to your customers.

McKINNEY MANUFACTURING CO., Pittsburgh WESTERN OFFICE, State-Lake Bldg., Chicago

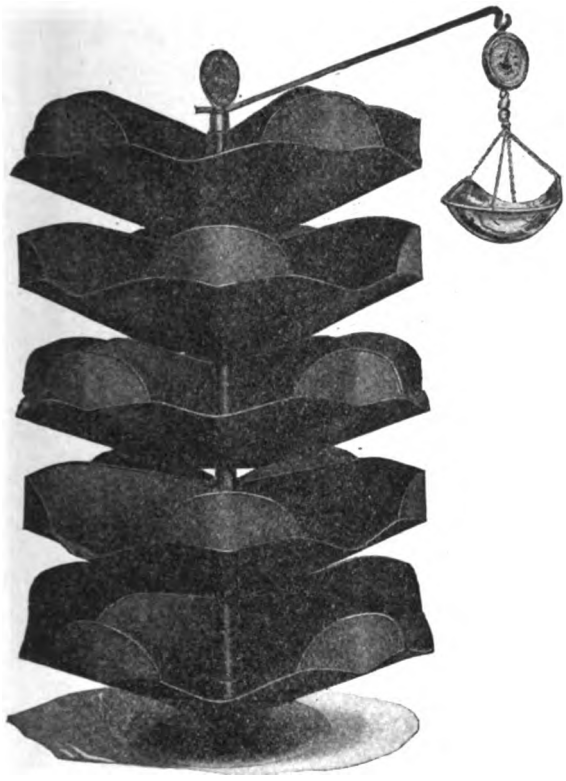
*Export Representation*

*Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.*

# McKINNEY
## *Hinges and Butts*

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# SERVICE to NAILS



*The Eclipse Nail Bin*

## —Therefore, Service to You

THE ECLIPSE NAIL BIN saves energy, worry and expense.

It properly indexes and stores nails of all sizes, and keeps them always handy.

It renders them accessible at times when your salesmen are rushing to give immediate service to customers, and prevents their hands from becoming painfully cut or scratched.

The ECLIPSE NAIL BIN occupies less floor space than any other method; its actual dimensions, with five sections of five bins apiece, measures 48 inches in diameter by 60 inches in height. All bins and cases are steel, sectional, revolving, ball bearing.

How does your cumbersome wooden bin compare with this?

Ask your jobber for prices and sizes, or write to us direct.

## Our Friends Have Kindly Said

"We figure that your Patented Steel Revolving devices save us several miles of walking every month, and that they increase very materially our sales of screws, nails, bolts, etc."

From Fort Smith, Arkansas

"We have nothing but praise for you and your Patent Steel Nail Bin. We would not take twice what we paid for ours. It is very handy, and as we are cramped for room, it means a big saving to us."

From a New Jersey Hardware Firm.

(Names on request)

WESTERN REPRESENTATIVES

## LE ROY SMITH

**112 Market Street, San Francisco, Cal.**

## WELLSTON MFG. CO.

MANUFACTURERS OF STEEL BALL BEARING REVOLVING DEVICES

**WELLSTON, OHIO, U. S. A.**

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# 6% Royal Tare Saves Waste

THE Tare (wrappings) of Royal Cotton Waste consists of light clean burlap, new steel bands and protective paper. The weight is limited by guarantee to six per cent of the total weight of the finished bale—a real and substantial saving to the buyer. All Royal Tare is individually weighed and checked before baling. This is an important element in Royal Standardization.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE




## ROYAL MANUFACTURING Co

General Offices & Plant
Rahway, N. J.

New York
Chicago

Pittsburgh
Baltimore




THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight



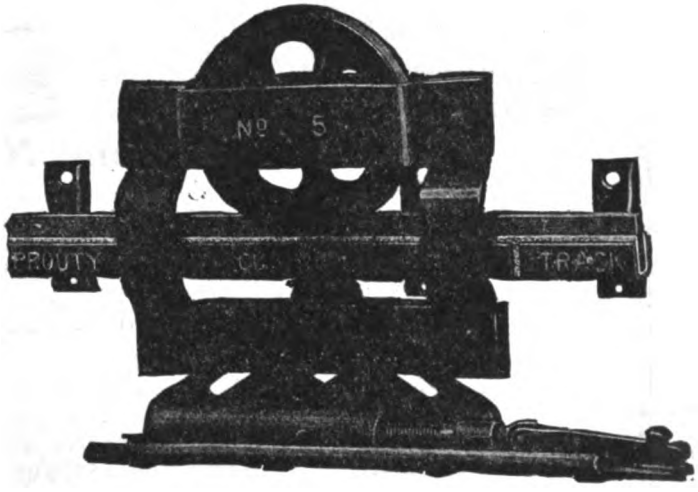

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WOMEN and children, ***for whom your customer builds*** are delighted by the ease and silence with which ***Allith-Prouty*** sliding dwelling doors operate. The architects and contractors of your community can often solve a difficult space-problem such as the one illustrated if you cooperate with them to sell ***Allith-Prouty*** hardware.

# ALLITH-PROUTY

Hanger No. 5 for dwelling interiors was designed for silence. Wheels have special cushioned bearing. Track is of rock maple, carried in felt silencers. At every contact point vibration is minimized by sectional track. Adjusting screw keeps door always true.




Every kind of sliding door can be supplied with hardware from the complete ***Allith-Prouty*** line. Write ***today*** for catalog 90.

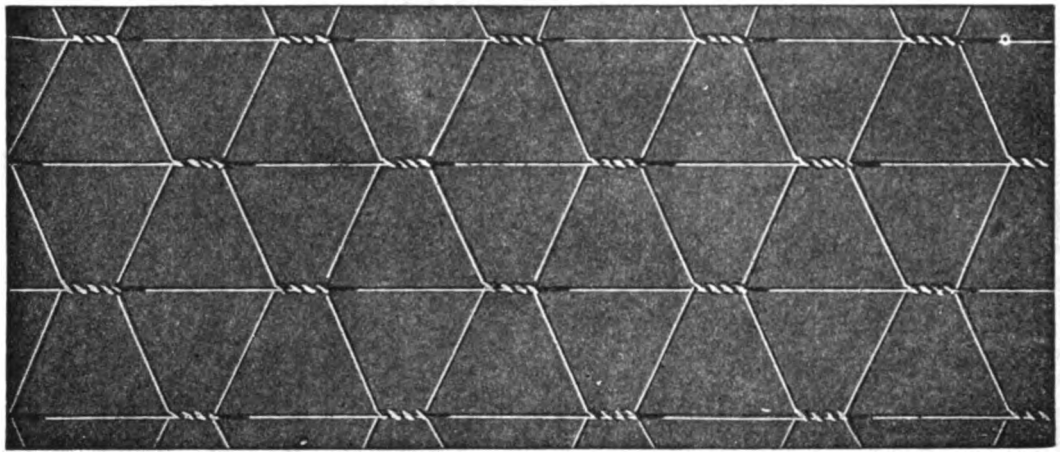
ALLITH-PROUTY CO. DANVILLE ILLINOIS.

CHICAGO
NEW YORK
PHILADELPHIA

BOSTON
LOS ANGELES
SAN FRANCISCO

Digitized by Google

# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

**UNITED STATES STEEL PRODUCTS COMPANY**

**SELLING AGENTS**

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition


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Build for Bigger Better Business with TONCAN METAL Lasting. Economical. Satisfactory-USERS KNOW

# Many Leading Architects are Consistent Users of

TONCAN METAL

Years ago when Toncan was a new product, makers and users believed that Toncan Metal would prove much superior in lasting qualities to ordinary metal sheets—Today they know.

A flood of evidence—individual tests and comparisons and long, hard service have told the story.

Today the superior lasting qualities of Toncan Metal are unquestioned—Users of the earlier years are insisting on Toncan Metal for their sheet metal work of today.

Today many of our best buildings in all parts of the country have sheet metal work of Toncan —specified by the architect. Today many, many sheet metal men are recommending and using Toncan wherever possible, because they know it will make a better—more lasting job.

Are you testing Toncan? We welcome comparative tests. Are you using Toncan? Then you, as well as other users, know it lasts. Write for full information.

THE STARK ROLLING MILL CO., Canton, O.

COAST DISTRIBUTORS

The Berger Mfg. Co. of California
San Francisco, Los Angeles

Holbrook, Merrill & Stetson
San Francisco, Los Angeles

The Failing-McCalman Co.
Portland, Ore.



Residence for Mr. R. W. Rives, Montecito, Cal.
Toncan Metal used for valleys and gutters
Architect Reginald D. Johnson, Pasadena, Cal.

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ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

**Hunt, Helm, Ferris & Co.** *Complete Barn Outfitters* **Harvard, Ill.; Albany, N. Y.**

**Designers and Manufacturers of**

# STAR Equipment

**The STAR Line**

*"Something to Sell the Year Round"*

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

Digitized by Google




# Make Your Windows Pay Full Rent

PUT your windows to work—make 'em pay their keep in full measure. Merchandise well displayed is merchandise half sold. Among the many dealer helps we offer merchants selling Quick-Lite Lamps and Lanterns is a series of attractive, easy-to-read window cards. These are 7x14 inches, printed in four colors on handsome cards, with easel backs. They stand alone in the window or on the counter—wherever you decide to use them. Just the right size to attract attention of window shoppers and pull business.

## Coleman Quick-Lite Lamps and Lanterns

—are sold by 20,000 progressive merchants covering every state in the Union. More than 400 Jobbers are now distributing this quick selling line. These window cards tie-up in splendid fashion with the Quick-Lite advertising now appearing regularly in the best magazines and farm papers read by your customers.

They are helps that will materially increase your sales of Quick-Lite Lamps and Lanterns. Take full advantage of them—send now for your set, directing your letter to the Dealer Cooperation Department of the Coleman office located nearest to you.

## The Coleman Lamp Company

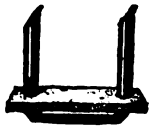
Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Wichita St. Paul Toledo Dallas Los Angeles Atlanta Chicago

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# A Strong Wire Staple --and a Felt Washer

**---Little Things, Yet As Here Applied They Lengthen Life And Increase Usefulness Of Collar Pads**





Pat. in U.S. Dec. 1, 1914
Pat. in Canada Apr. 6, 1915




## New Patented Hook Attachment

A strong wire staple reinforced by felt washer firmly grips hook to body of pad even though cover has been weakened by sweat and long usage. This lengthens life of pad. It is the greatest improvement since we invented the hook. ***Used on all our Hook Pads and only on pads made by us.***

## Stuffed Collar Pads

are the best safeguard against shoulders of horse being chafed, galled and bruised by collar. They excel the unstuffed kinds which lack the soft, pliable, cushion-like and absorbent features possessed by pads containing our specially prepared composite stuffing.

## Low in Price---Long Lasting---Well Advertised

Our sixth campaign of advertising direct to users, through the medium of leading agricultural publications, is on a more extensive scale this year than any previous one. This serves to further the interest of dealers and jobbers.

**Dealers are requested to write us for a supply of new books concerning care of horses and containing many valuable emergency horse remedies. Every horse owner will want a copy. Sent Free upon request.**

***For Sale By Jobbers***

# The American Pad & Textile Co.

## Greenfield, Ohio

**Canadian Branch** ***"Thirty-Eight Years Making Pads"*** **Chatham, Ontario**

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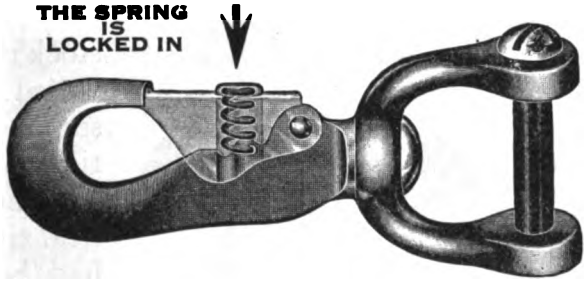

# PREPARE FOR HARVEST DAYS

## WITH A SOUND INVESTMENT

## LOXPRING

(Patented)

# HARNESS SNAPS




"ANCHOR BRAND" IS THE GUARANTEE OF MAXIMUM SATISFACTION

ONE OF MANY

Hardware Dealers everywhere are extending their sphere of trade by adding hardware for farm and truck harness to their line. They report increased profits and many new, permanent customers.

*"LOXPRING"* Snaps can be placed on sale with every reason to expect quick results. The spiral spring is made of fine steel and is locked in; even if tongues should become spread, springs will remain in position in defiance of bumps or jars. Extra thickness of metal adds to the life of the frame. *"LOXPRING"* Snaps are made for every desirable purpose in standard sizes and finishes.

"Anchor Brand" Products--leaders for more than sixty years—include practically everything known in connection with modern and improved harness hardware. Send for free literature.

**BRANCH SALES OFFICES**

NEW YORK, 127 DUANE ST.
CHICAGO, 326 W. MADISON ST.

Wholesale Only

Samples Free

**BRANCH SALES OFFICES**

ST. LOUIS, 608 VICTORIA BLDG.
SAN FRANCISCO POSTAL TEL. BLDG

200

# North & Judd Mfg. Co.

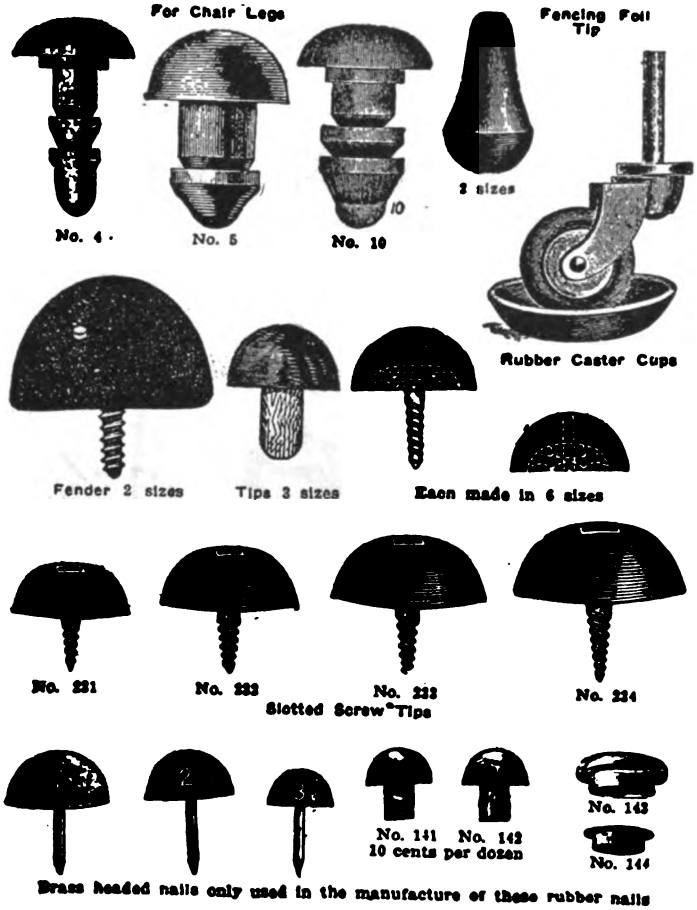
## New Britain, Conn.

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# Some High Grade Standard

# Rubber Tips and Bumpers

## That ought to be in your stock

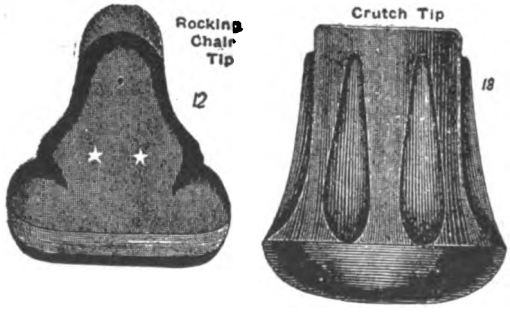



Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

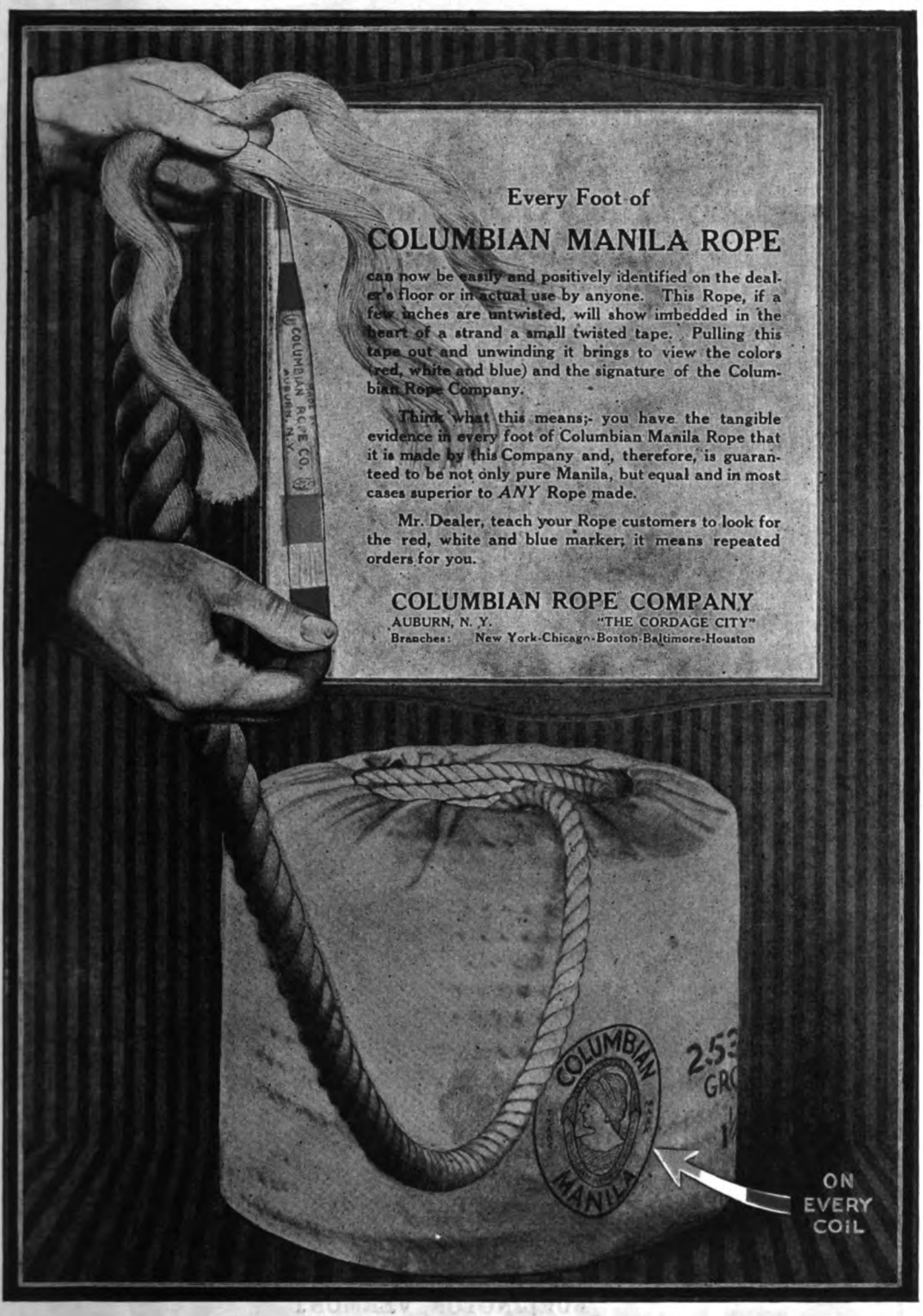



# THE ELASTIC TIP COMPANY

**370 Atlantic Avenue.**

**Boston, Mass., U.S.A.**

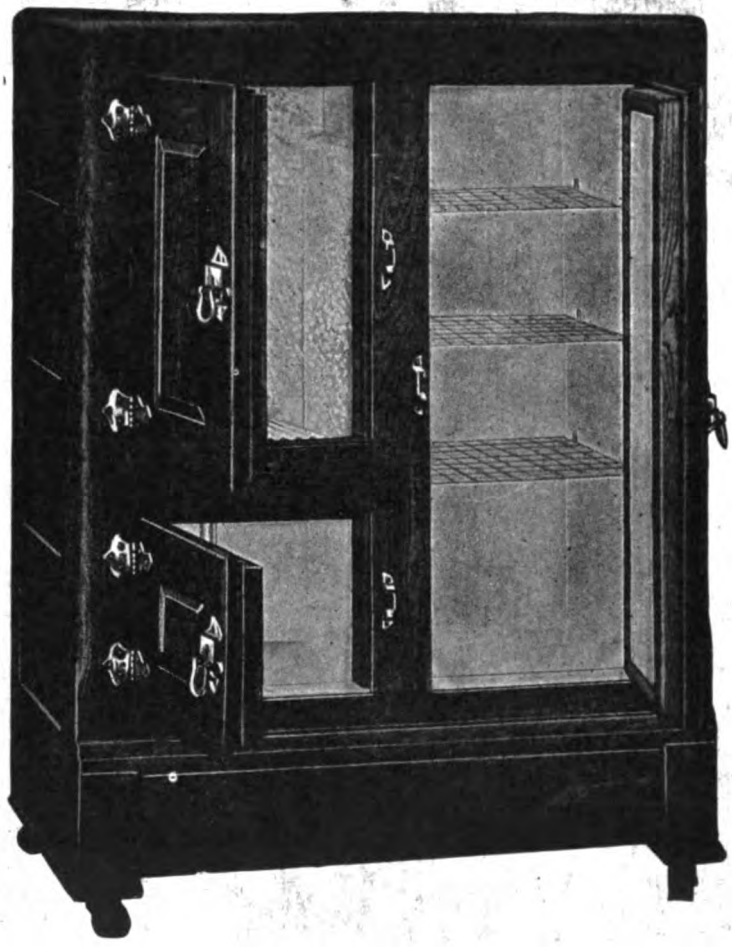
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# It Is Going to Be Hard to Get Refrigerators This Summer When You Want Them

## Your Jobber Has a Good Stock on Hand at Present But It Will Not Last Long



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

## MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT


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Founded 1866

# GIANT



Partial view of one of the Giant Plants at Giant, California.

## The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

## THE GIANT POWDER CO., Con.

*"Everything for Blasting"*

HOME OFFICE: SAN FRANCISCO

Branch Offices: Butte, Denver, Los Angeles, Salt Lake City, Seattle, Spokane, Portland

# EXPLOSIVES

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# DIETZ LANTERNS

*"Safe as Sunshine"*




Dietz
No. 2
Large
Fount
"D-Lite"
Lantern

Short Globe

Reinforced Globe Lift

Unlosable Oil Cap

One Piece Wick Raiser

**R. E. DIETZ COMPANY**
**NEW YORK**
**Largest Makers of Lanterns in the World**
**Founded 1840**

*More Quality—More Demand—More Sales—More Profit*
Your Jobber Stocks DIETZ Lanterns

DIETZ LANTERNS


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# For You—
## the hardware dealer and his clerk




STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

## THE TOOLS MECHANICS BUY

Is the title of a booklet that will help hardware men sell Starrett Tools. "Give me a surface gage," says the machinist. If he knows exactly the gage he wants—all right. But—

There are five kinds of Starrett surface gages. Take, for instance, No. 57 and No. 257. They look alike. Both are excellent tools. But if that mechanic needs a surface gage as a locomotive guide liner No. 57 will be almost useless to him. It's up to you to find him the right gage.

Talking points on Starrett Micrometers; the fine points of Vernier Calipers; Height and Depth Gages and Test Indicators; points about Starrett Surface Gages, Rules, Tapes, Gages and Starrett Transits and Levels; all these and more are covered in this book.

"The Tools Mechanics Buy" is a readable little book; full of pointers about building trade through Starrett Tools by assuring satisfaction to the men who buy them. No matter how well you know your stock, "The Tools Mechanics Buy" will interest you. Ask us today for as many copies as you have clerks—and don't forget to get one for yourself. Sent free upon request.




**THE L. S. STARRETT CO.**

The World's Greatest Toolmakers — Mfrs. of Hack Saws Unexcelled

ATHOL, MASS. 42-58


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FRANK A. BARE,
President

O. E. BARE,
Vice President

# The Tritch Hardware Company

## DENVER




## JOBBERS
## TO THE MERCHANTS OF
## THE ROCKY MOUNTAIN REGION

# RUSSWIN

RUSSELL & ERWIN

## Builders Hardware

Since 1839



## For Office and Public Buildings and Homes

### A Suitable Article For Every Need

An attractive booklet
*Hardware For The Home*
mailed on request




Saybrook

Russell & Erwin Mfg. Company
The American Hardware Corporation Successor
New Britain, Conn.
NEW YORK CHICAGO SAN FRANCISCO LONDON, ENG.




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*The Family Plate for Seventy Years*

Louvain Pattern

# Silverware Draws Women to Your Store

High grade Flatware, carefully kept and suitably and attractively displayed, will do more perhaps than any other agency to take your store out of the for-men-buyers-only class.

Do you realize just how desirable feminine patronage is? Have you done what you can to get it?

Don't tuck away a few sets of Knives and Forks in a dark corner and expect a searching party to dig them up. Give the ware a prominent place, keep it in condition, handle it as silverware, not as nails; make special displays of it. It will impress the woman shopper to know you handle the Flatware that matches the Hollowware she has seen illustrated in our advertising.

Write our Advertising Department for advertising and display helps.

**INTERNATIONAL SILVER CO., Meriden, Conn.**

New York — Pacific Coast Warerooms: 150 Post Street, San Francisco, Calif. — Chicago

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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST




Pacific Coast Representatives

**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**

## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

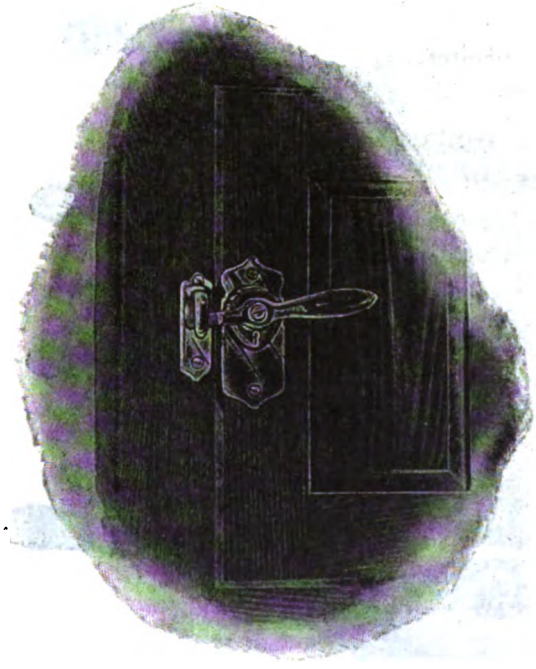
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# This Jams the Door Snug to the Door Jambs

**IT'S THE BALDWIN REFRIGERATOR LOCK**
**"BALDWIN" PATENT AND DESIGN**

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

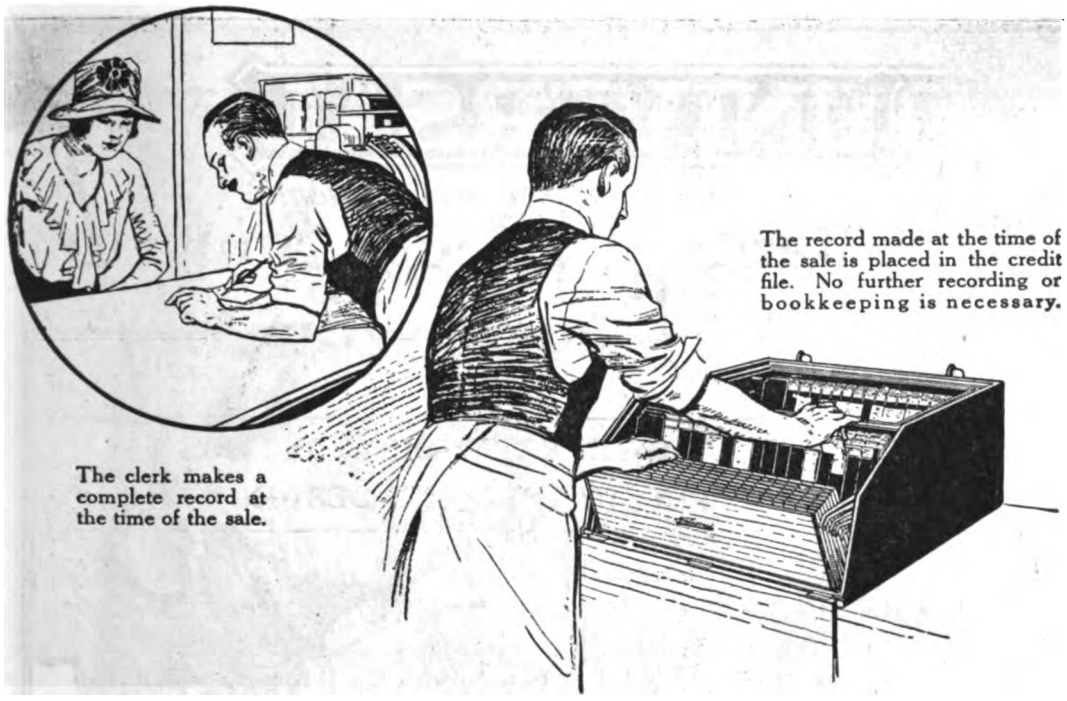
*Jam Your Order in Now*



**Baldwin Refrigerator Company**
**Burlington, Vermont**

**Stock carried by Heyman-Weil Co. San Francisco, California**

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# One writing completes the record of a charge sale

**by the N. C. R. method of handling credit accounts**

After the clerk makes the original record at the time of the sale, no further recording, posting, or bookkeeping is necessary until money is paid on the account.

And every account is always kept up to the minute—ready for instant settlement.

Thousands of merchants in many lines of business are now using this up-to-date N. C. R. Credit File.

They find it is the safest, quickest, and most economical credit system they could use. It saves them time and money.

**Fill out this coupon and mail it today**

Dept. 27
The National Cash Register Company
Dayton, Ohio

Please give me full particulars about the N. C. R. Credit File way of handling Credit accounts.

Name _____

Business _____

Address _____

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

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# UNIVERSAL

"The Trade Mark known in every Home"

# Home Needs



## When the Housewife Rolls Up Her Sleeves

she gets something done. When her face is bisected with a smile, something unusually good is around to make her happy. It isn't always her husband. In thousands of cases the **unusually** good is a **complete equipment** of UNIVERSAL Kitchen Appliances.

Every woman who has a home or has one in the making needs the UNIVERSAL Bread Maker, Food Chopper, Percolator, Iron, Grill—all the things that make kitchen work a pleasure instead of nerve-wracking drudgery.

"The Universalized Kitchen" is a joy maker for the housewife—a money maker for the dealer. Every-day needs in the kitchen mean every-day sales in your store. Push UNIVERSAL goods and the trade you want—you'll get.

**LANDERS, FRARY & CLARK**

NEW BRITAIN CONN.

"These UNIVERSAL Devices Help Solve the Servant Problem"




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# New Names for Old

1882 1920




FOR thirty-eight years our cotton waste products have come through to your customers in ever increasing quantities. Our dealers are yours, many of them the same ones since 1882. The basic soundness of producing *Masco Products* in the greatest cotton manufacturing center in the country accounts in part for the tremendous growth of our business.

Now we are launching a new campaign to produce more business for every dealer and retailer handling *Masco Products.* Your customers ask for these products "the same kind as before." The new trade mark and trade names will help them to call for just what they want.

Ask your dealer—or write us direct—for full information and selling helps.

It pays well to carry *Masco Products.*

*The*
*Masco Products*
YOU KNOW

*Machined Waste*
*(16 standard grades)*
*Household and Marine*
*Handled Mops*
*Mop Heads*
*Polishing Cloths*
*Wiping Cloths*
*Cotton Wicking*
*Caulking Cotton*
*Masco Motor Waste*
*(1 lb. Cloth Bag)*
*Etc., etc.*

## Massasoit Manufacturing Company

**Fall River, Mass.**

*Manufacturers of Masco Products*

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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.

Evansville Indiana



## Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"




Full Size Plate 2-8

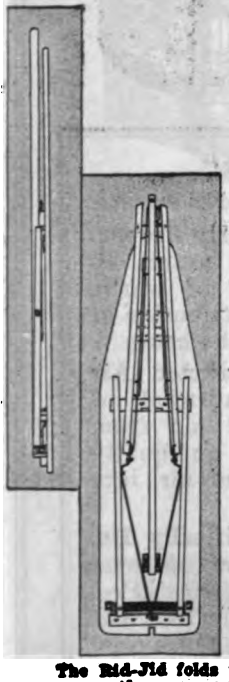
*"Move the FAULTLESS Way"*


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# *Like Wildfire!*



The Rid-Jid folds up compactly — as neat as a knife. It fits nicely behind the kitchen door or tucks

YOU ought to see the way the new and improved Rid-Jid Ironing Table is selling. Nearly every woman who sees it wants one. It is just the last word in one of the most needed improvements about housework.

The Rid-Jid has combined every feature that appeals to a woman: It is light weight (the lightest folding table made); can be carried to any room; folds neatly and compactly and can be stored behind doors or in closets. It is as steady as a rock when open; does not wabble, creep nor sway when ironing. The truss construction — same as a bridge —makes it strong and steady. The open end adds convenience and time saving. Every joint is protected by metal plates. The Rid-Jid lasts a life-time.

That's why it sells. It hasn't any real competition because it is alone in efficiency. Women are quick to see these advantages when you point them out. They buy—are tremendously satisfied — **and sell their friends.**



That means big money for you. Hundreds of other dealers are eagerly grasping this opportunity. Let us tell you more about it. Write us today.

THE RID-JID PRODUCTS CORPORATION, Waukegan, Illinois

Successor to Oregon Woodenware Mfg. Co.

**RID-JID open end, folding IRONING TABLE**

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# MUELLER

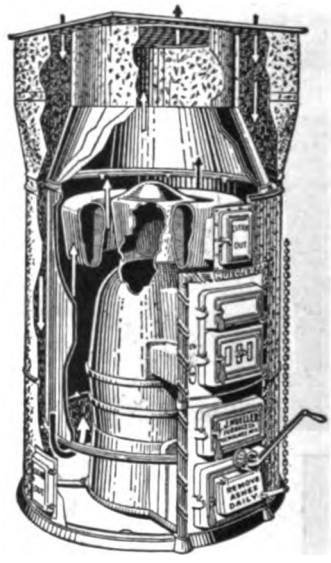
## *The "Big 3"*

## *PIPELESS FURNACE*

## Breaking All Sales Records

Mueller Merchants are piling up bigger profits than ever this year. Fuel hard to get and prices rocketing make people think. The Mueller Pipeless is solving the heating problem for thousands of home owners.

You can look your best customer straight in the eye and sell him the Mueller. You will be giving him the biggest value his money can buy—can assure him real heating comfort and a saving of one-third to one-half on fuel.



You can back this assurance with the signed Mueller guarantee to heat every room in his house to a comfortable temperature.

You are selling a certainty when you sell the Mueller. A furnace that is designed right, built right and which works right. The three big exclusive construction features of the Mueller, the "Big 3," have established its success.

There is a big opportunity in your community to sell the Mueller—a big demand by which you can profit. Mueller national advertising is constantly creating this demand and Mueller result-getting dealer co-operation will help you cash in on it.

***Write today for our proposition and sales plan for dealers***
***Don't wait until tomorrow***

## L. J. Mueller Furnace Company

*Makers of Heating Systems of All Types Since 1857*

**233 Reed St., Milwaukee, Wis.**

**DISTRIBUTORS**

THE SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah, and Pocatello, Idaho
HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles, California
RICHARDS & CONOVER HARDWARE CO.
Kansas City, Mo.
THE JACKSON HARDWARE CO.
Aberdeen, S. D.
LEE-COIT-ANDREESEN HDWE. CO.
Omaha, Nebraska

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

### The "Big 3"

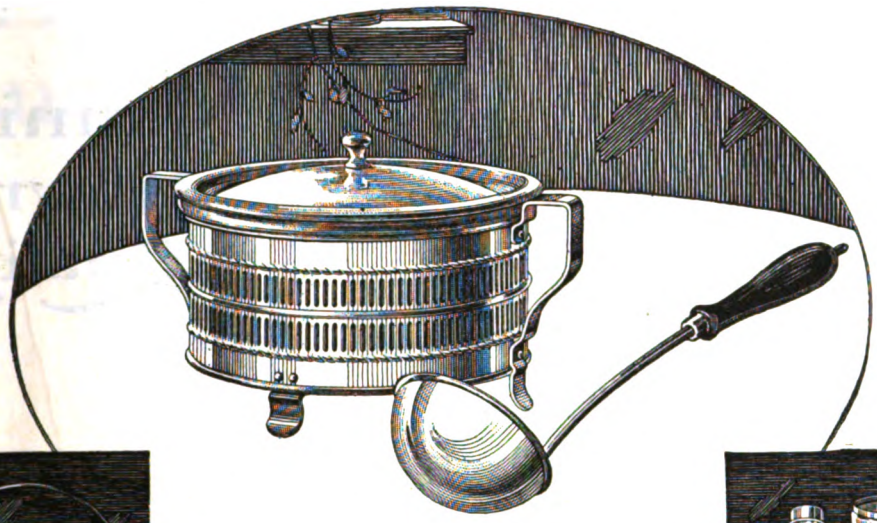
**The Sales Clinching Construction Features**

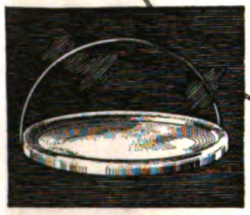
**1. Large and Properly Proportioned Register Face.** Insures delivery of big volume of warm, moist air and rapid distribution of heat to every room in the house.

**2. Spacious Unobstructed Air Passages** permit withdrawal of large volume of cool air from rooms while delivering an equally large volume of warm air into them.

**3. Vast and Scientifically Designed Heating Surface.** Insures full benefit from fuel burned. Prevents hard firing, overheated castings and big fuel waste.

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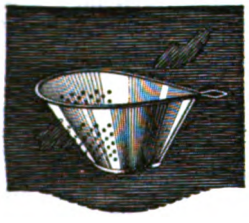




A·G·M·CO. VIKO ALUMINUM









## *In Viko—Every Utensil Good Merchandising Demands*

Without a stock of aluminum ware no store catering to the House-Ware trade is up to date. Aluminum is the newest and most satisfactory of all metals for kitchen utensils. It is light in weight and durable; takes heat readily and holds it long. It neither chips nor cracks.

VIKO, The Popular Aluminum, is a good line to stock. It can be sold profitably at a popular price, yet is high in quality and of improved design. Another good thing about Viko is the great variety of utensils that come in this line. Every utensil good merchandising demand can be found in Viko. For further information—

*Ask Your Jobber*

**Aluminum Goods Manufacturing Company**
General Offices: Manitowoc, Wisconsin, U. S. A.
*Makers of Everything in Aluminum*

# VIKO
# The Popular Aluminum

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# Manning-Bowman Quality

# Announcement

The entire 1920 output of Electrical Heating Appliances of the Great

## Manning-Bowman & Co.

factories is sold and no further orders for this year's deliveries can be accepted.

This means that our distributors' orders will be filled late and their supplies will, in many cases, be sold before they receive the goods.

We would therefore suggest that you place your order NOW for later delivery with your distributor.

***Write Us for Catalog***

## H. J. GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA

**DISTRIBUTORS**

| | |
|---|---|
| HOFFMAN HARDWARE CO | Los Angeles |
| HENDRIE & BOLTHOFF MFG. CO | Denver |
| THE TRITCH HARDWARE CO | Denver |
| MOMSEN-DUNNEGAN & RYAN | El Paso |
| SALT LAKE HARDWARE CO | Salt Lake City |
| CENTRAL COMMERCIAL CO | Kingman, Ariz. |
| J. BORNSTEIN & SONS | Seattle |
| HOLTER HARDWARE CO | Spokane |
| ALEXANDER & LAVENSON CO | San Francisco |
| STUBBS ELECTRIC CO | Portland |
| MURRAY ELECTRIC CO | Spokane |
| NORTH COAST ELECTRIC CO | Seattle |
| WOODILL & HULSE ELEC. CO. | Los Angeles |

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# Early Orders Insure Delivery

THE meager supply of goods in the merchant's warehouses, the curtailment of production through strikes, the large unfilled tonnage on the books of manufacturers, the refusal of many mills to accept any new business offered and the allocation by the large corporations of but small percentages of former purchases for the first half of the year to jobbing customers, coupled with numerous freight embargoes which the railroads are forced, through labor troubles and car shortages, to put into effect, has brought about an acute scarcity of many lines of merchandise.

WE see no possibility of immediate relief from these conditions and we urge all of our customers to cover their Fall requirements by placing orders early.

WE do not suggest over-buying or speculating, but feel it is an opportune time to place your orders freely for your Fall requirements at present prices.

**Suggested Fall Items**

Buck and Cross Cut Saws
Axes and Axe Handles
Game Traps
Food Choppers and Roasters
Lanterns and Globes

Apple and Peach Parers
Electric and Oil Heaters
Pruning Saws and Shears
Guns and Ammunition
Hunting Coats

Boys' Wagons, Velocipedes, Kiddie Kars
Weed Chains

## Baker, Hamilton & Pacific Company

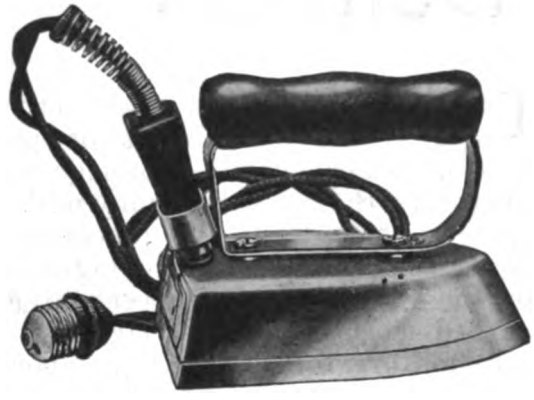
**SAN FRANCISCO, CAL.**


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# Get Summer Electric Iron Business With the Domestic

**WEIGHT**
**6 LBS.**

**VOLTAGE**
**110**



**RETAIL PRICE**

**$7.25**

## Increase Your Profits — Make Quick, Easy Sales to Vacationists, Housewives and Others

Keep in touch with the vacationists who go to the seashore, or to the mountains and lakes, from your community this summer. Suggest that they pack in a DOMESTIC ELECTRIC IRON—its convenience will repay its moderate cost many times over.

Don't overlook the busy housewife, who will welcome a DOMESTIC during the hot summer months, in place of the ordinary stove heated or gas heated sad iron—to say nothing of its convenience the year round.



The Domestic is thoroughly high grade in efficiency, durability and appearance. Its design is pleasing, its finish distinctive and its service high quality. Heats quickly and retains the heat, with minimum current consumption.

### Get the Goods on Your Counter

They will turn quickly, at a substantial profit. Every one you sell will add to your reputation for selling high grade goods. Get the electric iron trade of your town—the price and quality are right.

Order NOW from your jobber, or from us. Six irons to case—two cases make shipping weight.

## Chicago Flexible Shaft Company

**5604 Roosevelt Road, Chicago**

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# *Service!*

# DOMES OF SILENCE

Domes of Silence, small in themselves, were designed to perform a certain very important function.

To save floors.

To save rugs.

To save furniture legs from unnecessary strain.

Our national advertising has taught the public this.

Displayed in our new counter case, sales become automatic, hence quick turnover, good profits.

Order from your Jobber today.

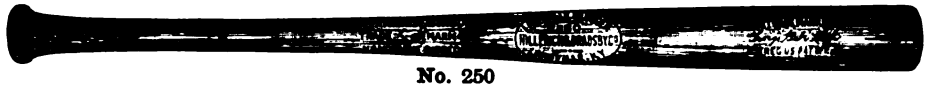
## HENRY W. PEABODY CO.

**17 State Street, New York City**

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# BASE BALL GOODS

As the base ball season is now in full swing, dealers should see to it that their stock is complete. We are making a specialty of **Hillerich** Bats, **Goldsmith** Balls, Gloves, Masks, etc. Goldsmith Official League Ball is **guaranteed for eighteen innings.**



**No. 250**

Weather seasoned and bone rubbed. Made of the choicest very old weather seasoned timber, hand turned. Has bone-rubbed finish, which closes the pores of the wood and gives a hard hitting surface. Can be supplied in assorted autograph models as follows: Ty Cobb, Davis, Jake Daubert, Ellis, Rogers, Babe Ruth, Ryan and Sisler.




**No. 97**

**No. 97**

The original and only eighteen-inning guaranteed league ball recognized, adopted and used by professional leagues playing under the national agreement rules, which is official for all games in recognized base ball. Conforms to the requirements and specifications of the National and American leagues, and is official for use in any game played in organized base ball. The finest pure wool yarn, rubber center and specially tanned horse-hide, combined with hand stitching and scientific manufacture, enables us to guarantee it for eighteen innings against ripping, softening, losing its shape or elasticity. No other ball will be closer to official specifications or is as uniform in construction. Each ball wrapped in tissue paper and tinfoil, packed in a separate box, and sealed according to official league regulations.




**Model CM**

**Model CM**

Designed and used by "Chief Meyers," former famous New York catcher. Moulded, scoop shape, of selected tan, waterproofed cowhide. Stitched with extra heavy waxed linen thread. The pad is of special construction, consisting of layers of absorbent felt on a foundation of flexible cowhide. This pad will stand heavy pounding with little wear. The patented (October 24, 1916) Goldsmith Finger Grips and the patented wrist protector prevent turning and slipping. Light in weight and easily handled. Full laced edge, with rawhide lacing. A mitt combining correct design with superior material and workmanship.




**Model B**

**Model B**

A Walter Johnson Model. An exceptionally large glove, made for the player who wants a large and easy fitting glove. Made of the finest glove tanned horsehide. Very soft and pliable. Leather lined throughout, with welted seams. Correctly padded and ready broke for immediate use. Laced wrist permits the padding to be adjusted as desired.



**No. 261**

**No. 261**

**Men's Mask.** Heavy electric-welded black finished steel wire; well padded with leather. Has leather chin and forehead pieces.

For a full line of these goods, with descriptions and prices, see our Catalog No. 66, pages 1896 to 1902.

**WHOLESALE DISTRIBUTORS**

## Dunham, Carrigan & Hayden Co.

**SAN FRANCISCO, CALIFORNIA, U. S. A.**

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One of the machines in our foundry counter-boring bolt hole on back of flange for bolt head on a section of 8-inch cast iron flange pipe

# Grinnell Perfect Fittings

## Mean Better Jobs

Grinnell Fittings are rigidly inspected. We throw out all but the perfect ones. They are the fittings we use in Automatic Sprinkler installations and we can't take any chances. That's why we're so particular. Our standard is your safeguard.

They are the kind you can sell or use with confidence.

### L. R. D. Valves

### The All 'Round Valve

L. R. D. Valves are the most reliable all 'round valves on the market. By use of the removable discs you can quickly suit them for any service.

This means a big saving in stock, as you need carry only one kind instead of several for different jobs.

L. R. D. Valves are always tight, but never stick.

**Bring Us Your Orders for National Tube Pipe—**

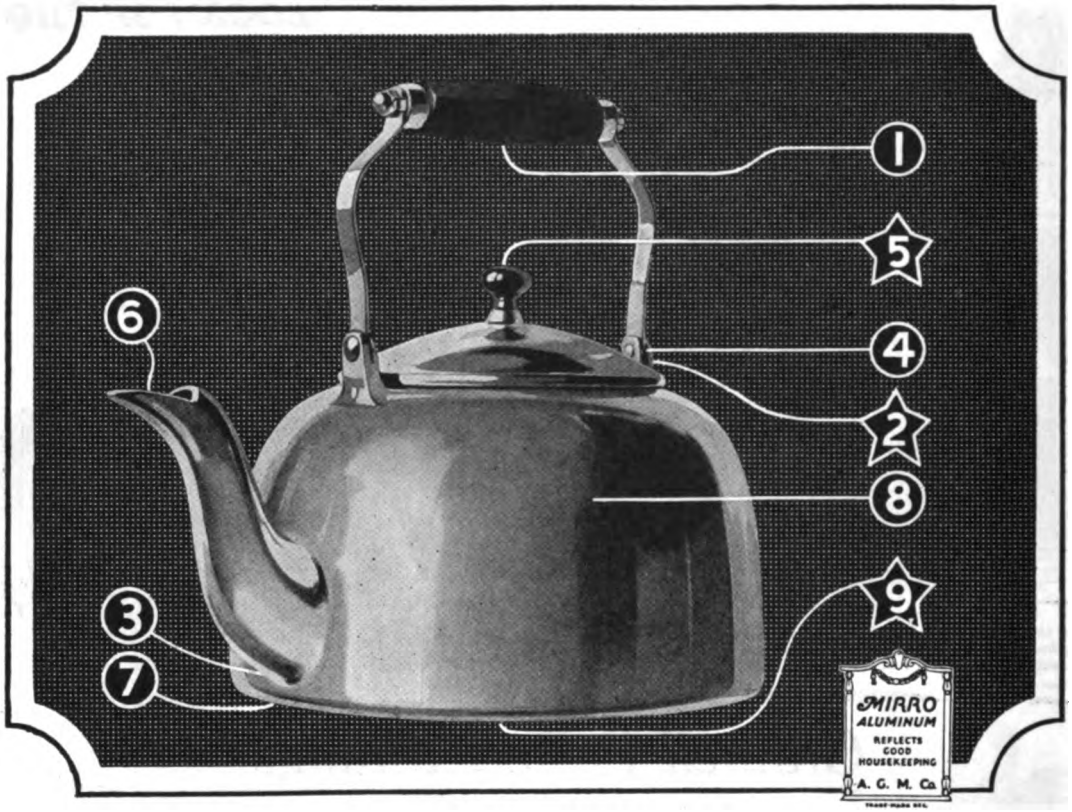
*We always* carry a large stock of all regular sizes and we cut the thread to sketch.

**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**

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# *It Has the Famous Mirro Features*

ONE of a distinguished and long-lived family is this handsome Mirro Aluminum Tea Kettle. Its sturdiness, its graceful design, its rich and gleaming finish: all are marked *Mirro* characteristics.

It is the sturdiness that makes Mirro remarkable for its resistance to hard wear; it is the design and finish that make Mirro conspicuous for its beauty.

But even more pronouncedly *Mirro* are the features of convenience that make this Tea Kettle a joy to use. Note them well. You do not find them in ordinary kitchen ware:

(1) Highly ebonized, sure-grip, detachable handle. ☆(2) Handle ears are welded on—an exclusive Mirro feature. (3) Spout also welded on—no loosening—no dirt-catching joint.

(4) Slotted ears permit handle to be shifted to any desired position without coming in contact with sides of kettle. ☆(5) Rivetless, no-burn, ebonized knob—another exclusive Mirro feature.

(6) Quick-filling, easy-pouring spout. (7) Unusually wide base—quick heating and fuel saving. Also prevents flame from creeping up around sides.

(8) Famous Mirro finish. ☆(9) The famous Mirro trade-mark, stamped into the bottom of every utensil, and your guarantee of excellence throughout.

Back of the Mirro guarantee is the world's foremost manufacturer of aluminum ware.

Mirro is sold everywhere at the better stores, at truly moderate prices.

**Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wisconsin, U. S. A.**
***Makers of Everything in Aluminum***

# MIRRO ALUMINUM
## Reflects Good Housekeeping

***Do you read the Ladies' Home Journal, Good Housekeeping, or McCall's Magazine?*** Probably not. However, many women in your city not only read these magazines, but are guided in their purchasing by the advertising pages. Throughout the year, Mirro Aluminum advertisements are outstanding features in women's publications. In August, the advertisement reproduced above will appear full page size in the magazines named.

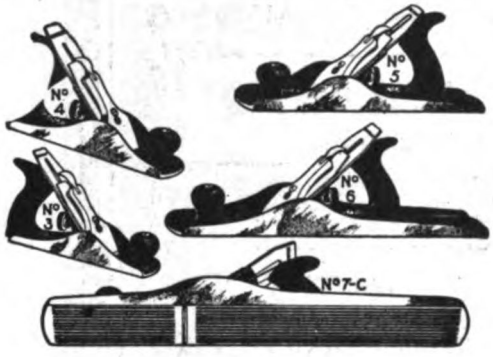
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# Stanley Tools




# "BAILEY" Iron Planes

*The Standard for more than Fifty Years*

IMPROVEMENTS are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating carpenters and mechanics.

*If you do not carry these planes, arrange to do so at once. You will be surprised how your plane sales will increase*

MANUFACTURED BY

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**

# YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

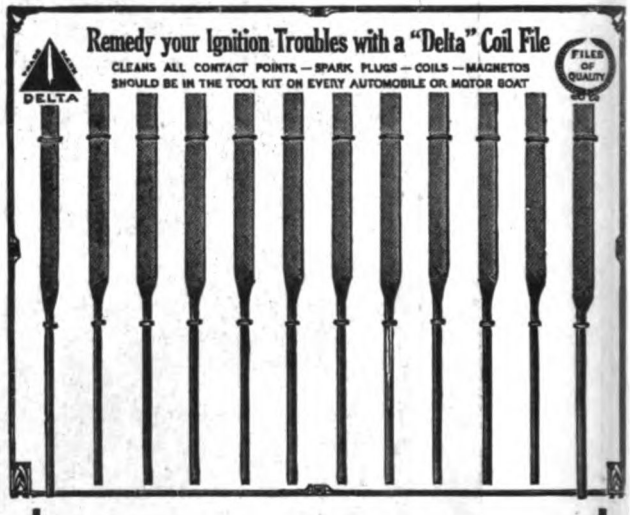
TRADE MARK DELTA

**Will Please Your Customers**

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

# DELTA COIL FILE




Cleans All Contact Points, Spark Plugs, Coils, Magnetos

*Should be in the Tool Kit on Every Automobile or Motor Boat*

High Grade Files for Every Purpose

TRADE MARK DELTA

**DELTA FILE WORKS**
PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY


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# "I TELL YOU,

## IT'S A GREAT SAW!"

IN praise of Simonds Hand Saws you will hear carpenters in every part of the land tell of their good qualities. They know because they have given these saws the best test there is—the test of every-day work.

**SIMONDS**

always come through and prove an efficient cutting service. Hardware Dealers who carry Simonds Saws are assured of satisfied customers and reasonable profits.

Write for Catalog and Prices

**SIMONDS MANUFACTURING CO.**
*"The Saw Makers"*
San Francisco, Calif.
Portland. Oregon
Seattle, Wash.
Vancouver, B. C.



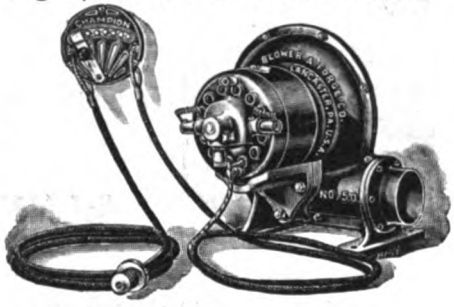

## Champion Blowers, Forges, Drills and Screw Plates

No. 400 Blower



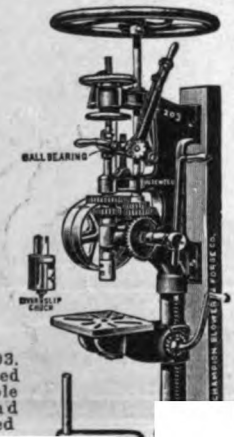


No. 401. Rivet Forge

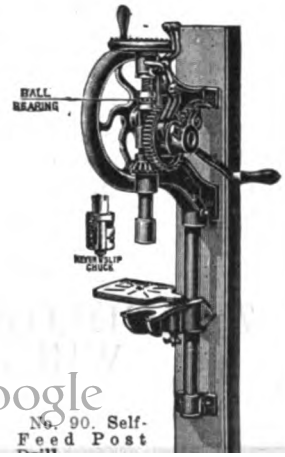


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.




No. 203. Self-feed and Double Compound Lever Feed




No. 90. Self-Feed Post

Screw Plates in Four Styles, Cutting up to 1½"

**CHAMPION TOOLS, Built for Service**

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

**CHAMPION BLOWER & FORGE CO.**


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# Every Foot of

## Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is

**"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

*The* LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.





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# "THE RECOGNIZED LEADER"




ELECTRO-ZINCKED **AFTER** WEAVING

**Order Thru Your Jobber**

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

## AMERICAN WIRE FABRICS CO.

**208 So. La Salle Street, Chicago, Illinois.**

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
LEWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

# "GOOD AS




# THE NAME"

## Trace

The most durable traces manufactured. They are electrically welded and are tested far beyond the required strength.

## Chains

Our huge new electric-weld plant at York, Pa., is an evidence of the "U.S." idea—quality first, last and always.

## UNITED STATES CHAIN & FORGING COMPANY

**Union Arcade, Pittsburgh, Pa.**


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# BRIER HILL STEEL CO.

## PLATES

7/64 TO 2 IN. THICK
UP TO 120 IN. WIDE

BLUE ANNEALED
1/4 IN. TO 16 GAUGE

BLACK & GALVANIZED
10 GA. AND LIGHTER

## SHEETS

GENERAL OFFICES, YOUNGSTOWN, OHIO

District Offices: New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburgh, New Orleans, Salt Lake City, San Francisco, San Antonio

EXPORT AGENTS, CONSOLIDATED STEEL CORPORATION, NEW YORK CITY

# PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

## BEST IN THE WORLD

**Phoenix Shoes are Kept in Stock by the Following Houses**

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK


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# "Sterling"




Hard TUNGSTEN STEEL Flexible

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

**CALDWELL SALES COMPANY, 320 Market St., San Francisco, Cal.**

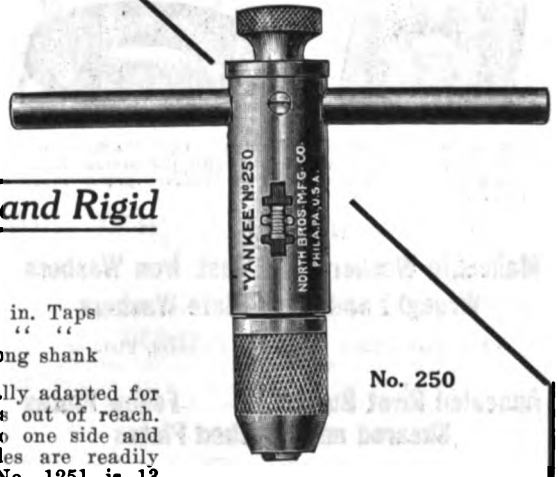
**Exclusive Pacific States Representatives**

# "YANKEE"

## TAP WRENCHES



No. 1251 Length 13 in. Over All




No. 250

*Right and Left Hand and Rigid*

**THREE SIZES**

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

***Your Jobber Will Supply You***

## NORTH BROS. MFG. CO.

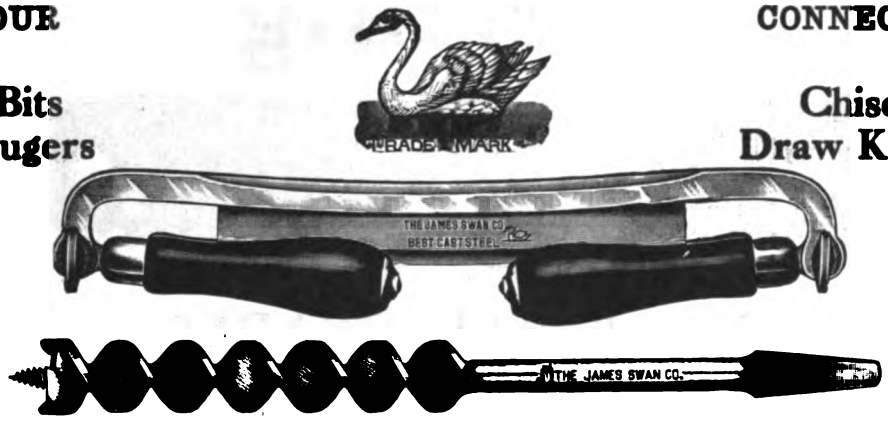
**PHILADELPHIA, PA., U. S. A.**


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# THE JAMES SWAN COMPANY

**SEYMOUR** **CONNECTICUT**

**Bits**
**Augers**




**Chisels**
**Draw Knives**

**Nail Sets**
**Gimlets**



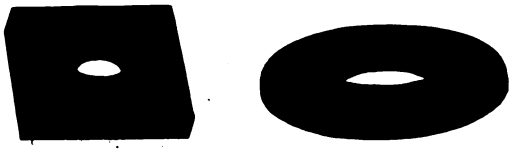
**Gouges**
**Screw Drivers**

**New York Office: 100 Lafayette Street**

**WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION**

**Sold by THOMSON-DIGGS COMPANY, Sacramento, California**

## There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers**
**Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

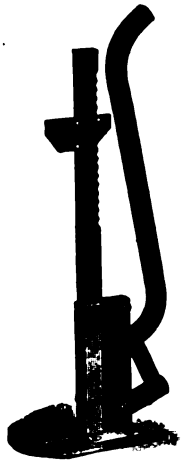
**Annealed Rivet Burrs** **Fellow Plates**
**Sheared and Punched Plates**

**PROMPT SHIPMENTS**

## Wrought Washer Mfg. Co.

**Milwaukee, Wis.**

Coast Representatives,
**HUGHSON & MERTON, Inc.**
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.



# LANE'S

## Steel Wagon Jack

NO CAST METAL
NO WOOD

**Strong -- Light -- Compact**

SUBSTANTIAL PROFIT TO THE DEALER

**Have You Catalog and Latest Prices?**

## LANE BROS. CO.

**RIVER STREET - POUGHKEEPSIE, N. Y.**


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# MAYHEW MADE TOOLS
## ARE RIGHT
### Small Screw Drivers on an Easel

Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality and modestly priced. They have tool steel blades *hammer forged*, nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters. Order a two-dozen carton today.

*At your jobber's—or*
**MAYHEW STEEL PRODUCTS, INC.**
291 Broadway, New York
506 Mission Street, San Francisco




*Ask for Set No. 811*

*"Every blow of the hammer refines the steel"*

# PORTER'S
# New Easy Bolt Clippers



Are you handling the
## 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

**Address**

**Omer Cox**
**Postal Telegraph Bldg., San Francisco, Cal.**

**Jones & Cox,**
**Newhouse Bldg., Salt Lake City, Utah**

**Sands & Cox,**
**San Fernando Bldg., Los Angeles, Cal.**

**Turnbull & Cox,**
**Inter State Trust Bldg., Denver, Colorado**

**Strimple & Cox,**
**L. C. Smith Bldg., Seattle, Wash.**

**Strimple & Cox,**
**Corbett Bldg., Portland, Ore.**

## H. K. PORTER
**Bolt Clipper Specialist**
**6 ASHLAND STREET, EVERETT, MASS.**



Nos. 50, 55 and 56 Machinist's Case

# PILLIOD
## Tool Cases
### THE
### BUILT FOR SERVICE
### LINE

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto-Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

## The Pilliod Lumber Co.
**SWANTON, OHIO**

**Western Representative**
**SPRAKE SALES CO.**
822 Higgins Bldg., Los Angeles, California
525 Market Street, San Francisco, California
633 Railway Exchange, Portland, Oregon
223 Kerns Bldg, Salt Lake City



No. 7 Carpenter Case


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ONLY

# BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



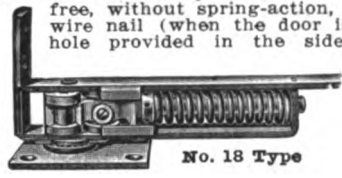
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



**Bommer Floor Surface Spring Hinge**

**Has Release and Holdback Features, Ball Bearing and Alignment Device**

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

**BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.**





McCAFFREY
FILE CO.
Philadelphia

*Established 1863*

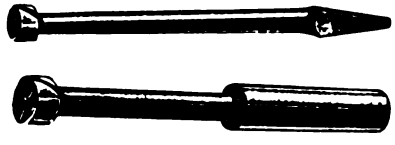
"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



# "Forstner" Brace and Machine Bits

**For Fine Carpenter, Cabinet and Pattern Work**

**SPECIALLY ADAPTED FOR HARDWOOD WORKING**

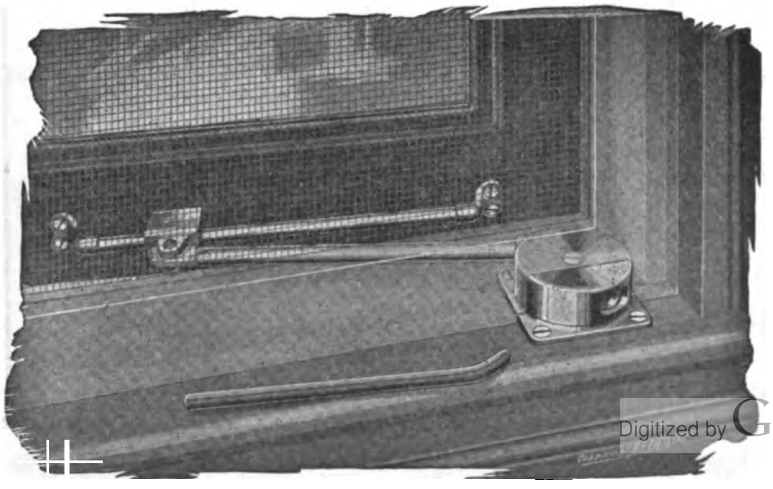


The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

**Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue





# Superior Casement Adjuster

**For windows that open out**
**Operates without disturbing the screen**

**Superior Casement Adjuster** is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

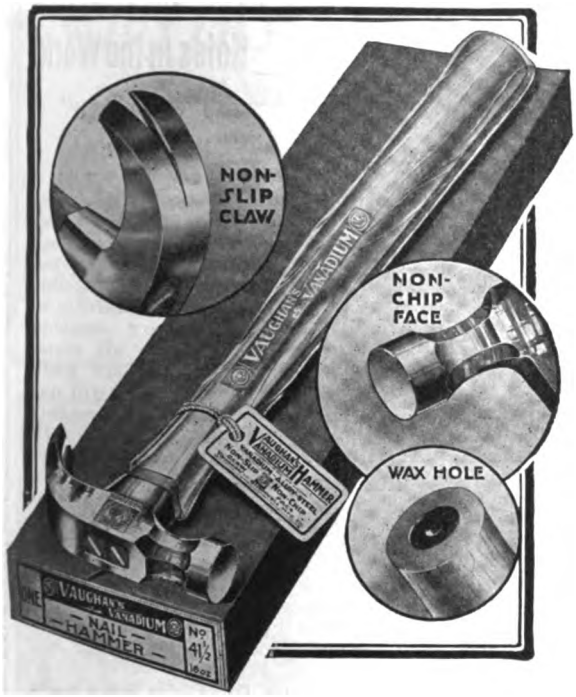
**Superior Casement Adjuster** is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

**Superior Casement Adjuster** holds the window firmly at any angle and does not allow the window to rattle.

**SUPERIOR SPRING HINGE CO.**


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## Vaughan's Vanadium Nail Hammers



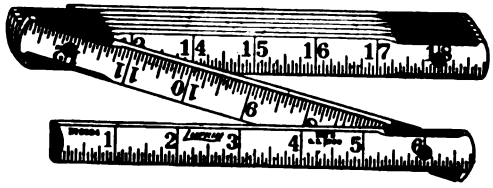

No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

**VAUGHAN & BUSHNELL MFG. CO., CHICAGO**




# LUFKIN TAPES and RULES

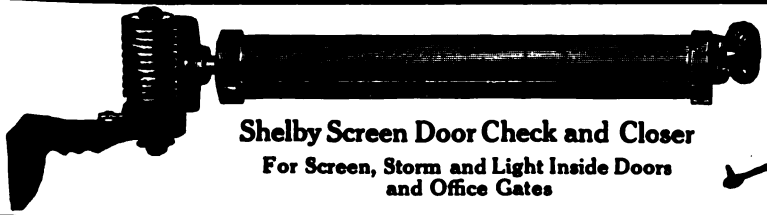
From the Popular Priced to the Finest Styles



THE RECOGNIZED RELIABLE STANDARD

106 Lafayette Street NEW YORK **THE LUFKIN RULE CO.** SAGINAW, MICH.

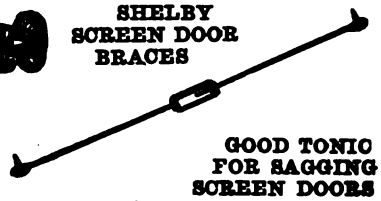
# SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer

For Screen, Storm and Light Inside Doors and Office Gates

SHELBY SCREEN DOOR BRACES



GOOD TONIC FOR SAGGING SCREEN DOORS

**THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.**

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.

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# 9902 N. C.

## SLAYMAKER R.F.D. PADLOCK




(With chain—No. 9902)

**THE ORIGINAL R. F. D. PADLOCK**

**FIRST MADE BY SLAYMAKER — CARRIED BY MOST JOBBERS**

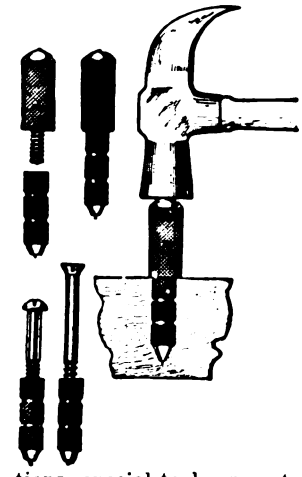
**When you order Mail Box Locks, insist on the genuine 9902 or 9902 N. C.**

**SLAYMAKER LOCK CO.**

**Lancaster, Pa.**

**A. C. RIDDELL, Western Sales Manager, 818 Higgins Building, Los Angeles, Calif.**





# The Only Screw Holes in the World

## The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

**THE STINE SCREW HOLES CO., Waterbury, Conn., U. S. A.**



# "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

**Rigid Light Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
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Jensen, King, Bird & Co.
The Schaw-Batcher Co.
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Seattle Hardware Co.
The Thomson-Diggs Co.
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**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**



# The "PONY"

**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**




"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

**Made by**

**F. H. SMITH MFG. CO.**

**CHICAGO, U. S. A.**


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# MAYDOLE HAMMERS

**THE WORLD'S STANDARD**

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect




**The David Maydole Hammer Co.**
NORWICH, N. Y., U. S. A.

# "LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.

# BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

## AUTOMOBILE TOOLS



### MATCHLESS KNIFE HANDLES

Length 11½ inches.

| | List. |
|---|---|
| No. 38 Polished Ends | $6.00 doz. |
| No. 39 Full Polished | $9.00 doz. |



### REX—ALL STEEL

Size 1¼x1¼x11¾

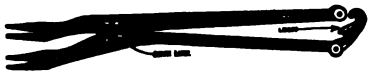
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|---|---|
| No. 154 Blued Polished Ends | $4.00 doz. |
| No. 1154 ALL Bright | $3.00 doz. |



### COMBINATION SIDE CUT PLIER

Hardened and Tempered Jaws

| | 6-in. | 7-in. | 8-in. |
|---|---|---|---|
| No. 118 Black, List, doz. | $14.50 | $12.00 | $13.60 |
| No. 632 Pol'd, List, doz. | 18.00 | 19.80 | 21.00 |



### VALVE LIFTERS

Natural Forge Finish

No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....$24.00



### TIRE TOOL

Bright Finish

No. 250—Thor, ⅞x⅞x16. List, dozen.....$4.00



### BIG BULLY DRIVER

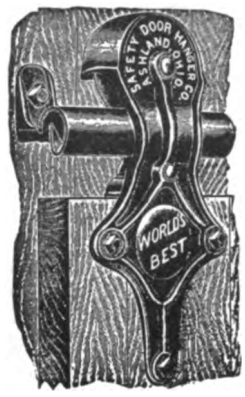
Blade through the handle.

No. 300 Oct'g Blade 7-16x8. List, dozen.....$9.00

**C. W. GAUSE CO., Western Sales Agents**
693 Mission St., San Francisco, Cal.

**J. C. McCARTY CO.**
Eastern Sales Agents New York City

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YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

**World's Best Tubular Track**

*Barn, Factory and Warehouse Door Hanger*

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

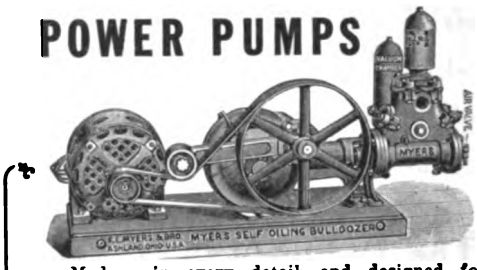
If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

**MYERS SELF-OILING POWER PUMPS**




Modern in every detail and designed for economical and efficient pumping service.

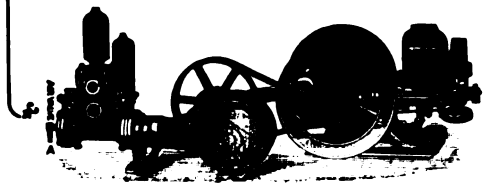
Are Self-Oiling; have covered working parts; extra large valves, and improved method of power application.

Will elevate water, force it against pressure, or pump it any reasonable distance.

Just as practical for pumping gasoline, kerosene, lubricating and other oils; also a successful boiler feed pump.

Operation any power. Different sizes meet depth and capacity requirements.

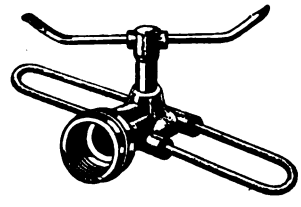
Circular and prices to the trade. Ask your jobber or write us.



**F. E. MYERS & BRO., Ashland, Ohio**

ASHLAND PUMP AND HAY TOOL WORKS

**Thompson "Junior" Revolving Sprinkler**



*The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

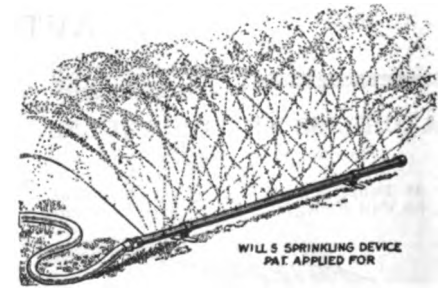
**Thompson Manufacturing Company**

East Eighth and Santa Fe Ave.

LOS ANGELES

**Will's Scientific Sprinkler**

FOR LAWNS AND GARDENS




"There's a Reason Why This Business Increased 100 Per Cent in 1919."

Three Superior Qualities

**Durability—Efficiency—Cheapness**

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

**WILLS SPRINKLER CO.**

607 CROCKER ST. LOS ANGELES, CAL.


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# SAGER CHEMICAL PROCESS AXES

AND

# BULL DOG LOGGING TOOLS

**Recognized all over the United States as the BEST money and skill can produce**

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

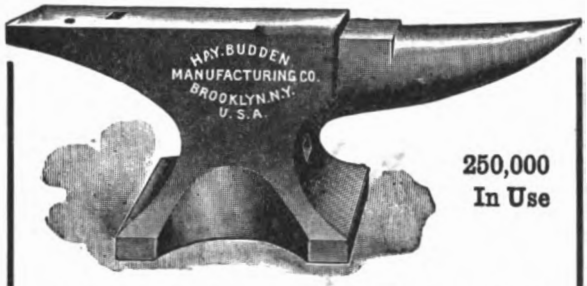
PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE

SAGER PATENT CHEMICAL CRACKLE AXES BULL DOG LOGGING TOOLS

WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

# HAY-BUDDEN Solid Forgod ANVILS




250,000 In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

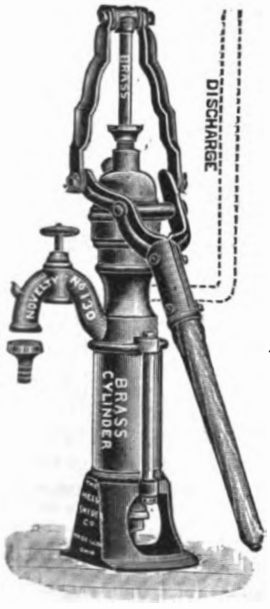
WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
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GET A SUPPLY OF

# NOVELTY FORCE PUMPS

And treat your customers to the best




No. 130

We are the manufacturers of the original 'Novelty' Pump for WELLS and CISTERNS. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

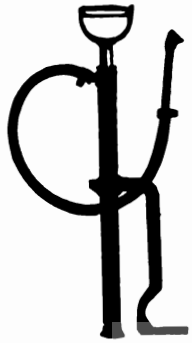
Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

**THE HESS-SNYDER CO., Massillon, Ohio**

# The Utility Bucket Pump No. 95

Was designed to meet the demands for a small powerful double-acting spray pump. It is very efficient for domestic purposes. Pump is of all brass construction with two bronze ball check valves and hemp packed plunger. Equipped with our No. 80 Angle Service Nozzle, which is designed to give a fine mist.



By removing the variable disc a straight stream can be had for washing windows, autos, etc. Whitewashing can be done successfully with this pump.

Write for Catalog and Prices

**Albert Lea Sprayer Co.**
Albert Lea, Minn.


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## More Than a Million in Use
## The Demand Still Growing



**NORCROSS**
**Hand Cultivators**

are favorite tools.

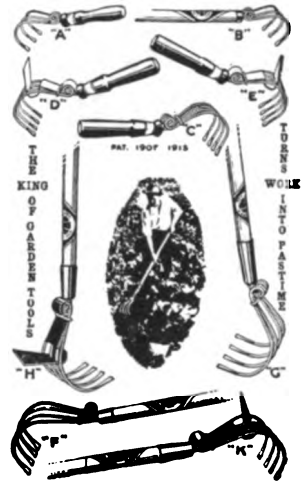
In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily — at a good profit — and you can confidently recommend them.

ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

**C. S. NORCROSS & SONS, Mfr's.**
BUSHNELL, ILL., U. S. A.

## REICHARD'S
**Combination Spring-Tooth**
# Magic Weeder Hoes
**SAVE TIME AND STRENGTH**




Strong in construction, light in weight. Quick sales.

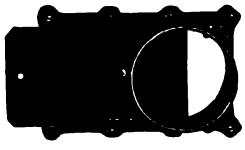
Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
**THE F. C. REICHARD MFG. CO.**
Bangor, Pa., U. S. A.

# BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

**BERGER BROS. CO.**
229-231 Arch Street, PHILADELPHIA




## DIXON'S
## Graphite Cup Grease

Greater engine efficiency may be obtained through use of Dixon's Graphite Cup Grease in all grease cups and small bearings where a light lubricant is needed.

The presence of pure flake graphite imparts to the bearing surfaces the famous "graphite" polish—tending to give a smoother running motor, and greater riding comfort.

Write for prices and circular No. 230-R.

Made in JERSEY CITY, N. J., by the
**JOSEPH DIXON CRUCIBLE COMPANY**
Established 1827


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Goods Made by K are Made to Please

# Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.



Applied on Drop Siding

## For Drop and Lap Siding

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.

*Write Dept. 50 today for prices and details*



Used on Lap Siding

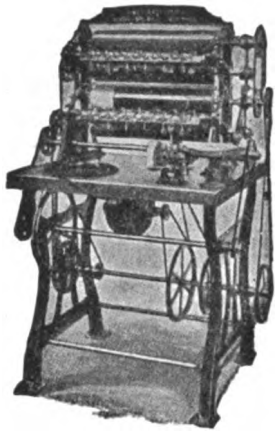
F.D. Kees Mfg. Co. Beatrice, Nebr.

## $5 to $12 Daily

Sounds pretty good.

That's what can be made by sharpening safety razor blades in your Hardware Store—and knives and scissors, too.

An expert grinder is not needed — not when you install a



# Hatfield Complete Sharpening Machine

as it does the work with relentless precision. A lateral motion produces the velvety edge to any make of safety razor blade that means more orders. An auxiliary attachment takes care of the knives and scissors. While the customer waits for his blades (a dozen are sharpened in five minutes) naturally he gets interested in your cutlery department. That means bigger sales. Other Hardware Dealers have built bigger business. We'll gladly send you "Evidence" that proves our claim.

**HYFIELD MFG. COMPANY**
21 WALKER STREET NEW YORK CITY



## GILSON GARDEN TOOLS

### GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

**J. E. GILSON CO., Port Washington, Wisconsin**

JOHN KEGLEY, Western Representative, Lankershim, Cal.

THOS. M. GARDINER, Oregon and Washington Representative. P. O. Box 299, San Francisco.





Sectional View Showing Construction

## GENUINE HUNTER'S SIFTER

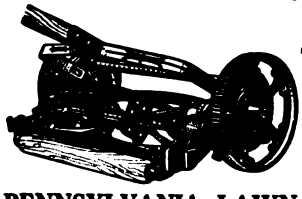
**The Standard for a Quarter-Century**

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

**THE FRED J. MEYERS MFG. CO.**
Bender Street Hamilton, Ohio

## Did you get your outfit

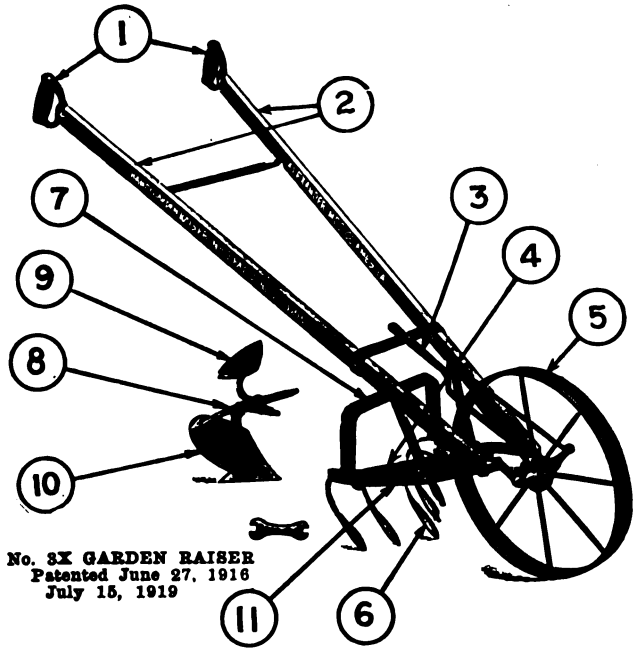


of the 1920 "PENNSYLVANIA" *Quality* Lawn Mowers sales helps? Send for them.

**PENNSYLVANIA LAWN MOWER WORKS**
*Incorporated*

JOHN BRAUN & SONS
Founded 1877 PHILADELPHIA


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No. 3X GARDEN RAISER
Patented June 27, 1916
July 15, 1919

## No Wrench or Tool of Any Kind is Needed to Change Equipment Here

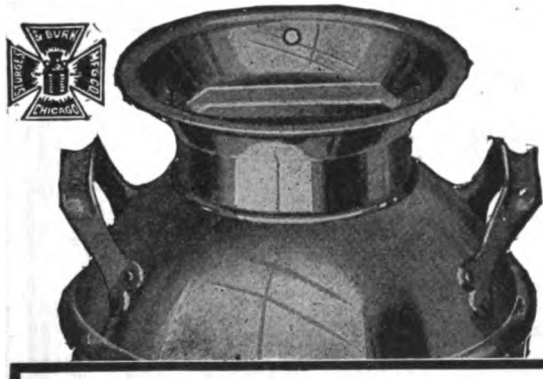
Pull outwardly on spring steel sides (11) of main frame of **cultivator.** This allows 4, 6 and 7 to be removed, turned over, and replaced, and we have a **wheel hoe.** Or, by laying 4, 6 and 7 aside, and placing 8, 9 and 10 in their place, we have either a plow, or, a tool for marking out rows for planting.

## QUALITY

This unique construction, together with the HIGH GRADE MATERIALS used, and the extraordinary finish given to grinding and polishing of the tillage tools, makes the No. 3X Alexander Garden Raiser the best value, in a garden tool, on the market today. Our 32 page catalog shows a complete line of seeders and cultivators.

"THE GARDEN DESERVES A GOOD TOOL"

**Alexander Manufacturing Company, Inc.**
Established 1913 Ames, Iowa, U. S. A.




## Add to Sales and Profits

DEALERS sell *more* Sturges Milk Cans and make *bigger profits* because Sturges cans have so many superior values which dairymen want.

**Guaranteed Capacity**—hold just so much and no more. Made of highest quality steel. Designed to give longest lived and most economical service. Inside heavily tinned and all seams soldered smooth makes them easy to clean and keep sanitary to the highest degree.

Sturges cans will bring to you the trade seeking reliable dairy equipment and help increase your sales and profits. Write for complete information and Catalog No. 29X

Sturges Milk Cans

**Sturges & Burn Mfg. Co.**
Makers of Sturges Guaranteed Capacity Milk Cans
Chicago, Illinois

## ATLAS

### 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles


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# OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

**THE OHLEN-BISHOP CO.**

The Master Saw Makers

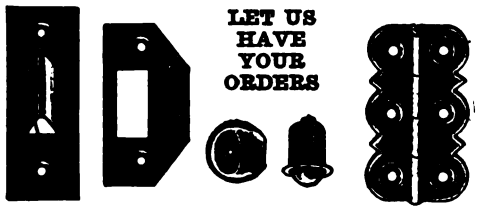
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

San Francisco, Cal. Portland, Ore.

# THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

**THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.**

# CREMORNE BOLTS

See Our Catalog for Other Designs

**BUILDERS' HARDWARE SPECIALTIES**

WESTERN BRASS MFG. COMPANY, 217-219 Tehama Street, San Francisco

**Phone Sutter 2417**





Home Made Devices are child's play for the Burglar. They are no protection to the home.

# The Hatcher Safety Lock

**Baffles the Burglar**

A necessity in every Home. Sells on sight. Meets a want that has existed for years.

**RETAILS FOR**

**50 Cents**

**COMPLETE**



The Burglar cannot open the door that is fitted with a Hatcher Safety Lock.

MANUFACTURED BY

**R. H. MARCHANT CO.**

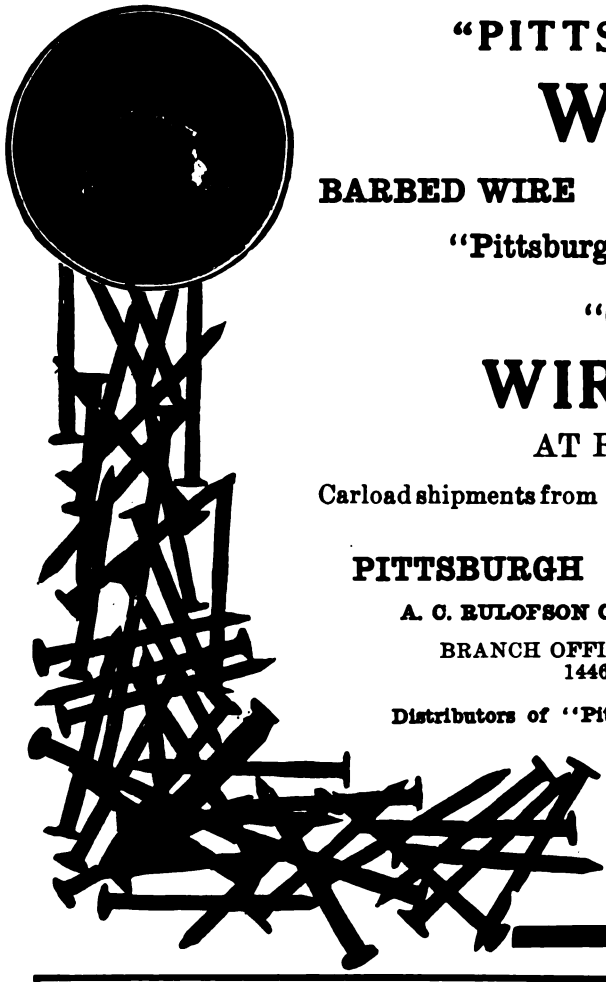
OAKLAND, CALIFORNIA

DISTRIBUTORS:

GRAF SALES CO., Manufacturers' Agent
Hearst Building, San Francisco

DUNHAM, CARRIGAN & HAYDEN COMPANY
Northern California Distributors


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## "PITTSBURGH PERFECT"

# WIRE NAILS ALL KINDS

**BARBED WIRE BALING WIRE BALE TIES**

**"Pittsburgh Perfect" Electrically Welded**
**and**
**"Columbia" Hinge Joint**

# WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

**PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.**

**A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building**

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

**Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:**

**Dunham, Carrigan & Hayden Co.,**
San Francisco, Cal.
Northern California and Nevada.

**Whiton Hardware Company,**
Seattle, Wash.
Washington and Oregon.

"PITTSBURGH PERFECT" TRADE MARK REGISTERED PGCo

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**COBBLER SETS**




**LEADER**
The Right Kind for You to Handle

**STAR HEEL PLATES**




FAST SELLERS
MADE IN 7 SIZES

**SHOE STANDS & LASTS**

THE BEST MADE



OUR PRICES ARE RIGHT, TOO

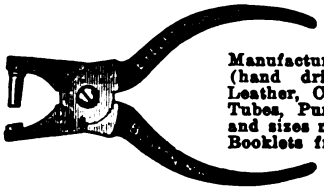
**Empire Guaranteed**

WRITE FOR CATALOG No. 15

**STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.**

**Pacific Coast Representatives**—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah

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## EYELET TOOL CO.

**Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.**

**40 Lincoln Street**
**BOSTON-MASS**

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## SAND'S PLUMBS AND LEVELS

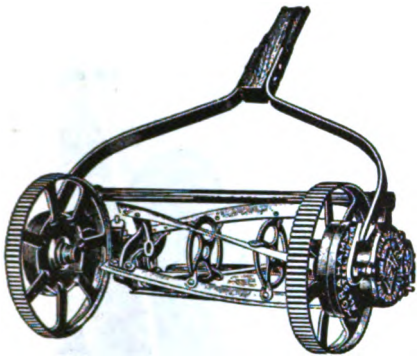


**Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.**

**YOUR JOBBER CARRIES THEM**

**J. SAND & SONS - Detroit, Michigan**

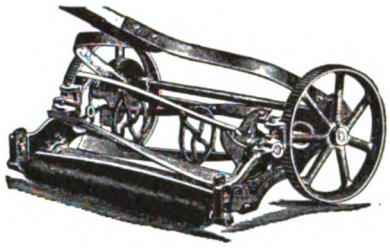
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Styles "Graham" and "A" — All Steel Vanadium Crucible Steel Blades. Practically Indestructible

# The Lawn Mower to Sell

is the one made by a company which has made nothing but strictly **High Grade** Lawn Mowers for more than fifty years. The



Style "E" — Four Blades Removable Box Caps

## GENUINE "PHILADELPHIA"

Lawn Mower has more than the distinction of being made by "The original people in the Lawn Mower business since 1869"—it has the endorsement of millions of satisfied users that it is **made right** and **cuts right.** Vanadium Crucible Steel Blades, Bearings bored with rifle barrel accuracy, material that stands the "Test of Time" and a line of 30 styles to select from the other reasons for selling the **always reliable** ***"PHILADELPHIA."***

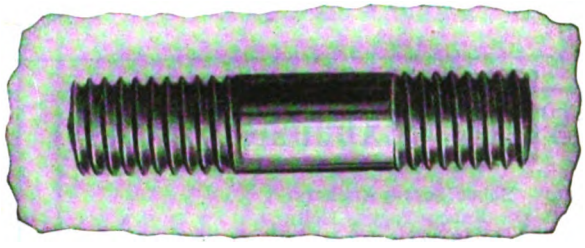
**A MOWER FOR EVERY PURPOSE**

***Send for Catalog and Prices***

**THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.**

**HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents**

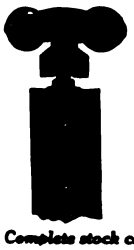




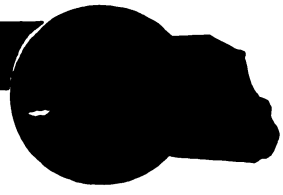
## WM. H. OTTEMILLER CO.

YORK, PA.

**Manufacturers of Cap and Set Screws**
**Screw Machine Work**



## WAGNER Door Hangers and Tracks



*Roller Bearings*

**Quality** hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

*Complete stock carried at Tigard, Oregon, Branch*

**WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.**


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# Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

*Write Dept. 37 for Complete Catalog*

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

"Buffalo"





## "STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

## Sells to Every Belt User




Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.



## BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois




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**THE QUALITY**

of your entire stock of merchandise is largely advertised by the quality of the cutlery you distribute.

LET *Veribest* BUILD YOU A LASTING REPUTATION

WHOLESALE ONLY

**STREVELL - PATERSON HDW E. CO.**
SALT LAKE CITY

**HONEYMAN**
**Hardware Company**

Park and Glisan Sts. Fourth and Alder Sts.
PORTLAND, OREGON

Goldsmith Guaranteed Athletic and Sporting Goods

Camp Equipment
In Tents, Folding Camp Beds, Cots, Tables, Chairs, Stools, Etc.

Hardy's Combination Running Board Box and Camp Cook Table

Columbia Auto Luggage Rack

Cotton and Rubber Hose

Seeger Original Syphon and White Mountain Refrigerators

Fine Fishing Tackle

**A. M. HOLTER**
**Hardware Company**

Helena, Montana

*Established 1867*

**WHOLESALE**

Shelf and Heavy Hardware

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Automobile Accessories

**HOLTER**
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*Spokane, Wash.*

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*High Grade Auto Accessories*

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Monarch Ranges
Schuttler Wagons
Mill, Mining and Logging Supplies
Sargent Hardware
Peninsular Stoves and Ranges
Diamond Tires

Prompt — Courteous Service

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# *A Good Rope—*
# *Seaport Manila*

Trade Mark

MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

Trade Mark

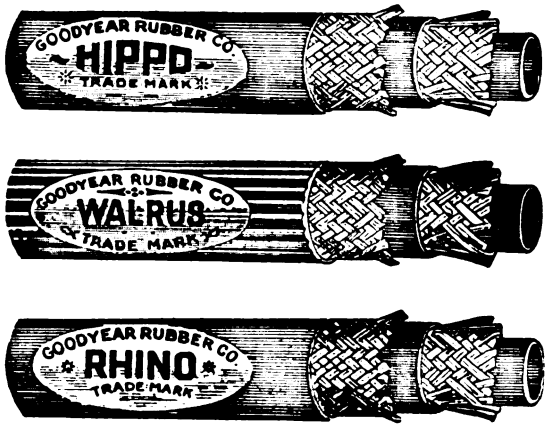
MANUFACTURED BY

***The Portland Cordage Company***

*Portland, Oregon* *Seattle, Washington*

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

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Nos. 61, 63, 65, 67 Fourth St. & Pine St.
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GOODS SOLD TO THE TRADE ONLY


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**SPECIALTY HARDWARE JOBBERS**

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San Francisco
California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# Caldwell Sales Co.

320 Market Street
SAN FRANCISCO

Genuine Critchley Reamers
Hoover Steel Balls
Sterling Hack Saw Blades
Parker Drill Chucks
Vellumoid Packing
Wilton Gauge Blocks

American Machine Products Co. Accessories

**SALES THROUGH JOBBERS ONLY**





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# YAKIMA
# Hardware Company

**YAKIMA, WASH.**

**Jobbers of Standard Lines of Hardware**

# Wholesale

**BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT**

Orders filled same day as received

AMIKAY TRADE MARK ESTABLISHED 1861

Prompt Courteous Service

**The Only Wrought Iron Anvil Manufactured in the United States**




The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
Columbus, Ohio

**SAMSON SPOT SASH CORD**



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere. We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

**Sash Cord** — **Shade Cord**
**Clothes Lines** — **Masons' Lines**
**Solid Braided Rope** — **Chalk Lines**

Send for catalogue and samples

**SAMSON CORDAGE WORKS - Boston, Mass.**
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

# WASHINGTON
# Hardware and Implement Underwriters

OF

## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the (P) Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

**THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

## IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



## "THE BENJAMIN"

**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

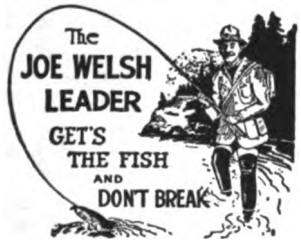
Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco

## Joe Welsh Leaders

"Never Say Die"

They are fresh after an entire season's use—never break because they are in one piece.

Samples Everywhere
3-ft., 25c; 6-ft., 50c; 9-ft., 75c




**JOE WELSH**
PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada

## HARRINGTON CUTLERY COMPANY

SOUTHBRIDGE, MASS.

*Manufacturers .... of* **DEXTER** *Brand*



HIGHEST QUALITY MADE
FOR SALE BY JOBBERS

Western Sales Representatives
**W. H. WILBURN**
602 Williams Building San Francisco


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# DO NOT DELAY

## Placing Orders for **SPRING** and **SUMMER** Requirements

for if you do, you will be disappointed and lose many opportunities for PROFIT MAKING

We can give you SERVICE on Every Item in the **Hardware Line**

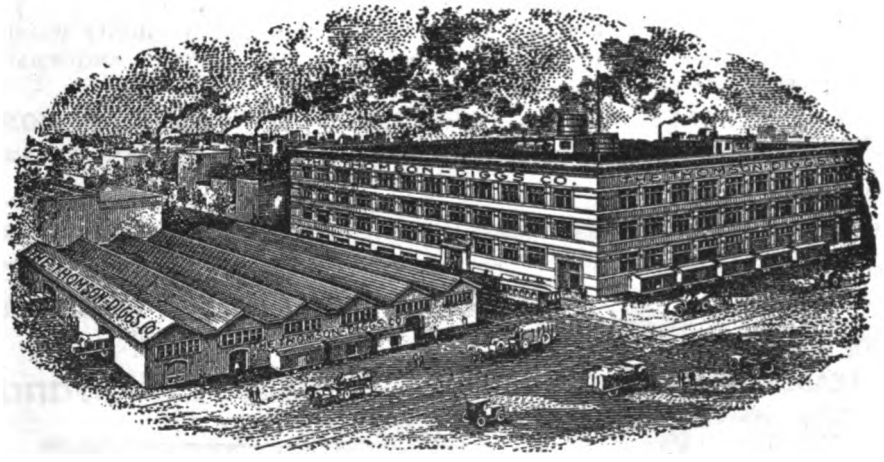
Our Stock of **Automotive Equipment** comprises everything used in the Up-to-Date Accessory Department or in the Garage

**All of Our Merchandise is Dependable Quality and Priced Right**

SALT LAKE CITY, UTAH — **The Salt Lake Hardware Co.** — POCATELLO, IDAHO

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




**If you are one of our customers you know them.**

**If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders**

**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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"Two little flies
Dodged the civilian;
Early next day
There were a million."

# Push Your Fly Campaign Now

MAKE YOUR STORE
THE MOST POPULAR
PLACE IN TOWN

Co-operate with your city government in conducting a systematic war on flies. These pests increase very rapidly after May first.

Stock up early and be prepared for all the business that comes your way. Remember, AVIS SANITARY FLY TRAPS are more durable, more sanitary, do better work. They are the traps that bring you business.

**Avis Hardware Co.**
Pomona, California

# Automobiles—Oil Cook Stoves

The ENGINE is the
*Heart*
OF THE AUTOMOBILE

The BURNER is the
*Heart*
OF THE OIL STOVE

## "Mando" Oil Cook Stoves

Have Seamless Drawn BRASS Burners
Made in One Piece — Leak Proof

WONDERFUL
"KEROGAS"
BURNER




Burns 400 Gallons of Air → To One Gallon of Kerosene Oil

DISTRIBUTORS

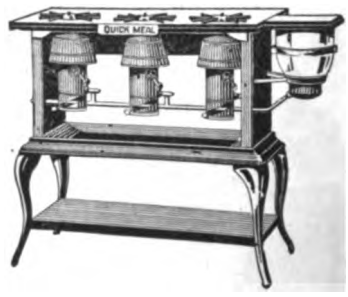
**MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.**


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Cupola Burner Oil Stove




Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

## QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

**C. H. SCHIECK**

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of GAS RANGES

We also carry a large line of COAL RANGES

# The Schaw-Batcher Co.

SACRAMENTO, CAL.

## WHOLESALE HARDWARE

| | |
|---|---|
| Pipe and Fittings | Sargent & Co. |
| Canton Steel | Builders' Hardware |
| Ammunition | Mill and Mining |
| Sporting Goods | Supplies |
| Blacksmith Supplies | |

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

## MORGAN & ALLEN CO.

150 Post Street, San Francisco, California


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**Makes Stoves Look Like New**

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 26
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

**Distributors**

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.

The Colorado Utah Hdw. Co. Grand Junction, Colo.

American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig Grand Central Palace New York City, N. Y.

Prescott & Co. Boston, Mass.

H. E. Hessler Co. Syracuse, N.Y.




**YOST ECONOMY**

The Distributors listed in this advertisement have been arranged for the convenience and prompt delivery to customers within the territory of these distributors, and we ask that you take advantage of this service and send them your specifications.

**The Yost Gearless Motor Company**
Springfield, Ohio

Yost Washers Work and Never Shirk

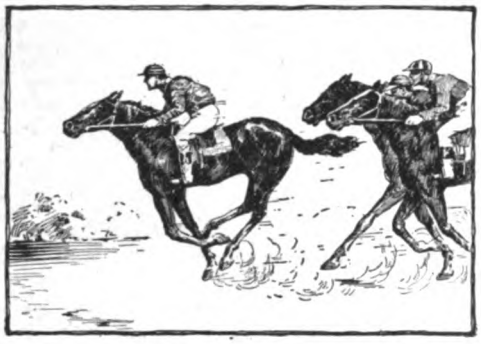
# Lalance & Grosjean Mfg. Co.

***Manufacturers of the Celebrated Lines of***

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
***and***
## Pearl-Agate
## Turquoise Enameled Ware

**New York** **Chicago** **Boston** **San Francisco**

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# A Sure Winner

You are taking NO CHANCES when you stock

## Ironton Bunsen Burner Heaters

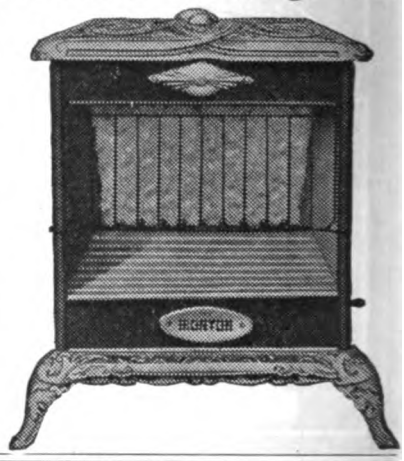
A few of the special features in Ironton Heaters: The Bunsen Burner—the air mixer—the circulation of cold air from the floor—the admixture and secondary combustion. These and many other distinctive features constitute the superiority of the **Ironton,** and will bring many new customers to your store.

Irontons produce more heat per foot of gas consumed than any other heater in the market. They burn the gas clean, odorless and free from soot and poisonous gases. No blackened walls or ceilings. A trial always convinces the customer of the superiority of Ironton Heaters, and helps you to sell others.

**Ironton Heaters** are made in 68 different styles and sizes—a size and style suited to every requirement, and to every pocket-book.

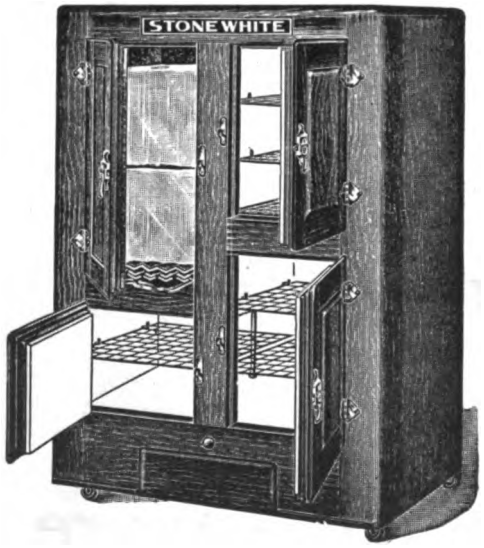
## The Ironton Stove & Mfg. Co.

IRONTON
OHIO
U. S. A.



*Write now for catalog and prices and let us get together on the best gas heating proposition in the market.*

# WHITE MOUNTAIN REFRIGERATORS




## "The Chest With the Chill in It"

**The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.**

**Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.**

**To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.**




## Maine Manufacturing Company - Nashua, N. H., U. S. A.

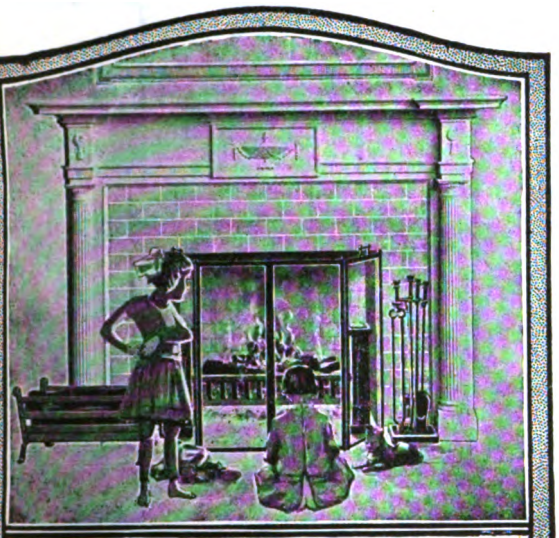
**BRANCH OFFICES:**

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco. Cal. Denver, Colo. Melbourne, Aus.

**PACIFIC COAST DISTRIBUTORS**

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.

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# The Most Beautiful Fireplace

*Is incomplete without a*

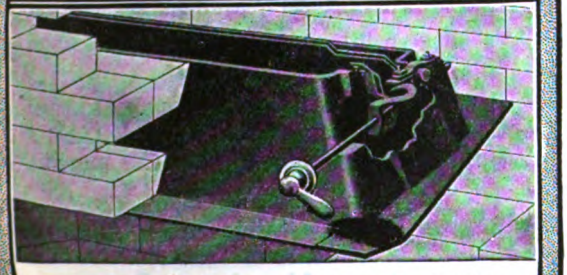
## PEERLESS DOME DAMPER

You can sell a Peerless Dome Damper for every Fireplace now under construction in your city by explaining its advantages to the owner or contractor.

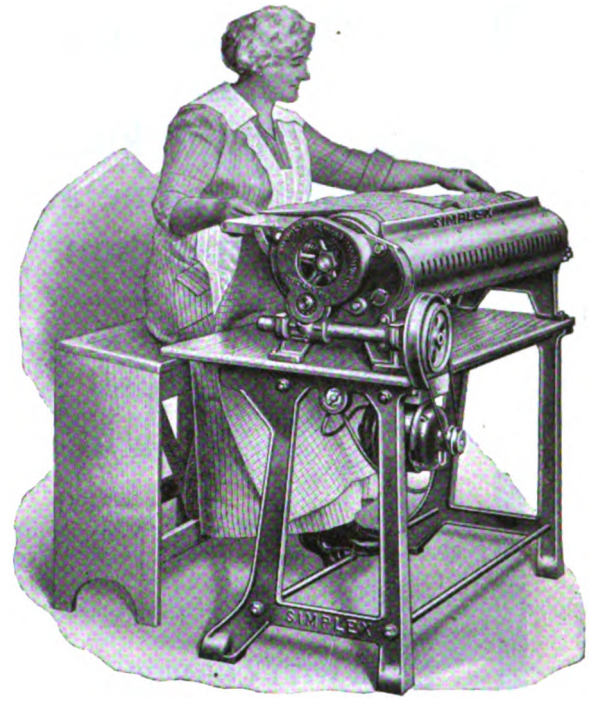
It saves fuel. Regulates draft. Increases heating capacity. Keeps temperature uniform. Prevents back drafts and dirt from blowing into the room. Reflects the warmth and glow from an open fire into the room instead of sucking it up the chimney.

Start today—tell your contractor friends and prospective home builders about Peerless Dome Dampers, Ash Traps, Ash Doors and Peerless Fireplace Furniture. The profits from Peerless sales pay you well. *Write today for Catalog "F."*

**PEERLESS MANUFACTURING CO.**
INCORPORATED
Makers of Fireplace Furniture
LOUISVILLE, KY.



There is a Peerless Dome Damper for every fireplace. Unique features of operation. Cannot get out of order. Blueprints furnished.




# Assured Profits by Selling the

## SIMPLEX IRONER

"THE BEST IRONER"

Comfort and ease at what is otherwise very tiring work is a unique feature enjoyed by women who use the Simplex Ironer. This is possible because of the extreme simplicity of the Simplex, with its wonderful automatic feed control.

Women to whom you sell a Simplex **can sit down and iron.** That is a big selling point which is attracting many profitable sales to Simplex dealers everywhere.

The household appliance department selling the Simplex can do so with the satisfaction of offering customers the leader in the field.

We co-operate in training your sales force in specialty selling. The SIMPLEX Sales Plan for dealers is far-reaching. It provides new practical suggestions for the building up of your entire Household Labor-Saving Appliance Department.

**Write Today for Further Particulars**

## The American Ironing Machine Company

**431 Sutter St., San Francisco, Cal.**

**Home Office: 168 N. Michigan Ave., Chicago**

3-6-20

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# The only can and pail your trade knows by name and reputation




3 sizes Pail

Witt's Can and Pail, through long years of advertising, have become the standard of the country.

Every customer who comes into your store knows that Witt's outlasts two ordinary cans—knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

# WITT'S CAN and PAIL

For Sale on Pacific Coast by

| | |
|---|---|
| Baker, Hamilton & Pacific Co. | San Francisco |
| Dohrmann Commercial Co. | San Francisco |
| Dunham, Carrigan & Hayden Co | San Francisco |
| Heyman-Weil Co. | San Francisco |
| Holbrook, Merrill & Stetson, Inc | San Francisco |
| Mangrum & Otter, Inc. | San Francisco |
| Seller Bros. & Co. | San Francisco |
| Thomson-Diggs Co. | Sacramento, Cal. |
| M. Seller & Co. | Portland, Seattle, Spokane |
| Whiton Hardware Co. | Seattle |
| Honeyman Hardware Co. | Portland |




4 sizes Can

## SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.

ALUMINUM

MADE IN OHIO, U. S. A.

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

### A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

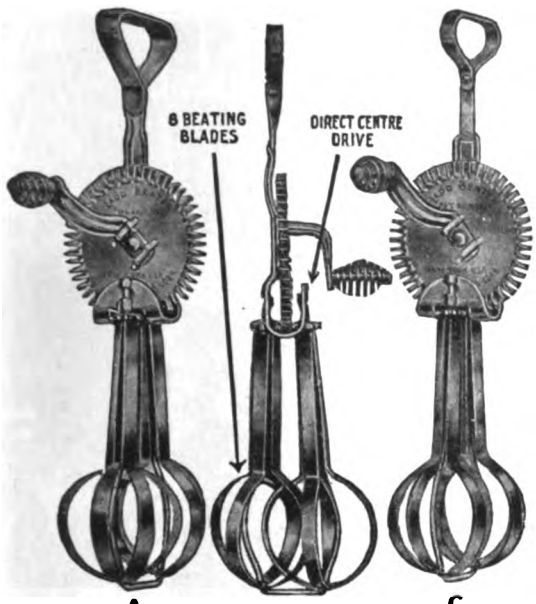
**We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market**

Write Today and get our New Catalog just off the Press.

## The Buckeye Aluminum Company

WOOSTER, OHIO


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WESTERN SALES REPRESENTATIVES
Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Turnbull & Cox, Inter State Trust Bldg., Denver, Col.
Strimple & Cox, Corbett Bldg., Portland, Oregon

# Ladd All-Steel Beaters

**3 Sizes—For All Requirements**

**Yes, THESE ARE ALL-STEEL** (the only ones); that answers all questions. You wouldn't make an Egg-beater out of tin and cast-iron for your own family. Of course you wouldn't. Add to ALL-STEEL, PERFECT CONSTRUCTION and there is nothing to compare with it. Everyone knows LADD BEATERS ALONE make good your own slogan—VALUE, QUALITY, SERVICE, SATISFACTION; none other can.

Now ADD PROFITS and you have the very thing to specialize on. Our other goods embody same essentials.

NOT IN 10c STORES: JOBBERS the world over and US.

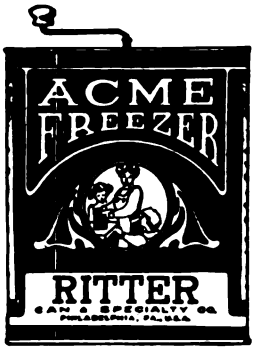


LADD
Mixer-Churns




SATURN
Clothes-Line
Reels

**United Royalties Corporation**
**1133 Broadway, New York**




# *The* ACME Freezer

***Will do all of the following:—***

1—Make the finest velvety Ice Cream in less than 10 minutes.

2—Requires but little ice or salt.

3—Won't rust if taken care of properly.

4—Only weighs 2½ pounds, but strong and durable.

5—Works quickly and well—has no heavy wooden tubs.

6—Easily adjusted—having no intricate parts.

Manufactured by

**RITTER CAN & SPECIALTY CO.**
**PHILADELPHIA, PA.**

Factory Selling Agents: BEH & CO.
106 Franklin Street, New York City



# A Big Summer Seller

When the mercury is high and housewives want to iron in cool comfort, it's easy to interest prospects in

**THE Royal Self Heating Iron**

Over one million sales to date proves its worth and merit. Easy to operate; nickel plated throughout; heat regulated instantly; handle always cool.

Our Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc., help promote big sales.

**Dealers now selling Royal Irons are requested to write for above "Selling Helps"**

**ROYAL SELF-HEATING IRON CO.**
**575 WAYNE ST. BIG PRAIRIE, OHIO**


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# ROCK-A-BYE NURSERY SPECIALTIES




## A Line That Brings You Profit

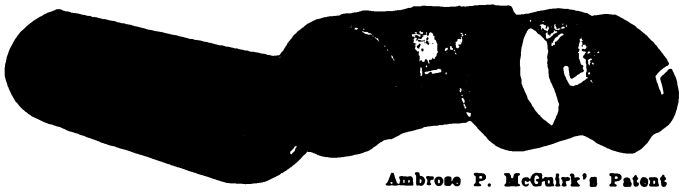
Hang any one of these nursery items in your windows—and see how quick it sells. You'll find that there's already a demand in your town that you did not know about.

And there's a substantial profit in the Rock-a-Bye line for you. Write for terms and catalog, showing complete line of 20 nursery specialties. Ask Jobber.

**Perfection Manufacturing Co.,**
Dept. W Leffingwell and Montgomery Sts.
ST. LOUIS, MO.

# SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.
Send for Price List and Descriptive Statement.

**SAFETY INTERLOCKING STOVE PIPE CO.,** MT. PLEASANT, IOWA



## Pack's Pineappie Eyesnip

is the best eyesnip on the market. All housewives want it. A big seller. Prices on request. Ask about THE MARVEL POTATO EYER ALSO. Order Now

**Christian Schlicker Mfg. Co.**
12 Bloomingdale Street
Rochester, N. Y.



We make TUCKED PEERLESS PUCKER

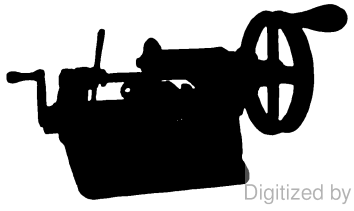
**COTS AND CAMP FURNITURE, MOPS**
**Tents, Awnings, Covers, Leggins, Carpenters' Aprons**
4 Factories. Write for Prices. Prompt Shipments.
**TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.**



## THE PACKHAM
### Stove Pipe Crimper and Beader

MADE BY
**THE PACKHAM CRIMPER CO.**
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

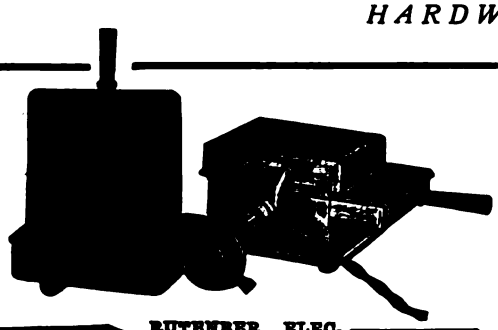


With the——
## Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

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**PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.**



**RUTENBER ELECTRIC TABLE STOVE**

**Model 206**

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

**RUTENBER ELECTRIC CO.**
Marion, Ind., U. S. A.

# HERCULES COLD SODER
## THE METAL MENDER




Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

## HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.

NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

# Half Million Sold Every Week

## MENDETS

A PATENT PATCH

*The Automatic Profit Maker*




A MENDETS Counter Carton in your store—sells Mendets without effort.

Over half a million are sold every week—and all at a good profit to retailers.

Help your customers fight the high cost of living and at the same time make a clean, liberal profit for yourself.

Mendets, the patented patch, offers you the opportunity.

Mendets mend all cooking utensils, hot-water bags, etc.

They require no heat, solder, cement, or rivet.

The Silent Salesman Counter Carton goes with every three-dozen order.

*Your Jobber has them —Get them Now*

**Collette Mfg. Co.**
Amsterdam, N. Y.

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# *Do You Realize the Profits Live Merchants are Making in Handling Phonographs?*

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

*"Let Us Tell You How You Can Profit"*




"The Perfect Tone for Every Home."

**OPEROLLO PHONOGRAPH COMPANY**
54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

# The New "Liberty" Postal Scale

## A **TRINER,** *OF COURSE*



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

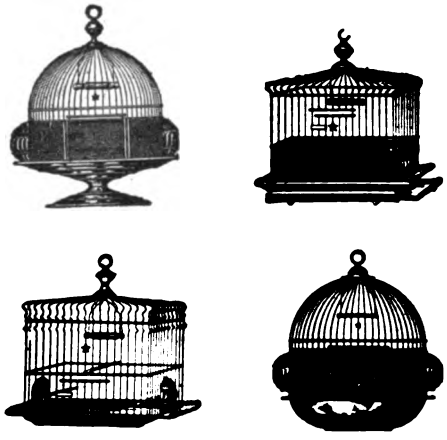
Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

**TRINER SCALE & MFG. CO.**
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.

# O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



*Manufacturers of JAPANNED, BRASS and TINNED WIRE*

## Bird Cages and Cage Sundries

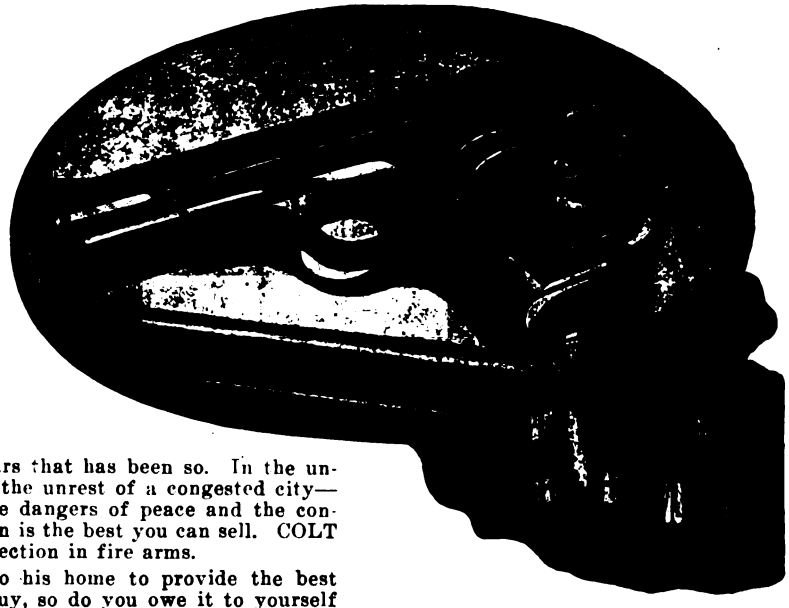
A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.


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# Protection

## *The best you can sell*



IN every field the name of some one product always stands forth, establishing a standard of quality by which all others are measured. In the fire-arms field that name is COLT.

For more than eighty years that has been so. In the uncertain hazards arising from the unrest of a congested city—in isolated country—amid the dangers of peace and the conflict of war—COLT protection is the best you can sell. COLT stands for the uttermost perfection in fire arms.

Just as a man owes it to his home to provide the best protection that money can buy, so do you owe it to yourself and the reputation of your house to give them the best you can sell—a COLT Automatic Pistol or COLT Revolver.

**COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.**
Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic Machine Guns
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Rifles

PHIL. B. BEKEART, Pacific Coast Representative, San Francisco

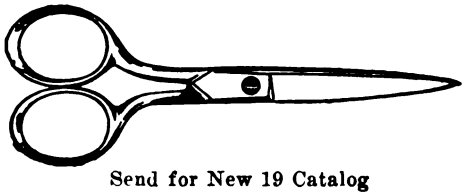
COLT'S FIRE ARMS

# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.

# HOPPE'S NITRO POWDER SOLVENT No. 9




For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

**FRANK A. HOPPE**
2314 No. 8th St. Philadelphia, Pa.


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# Elgin Oil Heaters



TAKE ADVANTAGE OF OUR

**SPECIAL TERMS**

PLACE YOUR ORDER NOW FOR DELIVERY LATE IN THE SUMMER WITH FALL DATING

**ASK YOUR JOBBER**

ALL STANDARD FINISHES

USE STANDARD WICKS

**Write for Catalogue and Prices**

**ELGIN STOVE & OVEN CO.**
**ELGIN, ILL.**

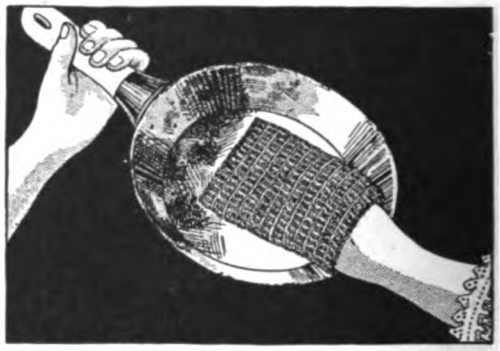
**BEH & CO., 106 Franklin Street, New York City**

**Warehouses: New York, Philadelphia, Boston, Syracuse**

# MAGNETIC CLOTH

**CLEANS LIKE MAGIC**

**and is the most ready seller of any domestic device known**



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

**Retails for 10 Cents**

**Send us your jobber's name if he can't supply you.**

**Manufactured by**
**JOHN W. GOTTSCHALK MFG. CO.**
**Lehigh Ave. and Mascher St. Philadelphia, Pa.**
McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco

# The Ontario Knife Company, Frankiinviiie, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER**
**SKINNING**
**STICKING**
**BONING**
**SHEATH**
**SLICING**
**CORN**
**SHOE**

# KNIVES

**KITCHEN**
**CANNING**
**FISH**
**VEGETABLE**
**PUTTY**
**BEET**
**CLAM**
**TABLE**

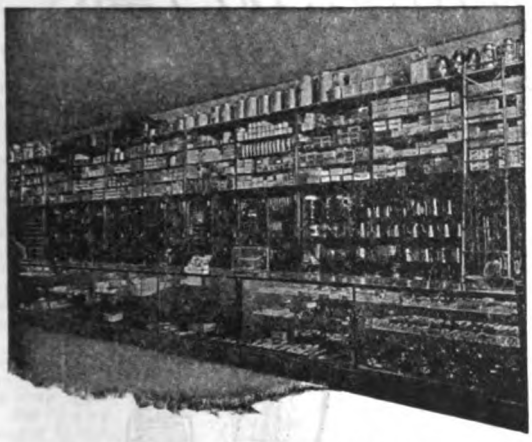
**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles**



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.


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## Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

**DULUTH SHOW CASE CO.**
DULUTH, MINNESOTA




## Will You Supply The Demand We Create?

Fourteen leading Sportsmen's and Outer's magazines are carrying big space ads telling the "clean gun" story of

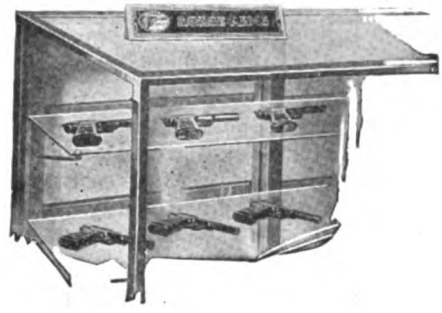
**PYRAMID SOLVENT**

the new Nitro Solvent that dissolves residue of smokeless powder and loosens metal fouling without danger of injuring the firearm. Pyramid Solvent is a "quality" product like 3-in-One Oil. The same energy and merchandising skill that made 3-in-One the best known of all oils, now puts Pyramid Solvent in the same easy selling class. Yours will be the profit—a good generous profit. Get it. Pyramid Solvent retails at 30c for a 3-ounce convenient flat can.

*Pyramid Your Profits*—Order from your Jobber today
If he can't supply you, we will
**Three-in-One Oil Co., 165 KZP, Bdway, New York City**

C213A

# SAVAGE



## The Savage Sign *for* The Savage Line

Here's the Savage Sign—built especially for your show-case or window display. A brilliant—distinctive—striking reminder to your customers that your store is stocked with the Savage line.

We've made this sign to match in quality the products it advertises—a Savage Sign in every sense of the word. And you can order yours now! Write to Dept. A.

***Savage Service***
***Is Behind All Savage Products***

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**
**Sharon, Pa.** **Chicopee Falls, Mass.**

**Executive and Export Offices**
**50 Church St., New York**

***Owners and Operators of the***
**Stevens Arms Co.**
**Chicopee Falls, Mass.**

**Savage Arms Corporation**
**Utica, N. Y.**

Gentlemen:

Please send free of charge by return mail one of the New Savage Signs.

Name .....

Address .....


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# Handle a Line That Moves Quickly

Quick turnover of stock means increased profits, lower investment and growing business.

Our policy of backing up our dealers with advertising and sales suggestions makes Duplex Fireless Stoves move rapidly. Millions of women, many of them in your territory, are seeking the Duplex dealer's store.

The Dealer's Help Department of the world's largest manufacturers of fireless stoves helps you bring prospective customers into your store by live window displays, moving picture slides, electros for your local advertising, booklets with your name and address—in fact, they back you up with every sales and advertising aid possible.

If you are not a Duplex Dealer now, it will pay you to write for our dealer's proposition today.

**DURHAM MFG. CO.**
MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 3718½ W. PICO STREET

DUPLEX
FIRELESS STOVE




# He's Ready To Buy An Auto-Wheel.

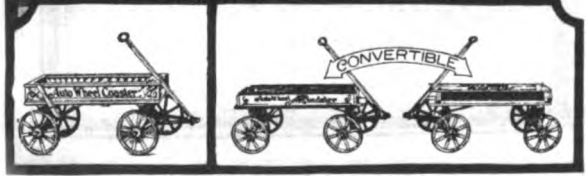


He's seen our full page two color advertisements in the leading boys' publications. He's investigated boys' wagons. He knows that **Auto-Wheel** wagons are the best made. That's why he insists on your furnishing him an

**Auto-Wheel Coaster**
or an
**Auto-Wheel Roadster**

You make a big profit on each sale — and that sale leads to others, through "**The Auto-Wheel Clubs,**" which we help the boys organize. To get this profit get a stock from your jobber and write for our cooperation.

**BUFFALO SLED CO.**
Dept. A, N. Tonawanda, N.Y.
Factories, N.Tonawanda, N.Y.
In Canada, Preston, Ont.
New York Office,
108 Chambers Street
Seattle Office
214 Maritime Bldg.




# AMERICAN SEAL PAINTS *and* CEMENTS

**"MAKE GOOD"**
**WITH YOU AND YOUR CUSTOMERS**
**STAND FOR**
**QUALITY and DURABILITY**

AMERICAN SEAL PAINT
MANUFACTURED BY
PLURIBUS UNUM
William Connors
TRADE MARK
TROY PAINT AND COLOR WORKS, TROY, N.Y.
ANY DESIRED SHADE OR COLOR

**WRITE US FOR DEALER'S PROPOSITION**
MANUFACTURED BY
**The Wm. Connors Paint Mfg. Co.**
1852 TROY, N. Y. 1920


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# What's In a Name

Enough—plenty — SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.




"Good Morning" (It's me they're talking about)

Evidence galore, Brunswick Balke (Pool Table Mfgrs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. HERE AND NOW.

"On and above the fact that GEM BRUSHES possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name G-E-M, connected with shaving things particularly, spells SUCCESS from every stand-point necessary and essential. GEM BRUSHES represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is BUYING POWER, they will ride forth with confidence of our trade to reach all points which is ULTIMATE CONSUMER via stations called DEALERS, through the transfer points called JOBBERS. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because GEM exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in GEM BRUSHES.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. GEM BRUSHES not only will sell on account of name, but, be backed up in use with real quality and service.

GEM BRUSHES will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that GEM BRUSHES are in a class alone, GEM BRUSHES are manufactured to sell no cheaper than good brushes can be produced.

GEM BRUSHES is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results GEM BRUSHES.

(Signed) THE GEM SAFETY RAZOR CORPORATION.

*Order From Your Jobber Now*

---

**DI-MEL-INE**

**PAINTS - STAINS - ENAMELS**

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.) ..... $54.00
Jobber's Assortment (12 Doz.) ..... 21.60
Open Stock, all colors, per gross ..... 21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

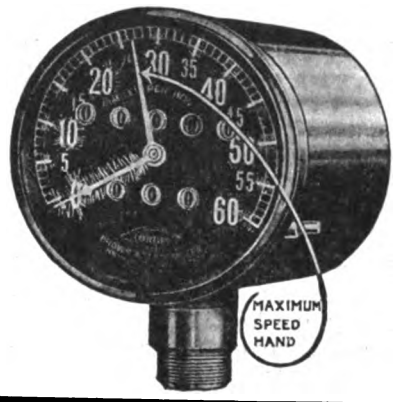
*Write for Color Card, Circular and Booklet*

**MAHLER PAINT MFG. CO.**

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

---




# *Selling Speedometers to Your Customers*

is just like selling any other necessary accessory—it ought to be the most reliable, trouble-free and enduring. Such is the reputation of the

# CORBIN-BROWN SPEEDOMETER *for* MOTOR TRUCKS

Nothing skimped, nothing left out that would make it **absolutely dependable every day, on every trip, at every speed.**

Brass and steel throughout—no frail, easily-broken white metal or alloy parts.

**Exclusive** and indispensable extra features that help you sell Corbin-Brown Speedometers for Automobiles (including Ford type), Motor Trucks, and Motorcycles, are the **Maximum Speed Hand,** which registers and holds the **highest** speed made until the driver can read the figures. **Luminous Hands and Dial,** making easy reading in any degree of darkness.

Accurate to the fraction always in recording mileage, speed, tire and fuel consumption.

**Send for Catalogs and selling particulars**

## CORBIN SCREW CORPORATION

American Hardware Corporation, Successor
NEW BRITAIN, CONN.

**Branches:** New York Chicago Philadelphia

Makers also of Corbin Duplex and Two-Speed Coaster Brakes and Corbin Automatic Screw Machine Products

---

*Ride a Bicycle*



Contributor to National Publicity Campaign

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# New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

## 60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. } { 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 50, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½. }

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| 2 | 00.58 44 | 12 | 03.50 65 | 22 | 06.42 86 | 32 | 09.35 06 | 42 | 12.27 27 | 52 | 15.19 48 | 62 | 18.11 69 | 72 | 21.03 89 | 82 | 23.96 10 | 92 | 26.88 31 |
| 3 | 00.87 66 | 13 | 03.79 87 | 23 | 06.72 08 | 33 | 09.64 28 | 43 | 12.56 49 | 53 | 15.48 70 | 63 | 18.40 91 | 73 | 21.33 11 | 83 | 24.25 32 | 93 | 27.17 53 |
| 4 | 01.16 88 | 14 | 04.09 09 | 24 | 07.01 30 | 34 | 09.93 51 | 44 | 12.85 71 | 54 | 15.77 92 | 64 | 18.70 13 | 74 | [illegible] | 84 | 24.54 54 | 94 | 27.46 75 |
| 5 | 01.46 10 | 15 | 04.38 31 | 25 | 07.30 52 | 35 | 10.22 73 | 45 | 13.14 93 | 55 | 16.07 14 | 65 | 18.99 35 | 75 | 21.91 [illegible] | 85 | 24.83 76 | 95 | 27.75 97 |
| 6 | 01.75 32 | 16 | 04.67 53 | 26 | 07.59 74 | 36 | 10.51 95 | 46 | 13.44 15 | 56 | 16.36 36 | 66 | 19.28 57 | 76 | 22.2[illegible] | [illegible] | [illegible]12 98 | 96 | 28.05 19 |
| 7 | 02.04 55 | 17 | 04.96 75 | 27 | 07.88 96 | 37 | 10.81 17 | 47 | 13.73 38 | 57 | 16.65 58 | 67 | 19.57 79 | 77 | 22.[illegible] | [illegible] | [illegible]21 | 97 | 28.34 41 |
| 8 | 02.33 77 | 18 | 05.25 97 | 28 | 08.18 18 | 38 | 11.10 39 | 48 | 14.02 60 | 58 | 16.94 80 | 68 | 19.87 01 | 78 | 22.[illegible] | [illegible] | [illegible] | 98 | 28.63 63 |
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## 60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 55⅓, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. } { 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. } { 37½, 20, [illegible] / 33⅓, 25, [illegible] / 33⅓, 25, 20, 10, 7½ & 5. }

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| 2 | 00.56 94 | 12 | 03.41 66 | 22 | 06.26 37 | 32 | 09.11 09 | 42 | 11.95 80 | 52 | 14.80 52 | 62 | 17.65 23 | 72 | 20.49 95 | 82 | 23.34 66 | [illegible] | [illegible] |

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

## OTHER USEFUL TABLES

**Net of One Dollar** showing all discounts arranged numerically, with different ways given for their application.

**Per Cent Profit.** Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

**U. S. Money Into Foreign Money and Reversed.** Pounds, marks, francs, kronen, etc.

**Numerical Arrangement of Figured Nets** brings the different nets together numerically and increases the value of the other tables.

**Twelfths of a Dozen or Gross.** These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

**600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, $10.00, Including a Full Year's Subscription to the HARDWARE WORLD.**

ADDRESS NEAREST OFFICE:

Phelan Building, San Francisco, Calif.
507 Pioneer Building, Seattle, Wash.

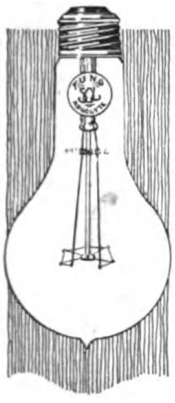
Hardware World

333 Taylor St., corner Tenth, Portland, Oregon.
204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

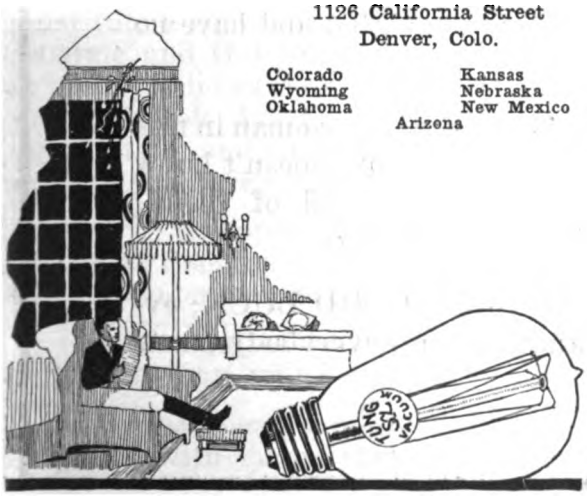
Distributors for Pacific States
or the following jobbers:

| | |
|---|---|
| Western Metal & Supply Co. San Diego, Calif. | Nathan-Dohrmann Co. All Their Branches |
| California Hardware Co. Los Angeles, Calif. | Thomson-Diggs Company Sacramento, Calif. |
| Union Hardware & Metal Co. Los Angeles, Calif. | Stark-Davis Company Portland, Ore. |
| Standard Woodenware Co. Los Angeles, Calif. | Whiton Hardware Co. Seattle, Wash. |
| San Joaquin Grocery Co. Fresno, Calif. | E. W. Murray Lighting Co. Spokane, Wash. |
| Mangrum & Otter San Francisco, Calif. | Reno Electrical Works Reno, Nev. |

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona




# CHATILLON CUTLERY




## FOSTER BROS. CUTLERY

### Is Made for Service

**Keen---Convenient---Durable**

For all trade purposes FOSTER BROTHERS' Cutlery is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose.



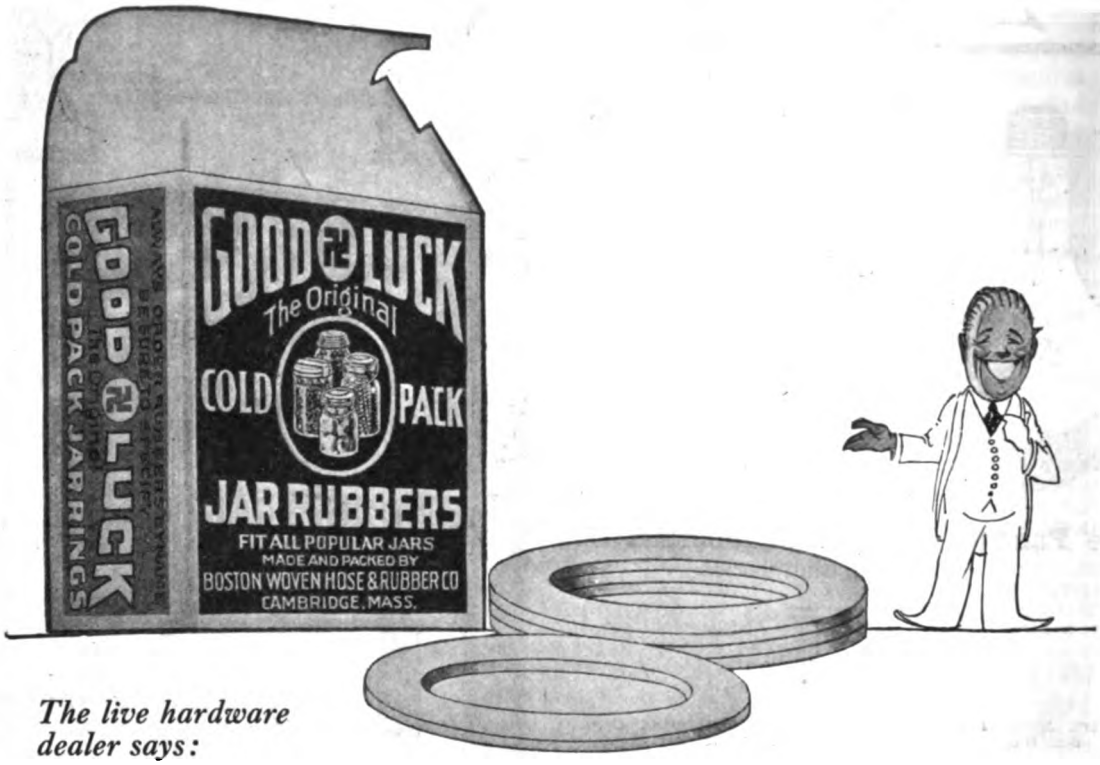
Foster Bros. Cutlery is universally noted for quality and serviceability. Half a century of experience has enabled us to produce the best cutlery to meet all needs.

By selling to your customers cutlery of distinguished service, you increase your profits and enhance your reputation as a high class dealer.

*Your jobber can fully describe Foster Bros. Complete Line of Cutlery*

JOHN CHATILLON & SONS
New York U.S.A.

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*The live hardware dealer says:*

# "That Box Looks as Big as a House to Me—

"I used to sell all kinds of jar rings and have all kinds of trouble.

"Now I sell only one kind and have no trouble at all.

"I don't believe there is a woman in this whole broad U. S. A. that doesn't know this cheerful red box full of GOOD LUCK Cold Pack jar rings.

"No trouble to sell GOOD LUCK; everybody knows them—everybody trusts them."

*GOOD LUCK Jar Rubbers are made by*

BOSTON WOVEN HOSE & RUBBER CO.

*Cambridge, Mass.*

**Makers of BULL DOG, MILO and GOOD LUCK Brands of Standardized Garden Hose.**

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Hardware World

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# A Business Man For President?

AT last it appears the American people are to have the opportunity of voting for a business man for president.

This is being written before the national Democratic convention is held at San Francisco, but if the Democratic party is mindful of the wishes of the people to nominate a clean and upright business man instead of a self-seeking "politician," the voters of the country will have the opportunity of choosing between the two.

On the surface, it does appear as if the Republican party at Chicago gave heed to the desires of the entire country, that they realized the nation was tired of having lawyers, politicians, theorists, professors or doctrinaires selected to run the greatest business on earth—the United States Government—recognizing the cry that the time has come to call a halt and change their methods of conducting the government. True, each party has radicals to deal with. If everything is not done to satisfy the loud-mouthed radical, he instantly condemns his opponent, imputing to him all the sins of the decalogue, and denouncing him as a "reactionary" because he doesn't subscribe to radical beliefs.

Whenever you hear it said that such a candidate is "reactionary," you can trace it back as emanating from some envious and disappointed politician who thus hopes to deceive well-meaning people through such insinuations.

It was demonstrated at Chicago that the radicals in the Republican party constitute a very small element, as was indicated by the nomination of Senator Harding and Governor Coolidge—men whose private life and character, as well as their public careers, will stand the closest scrutiny, who are of that staunch, plain, sensible American type, who believe in enforcing the law, upholding the constitution, and the extermination of treason and disloyalty, under whatever name or whatever guise it may appear.

It is to be hoped that the Democratic party will nominate men of the same caliber as Senator Harding and Governor Coolidge, and will not permit the radical element to gain the ascendency.

It is recognized by every thoughtful, true American that the next president, be who he may, will face a great and trying ordeal.

There has been a reign of defiance of law and order, disloyalty and treason. Be it said with shame, there are those in public office who have secretly encour-

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aged this criminal element, even to the extent of pleading for their pardon; or again turning loose convicted criminals after they have been ordered deported. Thus it will need the united support of Americans regardless of party to uphold the new American president.

This country is too big for any one man to attempt to dominate it. It needs the combined wisdom and judgment of a strong cabinet of the best minds that can be gathered together, men with a real understanding of conditions, whose aim and motive must be to protect and foster American principles and American institutions.

We need men in office who are content to serve the American people, to consider their welfare first and above everything else, and in so doing we can then be ready and able to help every righteous cause throughout the world.

Harding and Coolidge are business men. They know through practical experience the problems both of the American working man and the American employer.

They are not unmindful of their early struggles as working men, and they have no false ideas as to what is necessary for true success. Their sympathies and help will go out to those who need help and the spirit of fair play will be the governing factor in their relations with the American people.

Let us hope that by the time these lines are in the hands of our readers the Democratic party will also nominate men of the same stamp. If so, the country is to be congratulated. The voters will have the opportunity of choosing between the finest type of American citizenship. Surely the times require men of this stamp. We cannot afford to have any other kind.

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Of what avail is it for Congress to enact legislation to punish and deport convicted criminals and murderers as long as it is left to the Secretary of Labor and his assistants to pass final judgment and set aside the verdict and again turn them loose to continue their criminal careers?

The reports made to the Congressional Investigating Committee show that more than 1000, who have been arrested and found guilty, have been turned loose by the Department of Labor.

Americans must be more watchful than ever in condemning the soviet, socialistic propaganda that appears to have the active support of many of our officials, and they are not in minor or obscure positions, either.

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The Socialist party seeks to camouflage its activities and lull the country into a belief that they are opposed to violence and direct action, that they only seek to secure their aims by "social revolution," by peaceable methods—nevertheless they unanimously choose as their candidate a convicted criminal, whose open defiance of law and order and treasonable methods entitles him to serve ten years in prison.

But perhaps the Socialist party, knowing of their friends in court, have been assured of a pardon in time for their candidate to take an active part in the campaign.

Stranger things have happened in this country the last few years.

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## TAMPERING WITH NATURE

The weather man's notion of the day-light saving is matched by that of the pious old lady who "hopes the government won't begin to fuss with the time," as she wants her clock to run "just as the Lord intended it should."

This is on a par with some of the "orthodoxy" taught by certain preachers, who object to any scientific investigation or study of a future existence, for example, raising the objection that if the Lord had intended us to know it would have been "revealed" by him ages ago.

We ought to be thankful that in the world of business and invention there is not such great stupidity, else we should have never had the telephone, the steam engine, the wireless, electricity and many persent day conveniences.

But even these inventions have had to fight their way against preconceived notions and prejudice, and so every new thought or investigation in the mental realm must contend against the egotism of ignoramuses.

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# Failure of the Railroad Strike Has Not Changed Fundamental Conditions

WE believe that it was not intended that this strike should win nor that the next railroad strike shall win, although the next one will be probably far more serious than this one. We believe the definite plan of those who are forcing these strikes is by their failure to create a spirit of enmity, hoping thereby to develop such bitter hatred in the hearts of laboring men as to make them ready to join the forces which are seeking to overturn and destroy the Government. If two or three more strikes are called on railroads, as will probably be the case, and the men grow bitter as they are defeated, carrying out in this respect, although unknown to the men, the definite plan of the Bolshevistic leaders, there will be developed a widespread class hatred against which the country needs to be warned.

### Strikes Called for Purpose of Developing Spirit of Anarchy

We must prepare now to meet all of the difficulties which we shall certainly face when new strikes are called and railroad transportation is again halted. These strikes will mean higher cost of foodstuffs, higher cost of material of all kinds, hundreds of thousands of people thrown out of employment and a halting of all the business activities of the nation.

It is easily conceivable that two or three strikes of this kind, each practically called off through the instigation of leaders, will result in widespread unrest and almost anarchy.

This is the situation which the nation must face, and we must be prepared to meet every strike and to enact such legislation as will make strikes in public service corporations almost an impossibility. There should be no more right on the part of public service employes to strike and bring chaos to the entire public than there should be the right on the part of soldiers to strike. The man who enters a public service corporation does so of his own volition. He becomes a public servant almost as much as a soldier or policeman. A strike on the part of any of these classes should be prevented by law, and law rigidly enforced. Men who enter public service employment do so voluntarily, and they enter it with a distinct responsibility toward the public. When they fail in that responsibility by seeking to block transportation and to starve people, they commit a crime as great as that of a soldier who deserts the army which he has sworn to help maintain.

Preparedness to meet the emergencies of individual and national life can alone save from destruction or at least from great losses which might have been prevented by preparedness. The nation must be prepared to meet every issue which is raised when public service employes undertake to strike. No one would deny the right of any one man individually to withdraw from employment, but when he joins with other men in forming a conspiracy to bring about a general strike of all and then seeks to prevent independent men from working, he becomes a criminal and should be punished as such.

This is the issue which this country must meet, and meet very promptly and very firmly, without regard at all to the ranting demagogic politicians who are constantly seeking to mislead the country and win applause of the mob spirit, hoping thereby to maintain their political power.—Manufacturers' Record.

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## USING THE TELEPHONE TO MAKE SALES



"I wonder," said a progressive Western "HARDWARE WORLD" merchant, "why business men do not make more use of the telephone as a business getter?

"We have a branch exchange in our store, because we have found that to tell a customer 'Line is busy,' is like closing the door in his face, and chances he will call up another concern next time an order is required instead of waiting till our line is free. We also know when a customer calls once or twice and is told 'Line busy' he will not call in the future.

"We have compiled a telephone list of all our customers. When a customer gives name and address to have an order sent home, we also ask for the phone number. This is for the purpose of calling the customer if the shipment goes wrong; also to secure a list of our patrons who have telephones. This list after compilation is used to announce sales and for other purposes.

**A Telephone Sale**

"The other day we held a sale of goods which were too small in quantity to advertise, so we placed one of our helpers at the telephone, and in jig time, the lot was disposed of, to say nothing of the good will created by the conversation, which was something like this:

"'Good morning, Mrs. Smith. This is Blank's store calling, Miss Jones on the telephone. Mrs. Smith, I thought you would be interested in a sale we are about to hold.' And then she described what we had. Most everyone bought, and almost everyone thanked Miss Jones for the interest she displayed in calling.

"At certain times of the year we display a telephone in the window consisting of a small switchboard (borrowed from our local telephone company) before which we place a seated figure with ear piece and order pad, over which we place a sign reading:

"'If you can't call, 'phone.'

"'This store is never closed to the telephone.'

"As an inducement to our sales force, we offer a small monthly prize to the clerk who makes the greatest number of sales over the phone. This means when a clerk has nothing pressing on hand, instead of lolling about and killing time, they phone to a few persons and sell goods in our line."

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A weather-beaten sign and store front may indicate age, but don't think they indicate permanence, because, unless you spruce up, you will not stay long.

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Speaking of signs, see that you don't place yours where it cannot be seen without effort. A sign should be where it cannot be missed without effort.

## HOW TO PHOTOGRAPH YOUR WINDOW DISPLAYS SUCCESSFULLY

It is but natural that merchants and window trimmers should be interested in the proper reproduction of their window displays.

The photograph is an unperishable evidence of the trimmer's skill and efforts, a record of progress in the work. You can see from time to time how you have advanced and profit by the comparison.

It is better to photograph your displays at night.

First, see that the electric lights while flooding your windows are themselves hidden from the street.

Have the illumination as even as possible, so as to avoid any deep shadows. Place a white cardboard or reflector back of the light to throw more light into any deep shadows which may appear.

Place the camera on the tripod squarely before the window. Be sure that the plate is exactly vertical. Use a non-halation plate. Roll film and film pack are the best if non-halation plates are not obtainable.

Focus your camera with wide diaphragm. Always focus to a central point, such as a window card, so that you can read it plainly. If you have a good lens fifteen to twenty minutes will be enough. The size of the diaphragm is to be considered. If cut down after focusing wide open the smaller diaphragm the more time required, but this gives an additional sharpness and detail to your picture.

People may walk between the window and the camera without injuring your picture, provided they do not stop short. As stated fifteen or twenty minutes will be about the right exposure for the average window.

Brightly illuminated windows require less time and the darker windows more.

Remember that photographical "reds" and "yellows" always photograph much darker than "greens" and "blues."

Avoid all reflections which may appear in your window caused by illuminated windows or electric signs across the street. Make an endeavor to photograph your windows when these lights are out. If this cannot be avoided, photograph your windows on a clear day before sunrise,

Develop your plate or film in a slow working contrasty developer. The metol-hydroquinone is usually the best. When printing use a contrast. A printing-out paper is preferred to the gas light variety.

You can buy any of the developing materials in practically any drug store or camera shop with full directions of how to use same.

If your photograph is for reproduction, use a black and white gloss finish paper. The larger the photograph the better can be the retouching and the better it will reproduce.

## YOUR EXPECTATIONS A FACTOR IN SUCCESS

**"To expect, to expect, is worth four hundred drachms."**

An epigram is a pointed saying—one which has a sting in its tail or a special bit of wisdom like a diamond glittering in the top of its head.

The peculiar Hebrew proverb, "To expect, to expect, is worth four hundred drachms," may be interpreted to recommend to us the great advantage of careful deliberation in all our actions, for four hundred drachms represented a considerable amount of money or value, and more people have made mistakes by acting too quickly than by getting posted and taking time enough to be thoroughly advised as to the widsom of their course.

But there is still another meaning hidden within the folds of this quaint saying. It brings us down to a modern psychological truth, that if we would be prosperous, we must think prosperity, act prosperity, and associate with those who expect larger and better things.

We are acquainted with the people who are always going to the poor house; who are mourning for fear there will be no rain, and the crops will fail; who confidently expect an epidemic which will carry off the most valued citizens of the community, and who live in the cheerful atmosphere of calamity of some kind. Usually they are not disappointed, for we are mighty apt in this world to get what we are looking for.

If we think that people will snub and slight us, we will be on the watch and our actions will breed unfriendliness and suspicion, and we will actually suffer slights and snubs. If, on the other hand, we expect to get along nicely, to be appreciated by our friends, to be prosperous in business, to own a nice home, a big car, to be able to take trips and to have the things which spell happiness to us—we should travel forward with that expectation in mind, be cheerful about it, and arrange our own plans and schedule of life accordingly.

You can never put out a fire by wringing your hands and assuring everyone that it isn't worth while trying to get water at the well for probably it is dry. Do your best and do it now.

There are a great many people who deliberately close the flood gates against the incoming tide of blessings. If we send out kindliness, cheer, optimism, hope, sunshine and the expectation of all good things to the universe, exactly the same things will flow back to us which we have given out. Like attracts like.

What are you expecting? Are you limiting your expectations, or are you standing under the stars these lovely nights, breathing in deeply and saying, "I expect great things. I shall make of myself a fine, strong character! I shall merit great things! Therefore I will get great things."

Ah, yes, "To expect, to expect, is worth four hundred drachms."

## "GNAW THE BONE WHICH IS FALLEN TO THY LOT"

A man who marries a shrew for a wife, never solves the problem by becoming tart and sour himself, or by leaving her. He only proves his own superiority when he handles the situation so well that she becomes less shrewish and the two of them are able to make a happy home and to mould out of circumstances, a better fate than had at first appeared possible.

It is equally true that the business man who finds himself in a small locality when he longs for a large one; on a side street when he covets a place on the main street; who holds fifth or sixth place in his community field when he feels capable of leadership, did circumstances permit—will never help the situation by fault-finding, by neglect of business, or by becoming sour and discouraged.

"Gnaw the bone which is fallen to thy lot." That is, make the best of every minute, every advantage, and every bit of business which comes your way, and be cheerful while doing it. Just take it for granted that your present situation is but a stepping stone to the one you desire. You may have to take several steps, but sooner or later you will get there if you do not make a misstep.

Missteps are many and various. Sometimes they are caused by an attempt at too great haste, at short cuts over the honesty or fair play route, unwise buying and foolish credit system, not keeping close account of book records, or business carelessness. You can't gnaw a bone unless you stick to your task and get the meat all off of it first, and you will find that even the bone has a good deal of gelatinous, nourishing substances in it.

Are you getting every particle of advantage out of your present situation? Have you a handicap? If you have a handicap, let it be a challenge to prove to you that you can really overcome big obstacles.

Be like the little boy who looks at the gate which towers above him, laughs and says, "I'll climb over you, old gate—see if I don't." He will make the kind of a man who will get ahead in the world; but one who sits down in the path and wails for someone to open the gate must be trained wisely or he will always be stopped by obstacles all the way along life's journey.

"Gnaw the bone which is fallen to thy lot," and the first thing you know you will find that in place of a bone as bare as the one Mother Hubbard was going to give her famous dog, you will have an honest portion of substantial worth, for it cannot be otherwise once you bend your best effort to make the most—the patient and cheerful most—of what you have and are, always expecting that life holds something better just ahead.

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# Supplying Summer Needs of Your Townspeople

## Advantages of Co-Operation Among Merchants

MERCHANTS in all lines realize that co-operation is better than competition, and that what benefits one, benefits all.

One of the best mercantile campaigns inaugurated this year was that planned by all the leading retail industries of El Centro, the flourishing metropolis of the great Imperial Valley, California.

Realizing that vacation time was approaching and that the community's needs are multitudinous at this time, the merchants banded themselves into a publicity corporation, and took an entire page in the local paper to tell of what they could do in supplying the wants of the people; and establishing a mutual feeling of good will between the buyer and seller. This is the way they talked to the public:

TO THE PEOPLE OF IMPERIAL VALLEY

The Merchants of El Centro Send Greetings:

The season is at hand when it is common for all to begin to prepare for vacation, and with the coming of this period we wish to call your attention to the fact that for months we have been preparing to meet your special needs.

Local conditions are in many ways peculiar, and only those who know these conditions are prepared to meet them. Knowing what you will want in advance, we have laid in stocks of merchandise which are the admiration of all strangers who visit our city, and who marvel at its metropolitan aspect.

And yet we urge economy to the public—and it is for this very reason that we invite your attention to our window displays and stocks of merchandise—where, if you are "from Missouri," you will be "shown" the excellent values of our new and fresh stocks.

This advertisement, which was surrounded by plenty of white space, was signed by all the thirty firms participating in the campaign. Many of these of course used individual ads in addition to the general one.

But this newspaper publicity was only one part of their campaign to get into close personal touch with the farmers and ranchers, as well as the townsmen. Leaflets were printed, which were distributed in all vehicles coming to town, and these backed up the ad first run in the papers:

Fellow Citizens:

Suppose you come as a transient buyer into a strange store in a strange town. It naturally follows that the clerk who waits upon you will endeavor to get from you all he can while the getting is good.

But you have been our customers for years and will continue to be for years to come. We will be here when you return from your vacation. We want you to come back refreshed and ready for another strenuous period. This is a period for economy and we want to help you to economize. Come in and tell us your wants in the vacation line.

This was also signed by the thirty merchants, and then they went a step further and planted wooden signs along the road and driveways entering the city:

RANCHERS AND FARMERS:

Can you expect co-operation from strangers? We, the merchants of El Centro, have cast our lots with you, to be a community in which we shall be happy and prosperous. If we are to attain this condition, there must be close co-operation between all of us, and we promise you that we will do our full part for the common good.

Come to us and talk over your needs for the summer, whether you intend to stay at home or go away. Let us co-operate now, and when you again return from the mountains or the seacoast let us meet as friends and fellow workers in the building of a community where we all reside as neighbors.

The appeal to the community spirit is especially effective in a young and growing locality, but many an older town that is "going to seed" could be revivified by an energetic appeal to local pride.

The hardware and sporting goods dealers, realizing that vacation trips were very valuable to them, were among the foremost in boosting the campaign of "Buy in El Centro." Among those who engaged in it were the Imperial Valley Hardware Co., Delta Implement Co., Edgar Bros. Co., Valley Tent and Awning Co., and Keeline Tent Mfg. Co.

Several of these firms, not content with the general publicity, took separate space in which to boost their lines. One of the catchiest of these outing supplies ads was that of the Imperial Valley Hardware Co.:

LET US HELP YOU PREPARE FOR YOUR CAMPING TRIP

You will find everything you need here in the way of camping equipment, whether you are going for a day's outing or a prolonged hunting or fishing trip.

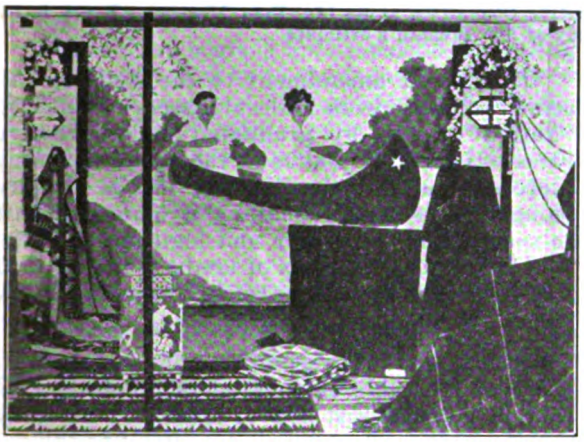
Guns, Ammunition, Fishing Tackle, Portable Camp Stoves, Auto Kits, Cooking Utensils, Tents, Flash Lights, Auto Supplies.

They backed up their printed ads with a catchy display window, showing a scene in a desert—the floor covered with sand and cacti, and sagebrush in the background. A fire of sticks, with a red bulb in the center, occupied the foreground, and near it was an open lunch kit, while across a rock lay a gun and cartridge belt.

The Valley Tent & Awning Co. showed at either end of their window canvas tents, and between them a camp table and two stools, on

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which was a deck of cards and a thermos bottle. On the floor in front was a rolled tent, upon which was perched a saucy squirrel.



**An Outing Display appeals to every member of the family, from the youngest to the oldest. Every merchant carries in stock goods that he can use, and undoubtedly improvements could be made in the above display by adding camping outfits and similar articles carried in the stock of every hardware merchant.**

All merchants realize that in a campaign such as this much depends upon individual as well as concerted effort, and that nothing pulls trade so effectively as a good window display.

For any one of group of merchants undertaking such an outing goods campaign, a window such as was recently staged by Powers, of Portland, Ore., is suggested. The background was a large lithograph, showing two young people canoeing on a beautiful lake, and at either side were tall panels of green and black hung with garlands of tiny pink roses. Oriental lanterns added to the beauty of the scene. On the floor was spread an Indian rug, and draped over racks were heavy auto blankets, with the suggestion:

"No matter how warm the day, you will find these blankets very comfortable at night when you are camping."

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We may not all succeed in sailing into port with our masts intact and banners floating as when we set forth with the high hopes of youth, but what will really count, will be—have we carried our cargo of ideals and purposes safely, or have we dropped many of them by the way?

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Yes, be it said to our shame, there are those in official position, who boast that "we" are willing to sacrifice human life and property if by so doing personal pride and lust for power may be enhanced. It sounds well to talk of the glorious sacrifice "we" have made and are willing to make—but notice, if you will, it is always the life and property of some one else that our professional politicians and leaders are willing to sacrifice.

## HAVE YOU OVERLOOKED THESE SUGGESTIONS?

Put on a bargain sale of kitchen ware. Suggest to the housekeeper that she discard every old, leaky basin and that she take the burned and unsightly articles for camping and cottage use, replacing these at the Housewives' Sale, which you are putting on especially for her benefit. Push fly screens. Most of the doctors have gone up in their prices and so it behooves every family to keep out the typhoid fly and all other disease-bearing insects. For those who already have screens, sell screen enamel so that the property now on hand may be protected and made attractive.

During the summer, the piazzas, porches, and steps must be frequently mopped and scrubbed. Suggest that the regular equipment be taken for this purpose and a new outfit purchased for indoor use.

If you could sell every woman in your locality a mop, you could get rid of about a carload —that would be worth while.

Quick heat stoves are the order of the day, and a housewife only buys this sort of an equipment once in five or six years. Point out that she is entitled to get a good article and one which will give satisfaction.

Grass grows very rapidly in the summer time, so a self-sharpening lawnmower will appeal. Many a man in some profession or apparently remote line of business has a hobby for fine tools.

I know a druggist who has several hundred dollars' worth, and a man milliner who has a fully equipped carpenter shop and bench.

Keep a list of these men and you will have a lot of valuable prospects.

Many an unsuspecting fire starts in waste papers. Carbon paper, which is of an oily nature, is especially dangerous and there is an abundance of this in the waste of stores and offices.

Sell these places large-sized galvanized iron, tightly covered ash cans for a temporary paper receptacle and a paper baler to take care of the surplus as fast as it accumulates. The money received for the baled paper will soon pay for the outfit.

When you go riding in your auomobile, make a list of the people who need mail boxes and see them or send them some literature on this and other matters in which they may be interested.

There is nothing like striking while the iron is hot, and selling people goods while they actually need them. They are more ready to buy if you make the appeal strong that they will benefit by the use of their purchases. They do not buy to please you, but instead of that, to add to their own conveniences or income. Stress this point.

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# The Outlook For Business

(By Robert H. Treman, President The National Hardware Association)

**This statement was prepared at the request of the Executive Committee at its Mid-Year Meeting. Every hardware man will profit by a study of Mr. Treman's estimate**

THE world today is facing the most difficult financial and economic situation in history. There is constant revolt against high prices, and yet prices continue to rise at the rate of 26 per cent increase in commodity prices from April 1, 1919, to April 1, 1920. This is due fundamentally to there being too much credit and money and too few goods.

It is evident that this country cannot go on boosting wages and prices, curtailing production, attempting to enrich ourselves by non-productive speculation, without fostering further discontent and radicalism, as well as bringing on a crisis sooner or later.

The scarcity of goods in many lines and the difficulty of securing same have led to the continued bidding up of prices and to profiteering, which has been freely indulged in; the insistent demand for articles which in the last analysis are not necessary for immediate needs, and to produce these absorbs too large a proportion of labor and also, generally speaking, relatively higher wages are paid in these lines; the breaking down, at least in part, of our railroad transportation facilities, retarding the free movement of commodities, with the consequent liquidation of credit therefrom, all contribute to make more serious our present situation.

Since the beginning of the year there has been an increase in monetary stringency, and the present demand for credit is greater than at any time in a half-century, except during the prevalence of financial crises.

In addition to the great domestic demand there is much capital of American firms tied up in credits connected with the export trade.

### Increased Demand for Credit

The increase in bank loans from April 1, 1919, to April 1, 1920, has been approximately 25 per cent, the greatest increase ever known in our history for a like period.

In the nineteen months of war the expansion of national bank loans was 16 per cent, or about 10½ per cent per year.

Money rates have been advanced all over the world, the rates in England being now as high as they have ever reached in one hundred years.

The loan expansion of the Federal Reserve Banks during the past year has been on the part of the New York Reserve Bank about 15 per cent, and on the part of the other eleven Federal Reserve Banks about 40 per cent, resulting in the decrease of Federal Bank reserves to about 43 per cent from 52 per cent last year.

Individual banks report demands for loans constantly increasing to finance business on the present high prices, and as the supply of credit diminishes the rates increase.

The recent amendment to the Federal Reserve Act empowers Federal Reserve Banks to "ration" credit by graduated or progressive rates to individual banks as their loan demands increase, and in some districts this is already being exercised, thus making it more difficult to secure even necessary and legitimate credit.

Increasing high rates of credit is the natural and automatic movement to correct money evils.

### Time for Sound Operating

There must be a recognition of the fact that, however desirable on general principles a still further increase just now of trade and industry may be, this must accommodate itself to the actual facilities for capital and credit, or else be prepared to meet a more serious situation later.

The situation clearly demands the effort on the part of the bankers, manufacturers and distributors to co-operate in every way to keep conditions sound.

Consideration should now be given to the fact that we are now entering upon a period of credit requirements for planting and harvesting of crops, which demand will constantly increase until the fall months.

Every effort should be made to assist in stimulating necessary production, especially of food products, as the government report issued this week shows the condition of the wheat crop to be about 34 per cent less than last year's crop, or, in other words, some 300,000,000 bushels less than that crop.

Bad weather has delayed planting in many sections, and there is an increasing shortage of farm labor; should the country experience a bad crop year it would only accentuate the present uncertain situation.

The adverse conditions which now seem to be developing emphasize the necessity for conservatism in the handling of business and in the demands for credit.

### Contribute to Economic Relief

Large stocks at the present level of prices are undoubtedly an element of danger. Commitments as to the long future may prove unwise. Conditions as they develop should be carefully watched and studied. There should be cooperation on the part of individuals and corporations in an effort to hold the situation in check.

The time is ripe for everyone to make personal sacrifices for the general economic good. The disinclination to do this so far is one of the disturbing signs, but it behooves every patriotic business man to realize the seriousness of the situation and to cooperate to the fullest extent in an effort to consume less, especially of luxuries, to encourage a greater production of food

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products, to avoid speculation of all kinds, which ties up credit now needed for the development of our export trade as well as the domestic needs.

While there is much apprehension prevailing at the present time as to the future, it is evident that the necessary deflation of prices and the lessening of the credit tension can be much facilitated by a full realization of existing conditions, coupled with sane and proper efforts to control the situation so that confidence shall be maintained.

## AMERICAN CUTLERY MADE IN GERMANY

Attention has been directed by various trade organizations throughout the world to the fact that German manufacturers are making pocket knives and cutlery and stamping them as made in other countries. They know buyers would not handle German made cutlery and hence they resort to stamping their goods as made in neutral countries.

The National Union of Manufacturers of England have sent out the following notice:

"'Englich Cutlery,' 'Made in Sheffield.'

"These descriptions on two pocket knives of German manufacturers are the latest examples of how far the Germans are prepared to go in order to deceive the world's markets.

"One of the knives was purchased at Courtrai, in Belgium, and the other in Holland. It will be noticed that the German manufacturers spell the word English with a 'c.'

"'This is a case of sheer, deliberate deception on the part of the Germans,' said Mr. Cheeseman, secretary of the National Union of Manufacturers, 'and the public ought to be on their guard against that sort of thing.

"'The Merchandise Marks act of 1887 is now in abeyance. Germany or any other country can send goods into Britain without clearly showing the country of manufacture.

"'The government has appointed a committee which is at present considering the question of merchandising marks. When my association applied for representation on that body we were informed, "No room, full up, but you may give evidence."

"'We will give evidence. We are going to urge that every article of foreign manufacture must be stamped 'foreign manufacture,' or 'foreign produce' or 'foreign make.'"

## A RHYME IN SEASON

Why does the pesky little moth
Improve his busy season?
Because your garments are exposed,
That really is the reason.
Of course there are many, many ways,
When used, prevent the worm
From snuggling in his victims' clothes,
And then again you'll learn
It's best to beat your goods each year,
For moths will sure return.

—Reegtherhymer.

## FOUND ON THE WALL OF A RAILWAY STATION

The following article was found neatly pasted on the wall of a waiting room in a railway station in this state. Read it carefully. It concerns you and every merchant doing business in your city. Make it a point to see that such propaganda is not being spread in your town. If you are indifferent to such attacks instituted against your methods of doing business, you might as well be out of business, for such exposure of what the M. O. house claim to be your business methods, will slowly undermine your business prestige. With your customer's confidence in you gone, you cannot prosper. Read carefully:

"In standard goods, if your local dealers are raising prices in unison, get one or more of the big mail order firms catalogs and do some comparing. Your local merchant, if he knows his business will come reasonably near meeting those prices, if they are tactfully called to his attention. These catalogs form an interesting reference library anyway, they give a little better fair price list than most of the local committees usually controlled by merchants, whose profits lie in fair prices. Above all and once again don't buy unless and until you really need to.

"The government cannot control high prices. Local committees even when well mentioned are powerless. The great financial interests now thoroughly alarmed would like to put a check on present tendencies, but do not know how. The remedy lies with the common every day American like you and me. Ask yourself, if you are on the sucker list? If you are, get off and stay off."

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If you want to boost your trade, just study the following plans and you will find them food for thought:

"The Own Your Own Home Campaign" is being vigorously pursued all over the country. Get busy on the hardware job. Builders' hardware, house furnishings, electrical appliances and carpenter tools are all going to be in demand. The man who goes after the trade will get it.

Go after the trade by establishing friendly relations with contractors and carpenters and builders and by advertising your ability to serve individual home owners.

Now that skilled labor is so high, many people are doing odd jobs at home themselves. Women are learning to pack faucets. Men are hanging their own doors, or replacing a broken hinge, and many a nail will be driven by amateurs this year. Aim to furnish these people with the tools and supplies they need and be interested in explaining how to use them.

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Being out of debt is the best thing out.

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# Records That Show the Dealer Every Figure of His Business With Little Effort

**Importance of Knowing Each Month What You Are Doing, Applicable to Small Stores As Well As Large Ones**

(By Walter Engard)

THE needs of accurate store records has never been so important as it is today, yet there is a tendency on the part of many retail dealers to conduct their business without any adequate system of store records. Thousands of stores throughout this country have to wait until the completion of that laborious and much dreaded counting, sorting and figuring period called the "Inventory" to find out exactly the real condition of the business.

And the average hardware dealer, after he has footed up the inventory, feels that after all has been said and done, the information acquired by this means is too indefinite. He finds that the net profit usually falls far short of what he expected and what he has a right to expect in view of the business done during the year. The inventory does not show the dealer where the leak is nor what he may do to better the situation.

The only remedy is a complete and accurate system of store records—records that will enable the merchant to determine whether or not his business is returning a fair profit without the necessity of waiting until the annual inventory is completed. If not, they should enable him to locate the leak. Such a system of records will afford the merchant an accurate means for promptly correcting errors or extravagances in policies and methods, for checking the accumulation of otherwise inevitable losses, and to quickly develop plans which will result profitably.

### Satisfaction of Knowing

This system of records should be simple, and the detail work necessary to keep them should be reduced as much as possible. But there is such a thing as making them too simple, so simple in fact that what the merchant saves in time he loses in knowledge of his business.

His records should be more than a mere jumble of figures. Occasionally a dealer will have his figures in such shape that although theoretically he has every important figure in front of him, yet when he is called upon to segregate his figures so that it will be possible for him to make out a financial report, he is unable to do so. The merchant should have his figures in such form that he can analyze his business transactions during a certain period when that becomes necessary and enable him to furnish his banker or his creditors if necessary with a true report of his financial condition on short notice. But the satisfaction for him to know is more important.

The system of store records here described is one that will give the merchant a thorough knowledge of every important detail of his business in the least amount of space and with the least effort.

There are but two separate forms, yet it is complete in every detail and if kept up will give the dealer a true insight into the progress of his business and its true financial condition at any time.

With these forms for keeping an accurate record, he will have before him the facts of his business in such a way he will know what to do in his merchandising, what stock to push, what stock to buy, where expenses are heavy and should be reduced, or where he can afford to spend more and in doing a bigger business and make more profit.

The whole thought in devising this system of store records is to make a guide to better retailing instead of a mere matter of record keeping.

All details are cared for in such a way that the merchant will know every morning exactly how he stands, and no merchant can direct his business properly without having such facts constantly available.

### Accurate Records Are Not Based Upon Guesswork

Good management is not a matter of guesswork and you don't use good judgment when you guess. Therefore guesswork should have no part in the installation of this system. To give you proper basis for the control of the business the system must be installed properly.

### Inventory First Necessary

To start this system of records, for that matter any accurate system of records, the very first thing to do is to take an inventory of all stock on hand. This is the only way in which you can be sure that future information is going to be accurate. The taking of the inventory cannot be too exact and the dealer should impress upon those who take the inventory the importance of counting and entering every article correctly.

If you do not have your stock divided into various departments, I would advise the first thing you do will be to departmentize your stock. This will facilitate the taking of the inventory and will enable you to have a better

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# RECORD OF BUSINESS

DEPARTMENT

Month of 19

| Date | Amount of Sales | Cost of Sales | Amount of Purchase | Gross Profit | Operating Expence | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Rent | Salary | Delivery | Adv. | Display | Wrapping | Drayage Freight Express | Taxes Insurance Interest | Heat & Light | Depreciation | Miscellaneous | Total |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
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| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| Expense Ratio to Sales | | | | | % | % | % | % | | | | | | | | |

**Perpetual Valued Inventory**

Stock on hand First of Month---$

Goods Purchased-------$

Total------$

Cost of Goods Sold-----$

Balance of Stock on hand---$

**Profit**

Gross Profit for the Month

Expense for the Month---$

Amount of Net Profit---$

Percentage of Net Profit--$

_____ %

**Remarks**

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control of the business. While this is not absolutely necessary, the dealer will find the information secured through these records will be much more complete and of infinitely greater value.

If the merchant is to establish his business upon a sound business basis, he must have a record of each department in order to know just what each department of the business is doing. Only through keeping separate records is he able to determine whether each department is making money and how much; whether the cost of operating each department is more than the actual returns—all of these things bear a very important relation to the profit of the whole, and the dealer should have records of each department to establish each department upon a profitable basis and make the business return him all the profit it should.

**Numbering Each Item Makes Future Work Easy**

The inventory of each department should be kept separate.

With the use of this system it is necessary to "stock number" every article; this should be done while taking inventory if you do not already use a stock number system. Every item should be numbered and this number should be preceded by the department letter.

Suppose you have your stock departmentized into seven departments and you have a letter representing each department, as: A, B, C, D, E, F, G. Then in department "A" all items will be numbered as "A-243," "A-244," etc., and in department "B" they will be numbered "B-856," "B-871," etc.

The stock number should appear upon every article wherever possible. This may be done by using small tags, stickers, price-tickets, etc. In the case of nails, screws, bolts, etc., it will be impossible to have the stock number appearing on the article, but in this case the stock number should be on the bin, drawer or case in which the article is kept.

When taking inventory, the name of the article, quantity, stock number, cost, selling price and manufacturer's number should all be entered upon the inventory sheet.

Form No. 1 is the "Stock Record Form." This form should be provided in a loose-leaf book which will be known as the "Stock Book." This book should be provided with index sheets in order to keep the stock records of each department separate and to facilitate the finding of certain stock in the various departments.

One of these forms, No. 1, should be used for each article, entering the name of the article and under the headings the information called for, such as stock number, manufacturer's number, size, list price, cost, description, selling price each and dozen, also special price to contractors.

Then you should total the inventory sheets for each department and find the total amount of stock on hand in each department, and then turning to form No. 2, the "Record of Business" form, you will note this form provides for the records of one department only and a separate form should be filled out for each department.

Upon this form will enter the name of the department for which the records are kept, also of the month. This form provides for one month's records and a new form will be used each month.

Down in the lower left hand corner, space has been provided on this form for keeping a perpetual valued inventory of the stock in each department. Using the line "Stock on hand first of month," enter the amount of stock on hand as shown by the inventory sheets for that department. The system is now ready for work.

In this system of records, in fact, any system, it is necessary that the dealer should adopt the use of sales slips for making a record of every transaction. This is very important. When the salesman makes a sale he will make out a sales slip, entering the name of the article, the quantity, stock number and price received; also enter on his sales slip the name of the customer if the sale is charged.

**Cashier to Keep Sales Sheet**

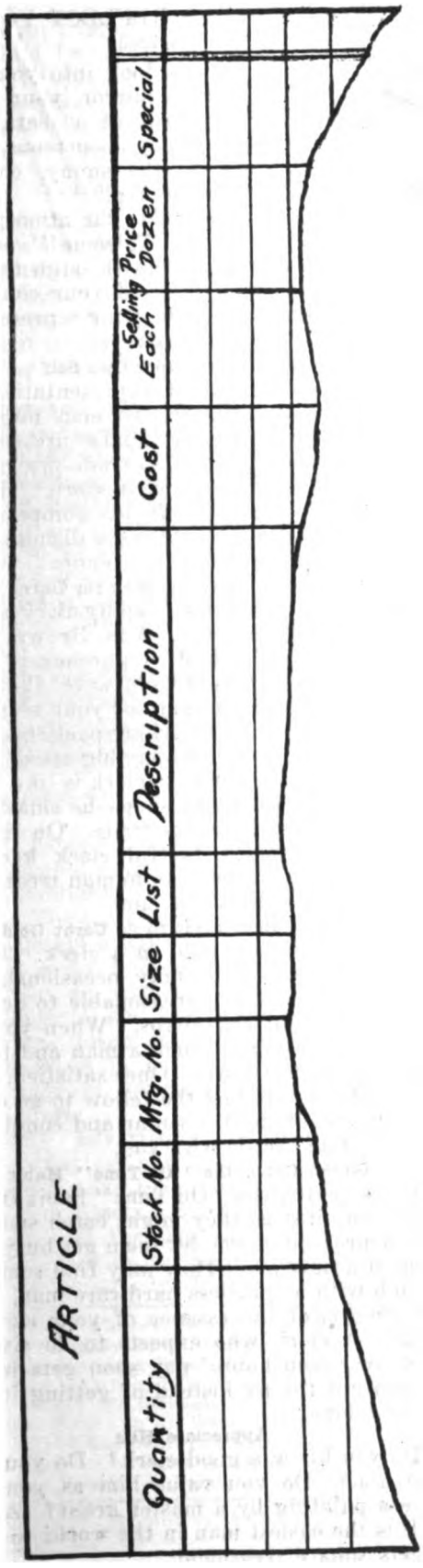
These sales slips should go immediately to the cashier following the sale. The cashier should have a sheet for entering sales as they are received. This sheet should be so ruled as to accommodate the keeping of each department's sales separate. When the sales slip is received by the cashier, she will credit each department with the sale of any article sold from that department.

Thus, if a sales slip comes to the cashier, recording the sale of articles numbered "A-321," "C-574," "F-902," she will credit departments "A," "C" and "F" with these sales. This sheet should provide a column for entering the cost of the articles sold under each department heading. When the sales slip is received she will turn to her stock book and find the cost of the article sold and enter the cost in the cost column.

At the close of the day the bookkeeper or cashier will total the sales for each department, together with the cost of the goods sold in each department, and then, turning to the "Record of Business" form for each department, will enter the amount of sales and cost of goods sold in the columns provided on his form headed "Sales" and "Cost of Sales." Now substracting the cost from the sales, she will enter the difference in the column headed "Gross Profit."

Under the heading "Purchases," as provided on this form, the amount of all purchases for each department is to be kept. All invoices for goods purchased should be kept on file until the goods have been received and then the goods on the invoice should be charged to the various departments, charging each department with the goods that go into it.

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**Operating Expense**

Under this heading this form provides for keeping an accurate account of all operating expenses. By keeping each item of expense separate the dealer is enabled to tell what each item of expense amounts to in each department and thus know where he should reduce and where he can expend more. All expenses should be pro-rated to the various departments according to the size and volume of sales in that department. Any expense incurred directly through the operation of any department should be charged direct to that alone.

Such items as rent, office expense, salaries, including that of the proprietor, heat and light, insurance, taxes, advertising, etc., should be pro-rated according to the sales in the department and its participation in that particular expense. Under this heading there has been provided a column for charging off depreciation. The dealer should determine the amount of depreciation on equipment and fixtures to be charged off during the year for each department and then charge off one-twelfth of that amount each month.

At the close of the month the bookkeeper will total each column and enter the total as provided on this form. This gives the dealer a complete record of the progress of each department, showing the volume of sales, cost of sales, amount of purchases and total expense for each department. It also provides for entering the expense ratio to sales. Here the dealer may see what percentage each item of expense bears to sales, what percentage of sales the total expense in that department requires, thus enabling him to know whether his percentage of mark-up is sufficient to cover the cost of operating and still leave him a fair margin of profit.

As soon as the various columns have been footed, you will complete the perpetual value inventory record by entering the total amount of the purchases for the month, using the line marked "Goods Purchased," and substracting the cost of goods sold during the month from the goods purchased, plus the stock on hand at first of the month, you have the value of the stock on hand at the close of the month and with which to start the next month's business.

This figure will then be transferred to the new form for the following month's records. With this record completed each month, the dealer is in position to gauge his buying as this will show him what condition his stock is in. It will also enable him to figure his rate of turnover in that department. In order to determine the rate of turnover in each department, divide the amount of stock on hand by the cost of the goods sold.

This feature alone is worth the cost of keeping the records, because it enables the dealer to absolutely know what is done.

Under the heading of "Profit" as provided on the bottom of this form, the dealer is able

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to determine his actual net profits for the month from each department, to know which departments are profitable and which are not. It will give him this information so he can apply a remedy if necessary and establish the department upon a profitable basis or discard it altogether.

By the use of these records the dealer may have a monthly profit and loss statement of his entire business in less than thirty minutes after the accounts are closed for the month, no waiting until the annual inventory is taken in order to determine whether or not the business is making money. He can furnish his banker a true condition of his affairs the first of every month through an accurate financial statement without any great effort.

The dealer may prove the accuracy of these records at any time by taking a physical inventory of any department. With this system of records it is not necessary to inventory the whole stock at one time, instead the dealer may inventory each department at such period of the year as suits him best, using that period of the year when the stock in that department is the lowest.

This system brings before the dealer every important fact and figure of his business for the successful management. No element of guesswork need to enter into the management of the business, and these records shall serve as a chart to enable him to pilot the business safely to the Port Success.

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## GOOD SUGGESTIONS FOR THE SALES FORCE

Walk to your place of business, if possible, so you may feel that "pep" and vigor that comes after a long walk in the open.

Upon arriving, look in the windows so you may know what is displayed, so when people ask for something in the window, you know what is there.

Be sure you report on time also.

As soon as you reach your store, spend no time in idle gossip but get to work and make your counter ready for business.

Smile a greeting to the first customer and keep it up all day; you will find it will become a habit and like all good habits prove helpful.

If you have any spare time, turn to the telephone and call such customers as you think will welcome your suggestions about goods on sale.

Make it your business to be dignified, pleasant and business-like to all whom you serve.

Be sure your sales tickets are right and watch for "mistakes."

Enter in your "Want Book" goods asked for not in stock.

Leave at the close of business only when the last transaction is finished, and don't rush the last minute customer.

## YOUR CLERKS REFLECT YOU

(Copyrighted)



Your patrons look into your clerks and see, as in a mirror, your own reflection. As birds of a feather flock together, so sunny, courteous, tactful clerks flock to the sunny, courteous, tactful hardware man.

It is up to you to create the atmosphere of your store; you say, "Welcome!" or, "Not Welcome!" to your patrons through the bunch of clerks who stand back of your counters to show up your goods, to be your representatives in the court of human nature.

### Clerks Mirror Your Own Self

Good backing, good representation, good clerkly mirrors, a hardware man must needs have. The clerk who will misrepresent goods in order to make a sale is a trade-preventer, an atmosphere-polluter for your store. His room is far more valuable than his company. The honest hardware man abhors a dishonest clerk more than nature abhors a vacuum.

### Small Courtesies Pave the Way for Large Sales

Small courtesies by a friendly clerk are road-smoothers to your store. Mrs. Brown may return and bring seven other purchasers to your store for no earthly reason save that bit of thoughtfulness on the part of your clerk when he offered to tie her various packages in one bundle. Small courtesies pay big dividends.

A tactless, discourteous clerk is like the proverbial bull in the china shop—he smashes people's feelings and wrecks trade. On the other hand the courteous, tactful clerk keeps 'em coming—people respond to human treatment as a flower responds to the sun.

### Patience Equivalent to 24 Carat Gold

Patience is pure gold in a clerk. There is an occasional patron—only occasional, thank the Lord—who is as unreasonable to deal with as is an African rhinoceros. When you get a clerk who can handle such a man and hold his trade, you have a jewel. Once satisfied, the unreasonable man is just the fellow to go out and take his friends by the collar and compel them to come in and trade with you.

### Clerks Catch the "On-Time" Habit

Clerks catch the "On-Time" habit from the proprietor, just as they might catch small pox. If they prove immune, let them get busy trying to catch a new job. They may find some timeless job with a spineless hardware man, but see that time is of the essence of your clerk contracts. A clerk who expects to do six hours work for seven hours' pay soon gets it where the hen got the ax instead of getting it in the pay envelope.

### Appreciate Him

Do you know a good clerk? Do you appreciate him? Do you value him as you would value a painting by a master artist? A choice clerk is the easiest man in the world to hold if he gets square treatment.

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## PROMOTING PAINT TRADE

It doesn't impress a perfectly healthy man to tell him Dr. Jenks is the best physician in town. He doesn't need doctoring. Neither does it impress a man who thinks he doesn't need paint to advertise:

> We Sell
> Billups & Squillups Paints
> Best on Earth

Here's a shock for you. The biggest volume of paint trade in this country is the trade that doesn't exist. Let's put it another way. There are more people who imagine they haven't anything that needs painting, than realize they do need some paint and actually buy it.




**Courteous, intelligent service—showing the exact effect he may expect to obtain on his work**

For instance clothes closets in the homes of our people scarcely ever are blessed with a ray of sunlight, and seldom ever get a good airing. They become unsanitary, breeders of disease germs, a source of sickness.

How many housewives realize this? How many that do, realize also that paint is a tip top germicide, and that a coat of it applied to her clothes closets every spring might ward off some sickness in her family, and would certainly improve the odor from the closets if it did no more.

Merely advertising Billups & Squillups Paints—Best on Earth—will never in a thousand years make a housewife think of painting her clothes closets. But think how much paint could be sold for that purpose if our women were educated up to the need of it.

What would advertising like this do?

> Smelly Clothes Closets are Unsanitary
> They Breed Disease Germs
> Billups & Squillups Paints are Splendid Germicides
> Give your Closets a Coat this Spring and
> Ward off Sickness in Your Family
> We Have Your Can All Wrapped Up Ready For You
> When Will You Call For It?
> Smith & Jones
> Dealers in Paints & Varnishes

Try some promotive advertising, Mr. Merchant.

Develop some of the latent trade; the big trade that doesn't now exist and never will exist until some good paint merchandising methods create it.

## SUGGESTION FOR PAINT DEALERS

Painted interior walls are becoming very popular. They are especially to be recommended in homes where there are young children. We all know the havoc created by sticky small fingers upon delicate wall papers, and it's no reflection on wall paper to say it.

A good many interior decorators are prepared either to paint or paper as the customer prefers. A decorator likes to give the customer the best possible service, because he knows that a pleased, satisfied customer sends him trade.

It is a real service to bring to the attention of parents the merits of painted walls. Many people have never seen anything but a plain plaster wall or a papered wall. When a painted wall is suggested, they immediately think of whitwash or kalsomine, and will not listen to it, but show these same people a room nicely painted in gloss or flat colors, at the same time explaining that the kiddies' finger marks can be washed off it without injury, and they will often take to the idea instantly and thank the decorator for his thoughtfulness in suggesting it.

Here is a new idea for a dealer's ad in the newspapers he uses:

> **FINGER PRINTS ON YOUR WALLS?**
> Have you ever considered painted walls in your home while the children are small?
> **Finger Marks Can Be Washed Off Without Injury to the Paint**
> Painted walls are really artistic. Drop in and let us show you some color combinations. See for yourself how pretty a painted interior can be made.
> **Let Us Paint a Room or Two for You This Spring**
> Then stop worrying about the kiddies' sticky fingers.

## PAINTING LINOLEUM

How many merchants ever try to sell paint to be used in painting linoleum? Not many, we venture; yet there is a field for paint sales. The design wears off printed linoleum in front of the stove, the sink, doorways and in other spots where the wear is hardest. The bare spots do not look well. The housewife would like to do something to improve appearances, but the only thing that occurs to her is new linoleum, and after inquiring the price she usually dismisses that from her mind.

At this point the paint dealer, by means of a window card, a newspaper ad or a leaflet, suggests a coat of floor or deck paint; a uniform color all over looks a lot better than figures here and there and spots there and here. Try out the idea, Mr. Merchant of Paints, and sell more paint.

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## THE RIGHT TO STRIKE LIMITED BY THE RIGHTS OF OTHERS

(By William C. Redfield, former Secretary of Commerce)

Once upon a time there were in a large metropolitan club two unwritten laws. The first was to the effect that a member had the right to get drunk in his own club. This was the doctrine of full personal liberty. The second law, however, said that no member had the right so to act in his club as to annoy another member. Here was the restraining force. It limited personal liberty by the right of others to be free.

### Rights and Obligations Balanced

The declaration of independence says mankind has certain inalienable rights. It adds that among them are the right to life, the right to liberty and the right to the pursuit of happiness. It needs but little thought, however, to make clear that an inalienable right is not unlimited and that no right can go to an extreme without finding itself limited by obligations arising from the rights of others. For example, the right to life itself is not unlimited. When the nation is in danger it enacts a draft law calling upon its able bodied citizens to fight.

In other words, the duty of the citizen to the state is greater even than his right to preserve his own life. The right to life itself is limited by the obligation of citizenship.

### The Right of Liberty is not Unlimited

Our freedom of action is restricted on every side by the freedom of action which belongs to others. The whole development of law is evidence that our right to personal liberty is bounded and restrained by the personal liberties of our fellow men. We are not, for example, at liberty to build on our own property in certain places and under certain conditions, structures of a character and for a use which would injure the property of others. We are a free people indeed, but free under law—the law being the rules which experience has shown to be necessary to keep freedom from being exercised to the hurt of one's fellows.

The same principle applies to our right to the pursuit of happiness. Our prisons are full of men who have sought their pleasure or profit by methods contrary to the rights of others. On every side rights are limited by obligations. That is the recognition we owe to the rights of other men as free as we are.

### "Rights" Limited by Obligations"

These principles are so clear that it seems almost a truism to state them, but their force is always recognized when it comes, let us say, to such a matter as the right to strike. We cannot permit industrial autocracy in this country or take any backward step that would look in the direction of general compulsory labor or would remove the privilege of the individual to seek employment when, where and as he will.

Nevertheless, for the sake of freedom itself it cannot be admitted that the right to strike is an unlimited right. Men are not free in organized masses so to exercise the undoubted right to leave employment as to ignore the rights of others or to inflict serious injury upon other men generally in order to gain the advancement of relatively few. The right to strike, like every other right, carries its obligations, and the obligations of citizenship are supremely imposed upon it. This right cannot be detached from definite and clear obligations toward others and toward the country as a whole.

### Autocrats Should Have a Care

Our leaders of labor will do well to consider how far they may carry the exercise of the right to strike. Already there are signs that the public knows there are limits to this right. Both at home and abroad action is taken with general public approval—nay, on widespread public demand—based upon the fact that the safety of the country is supreme and puts a limit on the right to strike as it does upon the right to life itself and upon other rights. No right in this country is so broad as to exceed the obligations of a citizen. There exists no right to cause injury to the whole country in order to promote the supposed welfare of part of its people.

Autocracy is everywhere intolerable, but not less intolerable when it seeks, by the general injury, to work the advantage of a group than when in the hands of a single autocrat it imposes one man's will upon his fellow men.

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## WHEN THE "CULLUD" MAN GETS HIS CHANCE

A young physician gives the following amusing conversation with his valet, who was a negro.

"He didn't have no business to call me a nigger, did he, doctor?"

"There is no harm in the word negro," explained the doctor. "Negro is the name of your race, your people. Every race has a name, the Indian, the Chinese; the name of your people is the negro race."

"You say dat, doctor? You thinks dat? But us colored folks, we know dar ain't but one nigger—he's de bad man."

"But that is the talk of ignorance," argued the doctor. "Here is the meaning of the word negro in the dictionary; don't you see—a negro is a black man?"

"Did a white man make dis book, doctor?" asked the boy.

"Yes."

"Well, doctor, you know how it is 'twixt white man and nigger. You know if the white man made de book he glad ter writ it down dat de black man is a nigger. Hit don't 'stonish me ter read dat writ in a book a white man make. Des wait till de nigger makes a dictionary!"

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## THE RIGHT AND WRONG WAY TO DO PROFIT SHARING

(Copyright by Elton J. Buckley)

Among all classes of employers, large and small, today there is an urgent desire to find some plan of tying employes more closely to the business and obtaining their maximum efficiency, first, in order to prevent strikes and unpleasant arguments and, second, to put solid ground under the feet of the business and get out of it all there is in it.

To this end all manner of plans are being discussed—commission-on-sale plan, profit sharing plans, bonus plans, graduated wage-increase plans, and so on. The following letter is one of very many I have received on the subject:

Our firm has two stores, with net assets of about $22,000 in one and $32,000 in the other, exclusive of our real estate, which is held separately.

There are two members of the firm. We desire to let some of our employes have a share in the business, but do not know the best method of doing it.

We have thought of having the business incorporated for $50,000 and letting these employes take stock. What are the advantages and disadvantages of this method?

Our employes have been with us a good while. Some are relatives. We want the safest and most economical way of letting them have an interest in the business.

Doubtless this problem has had considerable attention by you, and we shall appreciate a statement from you.

Of course, the purpose of all these plans is the same—to tie an employe to the business, to satisfy and quiet him and to make him work for the business as if it were his own.

The purpose is of course most estimable and following it out would in my judgment solve all of the vexing problems, except perhaps that of recognition of trade unions. But a thing like this must be carried out with discretion. John Smith, a valued employe, is often a very different person after being given stock in the business than he was when he was simply on the pay roll. The thing to do is to give him the incentive, but not in such a way that he can become a nuisance.

I should hesitate a long while, if the business were a comparatively small one, before I gave stock to any employe, unless it were one whom I knew all about, and even then I would hesitate. A minor stockholder who has a grievance against the business, or thinks he has one, can make a heap of trouble in a small corporation. It is a risky thing to do, as I say, in a small corporation. In a large one like the United States Steel Corporation, the stock plan is used with perfectly good effect, because there are thousands of stockholders, the business is in strong hands and strong control, and the individual can make little if any trouble. But even these large corporations often give their employes stock with limited powers to it.

The best plan, everything considered, is to make a regular agreement with your employes providing that on certain conditions they shall receive as an extra bonus over salary, a given percentage of the net profits of the business. I have found this to work better, everything considered, than commissions on sales, or stock plans, or almost anything else, for the reason that it gives the incentive without the power to do mischief.

The conditions on which such an agreement should be made, generally speaking, are, first, that the employe shall remain with you for the entire year; second, that he or she shall give the best work possible, and, third, that the services rendered shall be satisfactory to the employer. Individual businesses will also have special conditions to include. Sometimes these agreements provide that the employes shall have the power to appoint a committee of themselves to examine or audit the books in order to verify the employer's statement of profits.

An employe whom it is desired to conciliate stands or falls, under that plan, on the same fact as if he held stock under the other plan, viz: the fact of profit. If no profits are earned, his stock draws no dividends, or, as the case may be, his profit sharing agreement bears no fruit. There is therefore no cause for dissatisfaction under one plan which is also not present under the other.

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There are three kinds of salesmen—the men who wish they could do it—the men who promised to do it—and the men who do it.

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The country has had more than enough talk from politicians, who continue to talk over much of the "glory of sacrifice" and how it was the "sincere regret of their hearts" that their official duties prevented them from being at the front.

The records show that they and their relatives took particular pains to see that none of their number were among those who made the "glorious sacrifice."

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## THE FRIENDLY CLERK

How strange, on my way home from work,
I stop to chat with friendly clerk
In hardware store. Observing eyes!
Sees everything! That clerk's a prize!

If I have rusty dinner pail
That clerk says to me, without fail:
"Nice lot of dinner pails just in;
Would make good mirrors, sure as sin."

He'll never company with fools!
Talk garden—"How about the tools?"
Talk flowers—"A new lot of hose!"
Talk anything, my bill just grows.

He knows the brightest stories, jokes,
And human things 'bout human folks;
But everything leads up to trade.
'Cause that's the way that clerk is made.

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## MERCHANT DOESN'T HAVE TO SELL MERELY BECAUSE HE ADVERTISES OR DISPLAYS GOODS AT A PRICE

(Copyright, by Elton J. Buckley.)

"If a merchant displays something for sale, with the price attached, is that an offer to sell which he has to carry out when somebody comes up and says 'I'll take that'?"

That is the interesting question raised by the letter which I am reproducing below. My recollection is that I have never written anything on it:

New York, N. Y.

Kindly give me an opinion on the following:—

B owns a store. He displays cameras in his window at $10 each. A customer comes into his store and asks to see one of them and after inspecting it decides to purchase.

The clerk then advises him that the price has just advanced, and from that morning on they are obliged to ask $10.75.

The customer calls attention to the fact that they have the cameras priced at $10 and claims that that is the price he should be charged and not the advanced price.

The clerk says that they have not had an opportunity to change the window display yet and that when they do it will be attended to.

The clerk further claims that even if they did have any goods in the window advertised for sale they are not obliged to sell them.

The clerk also claims that even if they put an advertisement in the papers advertising the cameras they are not obliged to sell them.

My idea is that the store is compelled to sell the customer any merchandies that it advertises, either in its window, on counters or in the papers, at the price advertised.

A legal viewpoint on this and what a customer can do to force the store to sell him the goods so advertised will greatly oblige,

RUSSELL D. SMITH.

At first glance it would seem as if a merchant who displays or advertised goods at a certain price, ought to carry his offer out when a cutsomer appears who is willing to accept.

And yet he is not obliged to do so if he wishes otherwise. That is the settled law, and it applies both to an offer conveyed through advertising, and to one conveyed through a window display. The law holds that that is not an offer to sell anybody who comes forward with the price quoted, but an offer to consider offers, if you can follow me in that. It still reserves to the seller his right to accept or reject offers as he likes.

You can easily see that this would have to be the law. Suppose the law was that the merchant who displayed the $10 camera had to sell at that price to anybody who came in. Well, if that were true, it would follow that he would have to sell everybody, and that would violate his fundamental right to choose his customers. The minute he quoted a price, that right would be waived. So the law says that advertising goods at a certain price or exhibiting them in a window at a certain price, is no more than a statement like this: "I have some cameras here which I have priced at $10. If interested come in and I will decide whether to sell you or not."

Right at this point I recall a case in which a book dealer had advertised a book at a certain price in a catalogue. Some customers didn't get it and sued the dealer on the theory that having quoted the book in his catalogue at a certain price, he was bound to sell. The court exposed the fallacy of the theory with the following argument:—

A book seller's catalogue with prices stated against the names of the books, would seem to contain a number of offers. But if the book seller receives by the same post five or six letters asking for a particular book at the price named, to whom is he bound? To the man who first posted his letter of acceptance? How is this to be ascertained? The catalogue is clearly an invitation to do business and not an offer.

Here is the whole law of the case summed up in few words from a leading decision:—

Business advertisements published in newspapers and circulars sent out by mail or distributed by hand, stating that the advertiser has a certain quantity or quality of goods which he wants to dispose of at certain prices, are not offers which become contracts as soon as any person to whose notice they may come signifies his acceptance by notifying the other that he will take a certain quantity of them, but they are simply invitations to all persons who may read them, that the advertiser is ready to receive offers for goods at the price stated. It must be remembered, however, that in all these cases the question is one of intention, and that whether or not such transactions are agreements depends on the intention of the parties as collected from the language used and the nature of the transaction.

Everything said above applies equally well to a display of goods in a window or in a store, for the principle is the same. As another case puts it, "The mere statement of the price at which property is held cannot be understood as an offer to sell. The seller may desire to choose the purchaser and may not be willing to part with his property to any one who offers his price."

Naturally, nothing said above applies to a case in which a seller says directly to a prospective buyer, either by word of mouth or in a letter, "I will sell you this for $10." In that case if the person addressed says "All right, I'll take it," there is an enforceable contract on both sides.

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## WORLDLY WISDOM

Bessie was the dearest little dog, and her mistress was passionately fond of her. One day the little girl was told by her mother that she must not see Bessie for two or three days, and then, when at the end of the time she found her dog, it was with five puppies.

"Why, Bessie," said the little mistress as the little dog leaped into her arms, "why, you dear little doggie, I didn't know you were married."

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An optimist is a fellow who is still carrying an opener on his key-ring.

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## SIXTY-FIVE FEET OF DISPLAY IN THESE TWO SHOW WINDOWS

As dyed in the wool fisherman and friend of all fishermen in his clever devices of tackle and leaders, Joe Welsh is well known to the trade. As proprietor of the Pasadena Hardware Co., one of the most progressive of the live institutions of Southern California, Mr. Welsh is perhaps not so well known. It is for this reason that we are going to reproduce a panorama of the show windows of the Pasadena Hardware Co.

Mr. Welsh has put in thirty-two years of his life with the Pasadena Hardware Co., starting at the age of 22, and the flourishing condition of the business as well as the flourishing condition of Mr. Welsh are each mutually responsible for each other.

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The Sparks Hardware Co., is erecting a pretentious new fire proof home at Pagosa Springs, Colorado. Proprietor Harry Sparks is a progressive merchant and this expansion is .. result of his enterprise and a tribute to it.



This double window is on each side of the entrance to the store, in fact its entire width is 65 feet. The illustration herewith gives some idea of the brilliance and taste which is used in arranging the stock in these windows and in planning the display.

To the left of the entrance when this picture was taken one of the large windows was devoted entirely to household goods including fireless cookers, a stove, enameled ware and electrical household appliances. Then there was a tool window, with not too many tools, and with neat display cards as a background. Especially notice the effect of concentrating attention on one saw rather than chucking the window full of saws helter skelter.

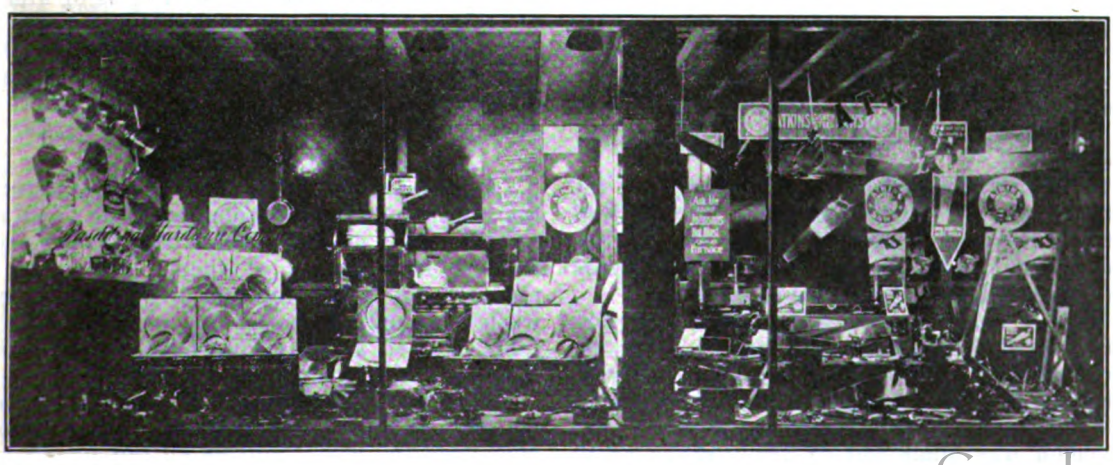
To the right of the entrance is a more seasonable window, sporting goods being displayed on the corner, featuring the immense tuna fish of the California coast off the Catalina Islands famous. The last window on the right might be called a summer window, for it features refrigerators, bird cages, lawn mowers, garden hose and some further sporting goods.

## A TRADE RHYME FOR A WINDOW SIGN ADVERTISING A HOUSE FURNISHING DEPARTMENT

### A SONG TO THE GARBAGE CAN

Says the Galvanized Pail to the Garbage Can near—
"They make me for water to hold;
But you, my dear boy, they fill full of waste,
That's useless, bad smelling and old."
"This all may be true," says the Sink-Brush and Shovel,
"But we help the Garbage Can much;
It's quite necessary for us to be used,
Where the hands of the Housewife don't touch."
The Sink-Drainer said, "You both are quite right,
Where waste is the quantity due,
But do not forget, I'm right on the job
To help fill the Garbage Can, too."

—Reegtherhymer.



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# The Good Points of a Salesman

(Copyrighted)



### Cleanliness of Speech

I am a dyed-in-the-wool optimist, a firm believer in the fact that the present business days are better than the olden days. Is not the foul-mouthed salesman following rapidly in the wake of the dodo and the dinosaur, and will he not soon be as extinct as they?

The English language is not yet so poverty-stricken that we are obliged to dig up words from human sewerage with which to irrigate trade. "Give me a clean salesman!" is the modern cry; and the clean salesman gets the patronage. The dissolute salesman is also becoming only a memory, a nightmare of the past—full order sheets now instead of a full salesman.

### Cheery Optimism

All the world loves a genuine optimist. Even the grouchy customer, although he may not fall on your neck and kiss you, may entertain a secret admiration for you and almost wish that nature had not denied him the power of kicking himself into a saner frame of mind, simply because he has rubbed elbows with you. Be like the cheery salesman who called on me. Just to try him out I said: "Well, Joe, business is poor just now, is it not?"

Well, that cheery Joe just rubbed his hands together—even on friendly terms with himself, apparently—and his eyes twinkled as he said: "Yes, Mr. T——, it is poor just now, but it is going to be good!"

That was a good salesman combination; honesty and optimism, 'alf and 'alf. Optimism is as necessary as sunshine; it is as welcome and as warming as sunshine. Be optimistic, but truthful; don't be a cheerful liar or any other kind of a liar.

### Absolute Truthfulness

No amount of ability, knowledge of goods, or of natural tact or magnetism can overbalance untruthfulness. Customers shy out from a liar as from a pestilence. I have a vivid recollection of one of those transient, fly-by-night salesmen, who descended on me "like a wolf on the fold," with his bargains all gleaming in purple and gold.

In a hurricane of dictionary words he set forth his wares and informed me that he had just sold Brown a gross of a certain new article, and he would make me a special price—gross lots only—if I placed order that day.

Well, I know Brown—hard headed Scotchman, that Brown, sharp and shrewd. Yes, he was a competitor who made me sit up nights and keep thinking; he often had me guessing. That salesman might as well have told me that the moon was made out of apple sauce as to have told me a whopper like that. Brown never slept at the switch; he had the eye of a hawk and the judgment of a Solomon. I looked at the salesman coldly, and then used one dictionary word: "No!"

Do not cover defects in goods—show up the defects and get a little sunshine on them. I have noted that even defects in goods are wonderfully bettered by a dose of absolute truthfulness, but if you cover them up and a customer falls in afterward, why, he is apt to have a falling out with you.

### Use of Tact

Tact dovetails customers and order sheets together just as a skilful cabinet maker dovetails his corners. Cultivate tact and you will cease to harrow prospective patrons.

If you do not exercise tact you may soon find youreslf in a corner where your firm will say: "What was the trouble with our last lot of order sheets, John?" When you say: "Why? What do you mean, Mr. B——?" the big boss, who has his own original way of sifting salesman ashes, says: "Why, I just noticed that you seemed to be keeping them for souvenirs instead of sending them back to the firm."

Tact is a good adapter. I purchase what my electrician calls an adapter and put it on my out-of-date fixtures and the light flashes out once more from my tungstens. Tact is the adapter that makes the customer connections and causes the big boss to say: "Mighty good salesman, that John."

### Value of Good Nature

To be absolutely good natured when a customer is grouchy or unreasonable or provoking is not easy, but such a salesman will prove a winner in the salesman's marathon. When a grouchy customer once opens the door to you, and says: "Come in!" he is yours.

You hear what the grouchy man says, but you cannot know how ashamed he is of himself afterward. Possibly he says: "Well, I did not treat him halfway decent, but I will give him a good order on his next round." The salesman who can get the grouchy customer where he swears by him instead of at him is a winner.

### Saving Grace of Humor

A saving sense of humor is a real asset to the salesman. See the humorous side of human nature; smile at the peculiarities of customers instead of frowning at them. Get a lot of pleasure out of life by studying human nature while you sell goods. Your understanding of folks, as well as your knowledge of your merchandise, will be salesman-capital for you.

Have a humorous story on tap for the man who enjoys humor; the man who swaps humorous stories with you will be all the more likely

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to swap cash for goods. But don't bore the customer who has no sense of humor with such stories—a chance for tact again; in fact, tact and humor should be a regular Siamese-twins combination in a modern up-to-date salesman.

**Study Addition**

To cleanliness of speech add optimism, to optimism truthfulness, to truthfulness tact, to tact, good nature, and to good nature add humor. Will not the sum total be A Salesman?

## DANGER IN SELLING TOO HARD

A purchasing agent of ripe experience says the biggest mistake of the average salesman is selling too hard. Prospects are simply dizzied with a profusion of selling arguments. The proprietor of a big clothing store says that only one salesman ever got over as many as seven selling arguments with him. And that one, having plenty of time on his particular proposition, made only one point on each of his trips.

He began with the standing of his house the first trip; on his next visit he emphasized design, on the third visit he sold the merchant on deliveries, etc. An Eastern grocery and tobacco jobber tells how for a good many years the salesmen of a certain food manufacturer were unsuccessful with him. The jobber told the first man that he preferred to buy nearer home on account of quicker deliveries and less chance of spoilage. After that this salesman and his successor spent all their arguments on this point. Then a third one came along, admitted the delivery advantage of his competitor, and then sold the jobber on the merits of his proposition!

Too often sales managers tell their salesmen to "discover the reason why he doesn't buy and meet it." Many a time the positive side of the selling talk is the one to take, not the negative. Again, the commonest form of "selling 'em hard" is talking too much, talking after the climax has been reached. Another mistake is taking too belligerent and aggressive a selling attitude.

One very successful salesman says he was never more than an average salesman until he learned not to argue with his customer. Sometimes too frequent visits of salesmen become a "selling 'em hard" error. A particularly successful salesman credits his success to a formula exactly opposite to "selling 'em hard"—"advise." His attitude is almost one of loyalty to the trade first, with his employer in second place.

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Have a look at the worries of the past occasionally. How they have dwindled!

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It would be thought a hard government that would tax its people one-tenth part of their time to be employed in its service, but idleness taxes many of us much more.

—Benjamin Franklin.

## RAISING HIS OWN PAY

Three years ago a wideawake youngish man got a job in a concern of moderate size This business was not located in a city, but in a small country place. The new man was engaged at a little over $3,000 a year to handle the company's advertising. He quickly discovered that, in order to make the advertising really effective, the goods produced must be improved in certain respects. Also, he realized that the best results could not be attained unless the spirit existing between the employees and the owners was changed.

He applied his mind to the whole, many-sided problem, and without creating friction started in to remedy matters. He was successful in making helpful suggestions for improving the product and permitted the company to take out patents without remuneration for himself. He strove with might and main and finally succeeded in convincing the owners that it was good business to spend a few thousand dollars to inject into the establishment a number of little plans which pleased the workers and riveted them to the organization. Meanwhile, he transformed the advertising from hum-drum announcements to live "copy," full of point.

All this time he was still nominally nothing more than "The advertising man." Then the management woke up to the fact that he had become one of the most important members of the organization, and in order to encourage him to stay, he was given the privilege of becoming owner of a moderate block of the closely held stock. Also, his salary has gone up from $3,000 to better than $10,000.

Have you spent days and nights and weeks and months of thought trying to study out every possible potentiality of your job, every possible means by which your work could be made of more value to your organization? Remember that the man or woman who never does anything but what he or she is given orders to do is little likely ever to rise to the position of giving orders to others.

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Link energy with the Top Notch Line, and you'll have no kick coming.

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When business slows down and you feel like cutting down expenses, cut them anywhere but in the advertising department.

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## THE BEST

Let "Best of service, tools and wares,"
Your slogan be,
If you would woo and win the maid
Prosperity!
The sheriff-undertaker waits,
To bury deep
The hardware man whose slogan is
This one word: "Cheap!"

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# Putting Personality Into Harness Hardware

THE name "North" is just as familiar and suggestive to the hardware trade of the United States as it is to the surveyor and mariner. The Norths have been among the first families in pioneer hardware manufacture, just as the Stanleys and the Corbins have been. And among the present institutions which have come down with "Northern" vigor is O. B. North & Co. of New Haven, Conn., makers of a full line of harness and saddlery hardware.

Although the harness business has dwindled in volume and in the number of its distributing members, there is still a demand at home and abroad for standard, reliable harness hardware. O. B. North Co., along with North & Judd and Covert Mfg. Co. and other such institutions, continue to put the best of materials and workmanship into their product, and thus "carry on," in the very face of changing market conditions. It is personality that does it.

The secret of success of any business is very often bound up in the personality of the man at the head of the institution. Thus it is that the personality of Frederick H. Stevens, secretary, treasurer and general manager of the O. B. North & Co., although not so long connected with the trade or the company, has come to represent the spirit of his company, and he is indeed a proud representative.



**FREDERICK H. STEVENS**

Secretary, treasurer and general manager of O. B. North & Co., who has met every customer of his company and who makes new customers every time he goes out among the members of the trade all over the country.

For one thing, he is connected with the North family, and so has the pride of ancestry, which is one of the company's riches. Furthermore his affability, his well-rounded experience, his wealth of interests and points of contact with the world and his fellow men, his able grasp of situations and conditions—all these combine to leave a lasting impression on the men with whom he comes in contact.

And let it be said in this connection that Mr. Stevens makes it a point to keep outside of his office and among his customers and the trade. In fact he can say he has personally met and visited every customer of the company. Few are the executives who can make such a claim. Indeed Mr. Stevens must realize that he is the very best asset that O. B. North & Co. possess. Not that he talks sales. Rather he creates business.

There are many, many interesting qualities in the personality of Mr. Stevens. He is so completely a finished gentleman. He is a master in the hardware and metal trade as far as harness hardware is concerned. He has been in his day a master journalist. He has spent many years of his life as a banker. In any company he is an art critic and musician also. As a conversationalist and as the happy possessor of that faculty of saying just the right thing at just the right time, he can win the good will any company or individual.

Several years ago the fortunes and destiny of O. B. North & Co. were in need of rejuvenation. The business had dwindled and as Mr. Stevens himself puts it, "The workers at the factory and the directors at the board meeting were in a continual state of figurative weeping." Mr. Stevens was called in to save the day. He has North blood in his veins.

At that time he was proprietor of a leading daily newspaper at Hartford, Connecticut. Contented as he was in this work, and successful as he had been, and interested as he could not help but be, he put it aside to enter the new work. From then on the policy of O. B. North & Co. has been to smile and stand straight. It is Frederick H. Stevens who set the example for smiling and he has stood the straightest. Now as he goes among the workers in the factory, he shakes them by the hand and knows them all.

Yet that is only a little part of Mr. Stevens' accomplishments. He brought to the company the policy of knowing its customers. As this comes before our readers, Mr. Stevens is back in New Haven, after a tour of the United States of several months. In the course of his trip, Mr. Stevens was present at the National Foreign Trade Convention at San Francisco, and he so arranged his route that it included every distributing point of saddlery hardware in the West.

### He Wears That Taft Smile

Words are cold and weak and formal in trying to give an impression of Mr. Stevens, for he himself is the personification of affability, of culture, of friendly good fellowship. As our readers will understand from his portrait, many people with the best of intentions have

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mistaken Mr. Stevens for his notable fellow townsman, Wm. Howard Taft. It is interesting to know that these two gentlemen of the same appearance and same type of distinction are good friends.

As a boy, Mr. Stevens went into a bank in New England, where he was born, and although he was successful and was a good banker, he was by no means swallowed by the bank. He made it so he could get away from the bank now and then. He would get the evening train to New York in time for the Metropolitan Opera performance Friday night. Then he would be on hand again for Saturday matinee and for the evening performance. On Sunday he would finish the evening at an evening concert. Then he would get the two o'clock newspaper train home in time for work on Monday morning, a tired but inspired clerk.

Mr. Stevens has never lost his love for music, although he has relaxed somewhat in this zealous pursuit of the Muse. In fact, his nature is such that it demands it. Singing is typical of Mr. Stevens.

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Cooperation means getting along with the other fellow. When you give him a lift don't do it with your boot.

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Don't forget that your customers are not married to you. Reno is just a short word that means lack of attention.

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You can get a pretty good line on a man's character by watching how he handles the dimmers on his automobile lights.

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The man who does each part of a day's work just as well as he can is the man who goes home smiling.

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## MY SUNNY HARDWARE CLERK

When day is cold and gloomy,
And rain is falling fast,
And grouchy folk are trading—
Each grouchier than the last!
When all the world seems gloomy,
And nothing seems to work,
'Tis than that folk appreciate
My sunny hardware clerk.

His eyes just keep a twinkling,
His spirits never fail;
His humor is contagious,
His jokes full oft' avail
To warm the grouchiest patron
Till cockles of his heart—
And purse as well—are all unloosed
By cheery salesman's art.

We wonder at the sales he makes—
At every patron's need;
The sunshine that he gives 'em all
Ope's doors of trade, indeed.

## ADVERTISING IN RURAL COMMUNITIES

Here are some of the suggestions recently proposed at one of the conventions for advertising by rural merchants:

1—Fence and billboard advertising.

2—Good stocks of good goods.

3—Letters to customers together with advertising in the local paper.

4—Take an hour off and shake hands with the people around the street.

5—The satisfied customer is the best advertisement, even to the extent of making good on an unreasonable claim.

6—A little house organ published by the store, mailed to all residents within the store's buying radius.

As to the percentage of the annual business that should be devoted to advertising it was suggested that not less than 1 per cent nor more than 2 per cent should be so spent, and that donations and charitable requests should not be counted along with advertising.

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## BELGIUM WANTS OUR KNIVES

According to Godfrey Langlois, agent general of the Province of Quebec in Belgium, the latter country was no mean producer of cutlery before the war. Today, however, with the reduced supply of raw materials, the Belgian plants operate on less than half time. One large manufacturer at Luxembourg in 1913 produced no less than 30,000 dozen bread knives; 40,000 dozen table knives; 50,000 vegetable knives, of which two-thirds went to German customers, to be reshipped to other parts of the world. Today Belgium is scarcely able to take care of her own cutlery needs and has nothing to send to Germany for reshipment. German cutlery that has been received in America is mostly low grade and crude appearing, with the few better products that have arrived commanding prohibitive prices.

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## BUY YOUR FIREARMS NOW

And get them in your store before July 1st. is good advice. We quote from a letter received from a large manufacturer of shot guns as follows:

"Generally we have several thousand guns in stock at this season of year but now we have practically no stock because our guns are being shipped as fast as built. We want to supply the home market first and will if the dealer will get his order in to his jobber at once. The condition here is about the condition of the other gun plants."

They concede that this represents the prevailing condition at other large factories, and that every indication points toward a sharp advance before the season opens up. We will let you draw your own conclusions.

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## PHRASES TO AVOID IN WRITING ADVERTISEMENTS

Poor phrasing and the careless selection of words, is more noticeable in retail store advertising than in almost any other form. That comes naturally through the great haste with which retail copy has to be prepared compared with the greater length of time most other advertisers enjoy.

Writing to meet press schedules, it is so easy to slip into terms of exaggeration and shadings of the truth, that one department store head has issued a little booklet of rules on the subject. In it are set forth the customary words and phrases of the trade with reasons why they may or may not be used. Following are a few examples:

"All sizes." The use of this phrase is permitted only when a complete stock of all sizes is on hand.

"Bargain" (as applied to goods quoted below regular price) is a word the public understands, and its use is permitted where circumstances warrant.

"Best" is prohibited. Frequent misuse of the word has deprived it of its meaning and it is impossible to tell just when its application is correct.

"Choice of the house" or "Entire stock." These phrases are only permitted where every article is in stock and where no reserve supply is held back.

"Cost," "At cost" or "Below cost" are not allowed because the public is very likely to look upon them with suspicion.

"Ever before" is a meaningless phrase and is not used.

"Fortunate purchase," "Sample lot" and "Manufacturers' overstock" are not allowed to stimulate interest in goods from regular stock. When used they must apply truthfully to conditions.

"Sale" and "On sale" are limited to goods and occasions where actual reductions from regular prices are made.

"Half price," "One-third off' and similar phrases are only permitted where prices are actually one-half, one-third or more off.

"Last season's" is O. K. if it expresses the truth.

"Limited quantity." The use of this is encouraged where the supply is likely to be exhausted before the end of the day.

"Never before" and "Never again" are prohibited.

"Not all sizes" is misleading. Sizes should be stated, if possible, giving the amount of each, if all sizes are not on hand.

"Not the latest" to be used only when goods are not entirely out of date.

"Regular price should be" or "Would be" or "Made to sell for" are phrases used when goods are advertised that were bought below the market price.

"Seconds" or "Run of the mill" should always be used in an advertisement of such goods.

"Sold elsewhere at" is misleading and therefore not accepted.

"Special," "Special price" or "Special sale" must be complied with literally. Price in each instance must be below regular.

"The latest," "The newest" must express absolute truth.

"Usually sold for" does not refer to competitors' prices but to the store's own and means the same as regular price.

"Value" is another meaningless word because of over-use. It as also difficult to judge the exact value of any particular article.

"Width of merchandise" should only be used in stating width as it is at that time; not as it was before bleaching or shrinking.

"Worth up to" is forbidden because it allows for too much misrepresentation. Lowest as well as highest price must be stated.

These are simple rules of precaution, but they no doubt account in no small degree for a store's remarkable following.

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## HEAVY CUTLERY DUTY TO AUSTRALIA

The expected revision of the tariff laws of the British Empire has set in with the introduction of a new tariff law in Australia. This, among others, proposes to impose a heavy additional duty upon the import of cutlery made outside the English Dominions. While foreign razors were subject to an import duty of 20 per cent ad valorem in the past and the same duty was imposed upon the import of table cutlery the new tariff prescribes an import duty of 25 per cent up on razors and a sliding scale for table cutlery, starting from 25 per cent up to 50 per cent.

Against this considerable increase in the duties the old rate of 10 per cent ad valorem is retained in the case of British made razors. while table cutlery of British origin will be admitted at rates from 10 to 35 per cent. American cutlery exporters are viewing with grave concern this additional imposition upon the import of American cutlery as against British made cutlery and fear that it will affect seriously the growing exports of American cutlery to Australia.

These amounted during March of this year to $31,000 approximately and Australia had taken well to American made cutlery during the last few years. It is pointed out that to sell American razors, for instance, in competition to English razors in Australia in the future the American article has to overcome a handicap of 15 per cent additional cost.

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Pushers boost each other, and so boost all
Pessimists knock each other, and thus they fall.

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# Some Moving Displays That Moved Goods

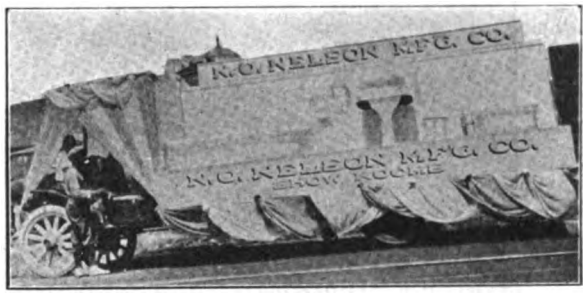
**Suggestions Merchants Can Adopt in Their Own Communities**

A YEAR ago, during a big industrial parade in Los Angeles, hundreds of participants marched down the streets singing the official industrial song:

"Keep the smoke stacks smoking, every stoker stoking,
Now the boys are coming home, work can't be slack.
Start new wheels ahumming, send new drummers drumming—
Turn your pockets inside out—it will all come back."

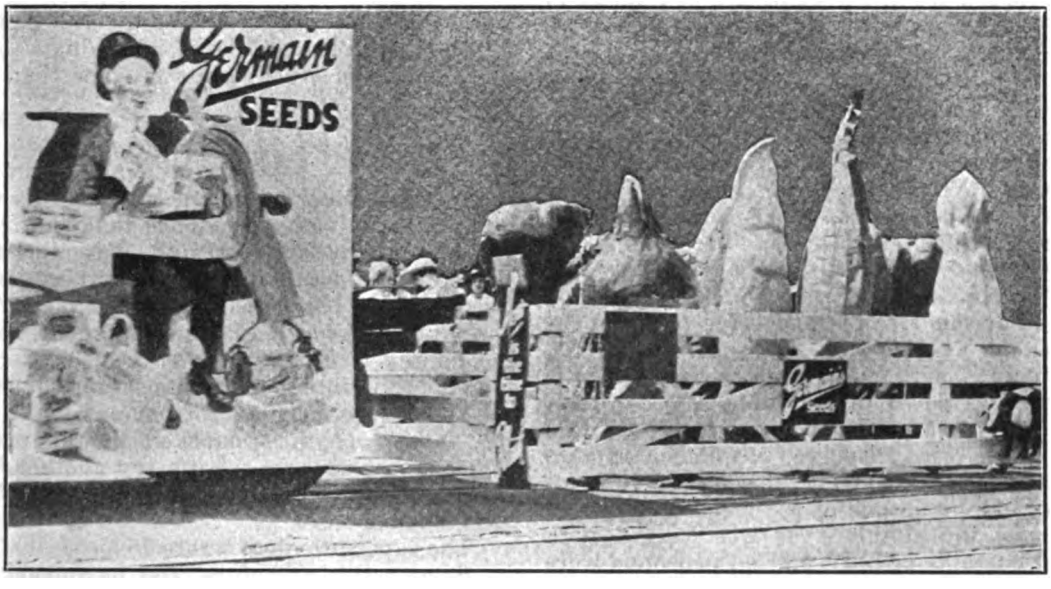
That challenge was gloriously answered in a huge pageant of over 400 floats of various industries that passed between densely packed curbs recently.

Just what it meant, reduced to figures, was that Los Angeles has over 2700 industrial establishments, which manufactures more than one thousand varieties of products. Also that in the last six months this city has manufactured articles valued at $618,000,000—an increase of 60 per cent over that of 1918. It is no wonder that the faces of the thousands of boys and girls, men and women who rode or marched wore "the smile that won't come off," for it meant that never in the history of the country have the workers and manufacturers been so happy and prosperous.




**A large percentage of hardware merchants handle plumbing goods, and it doesn't require a great deal of trouble to fix up a plumbing display in any celebration in which you participate in your home community.**

The parade this year was headed by Gov. Stephens—and he recalled the fact that this was the second industrial parade in Los Angeles in which he had ridden—the other being just twenty-five years ago, at which time he was a salesman for M. A. Newmark & Co., wholesale grocers of Los Angeles.




**WHY NOT AN ANIMATED VEGETABLE EXHIBIT?**

This is a suggestion which live hardware merchants will be quick to adopt. Such exhibits could be made in spring, summer or fall, and it is not even necessary to wait until a celebration or a parade takes place in order to utilize it. An animated vegetable window display, or clerks dressed up as animated vegetables, featuring some goods on certain special days, would be sure to attract attention. It is not necessary that you even sell garden seeds, although most hardware merchants do. If you handle the goods which are used in gardening and in harvesting crops, you can easily make up an animated vegetable display for your window or store which will not fail to attract more than passing interest. In this particular display the animated vegetables walked in a parade, fenced in by a barnyard fence and aroused much enthusiasm.

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You can often play upon the goods which you sell, featuring some historical, biblical, or even local event. What is more proper than Samson Tires should be featured by a display, picturing the well known biblical character?

**Hardware Industries Represented**

Among the hundreds of floats in the different sections of the 1920 parade there were a number of special interest to the hardware men, and among these were those of the N. O. Nelson Mfg. Co., whose float was divided into two sections, each of which showed a tiled bathroom, with all the tubs, seats, urinals and stationary washstands. Seated in the big white bath tub, with bare head and shoulders in view, was a very black little Negro—who showed in startling contrast to his white surroundings.

Germain's had a display that called instant attention to their garden seeds and implements. An auto was rigged up with large lithographs—an enlargement of the cover of their catalogue—and behind it a trailer, showing a garden fence on wheels. Within this garden marched a wierd procession of vegetables—corn, beans, radishes, tomatoes, onions, carrots, etc.—each being hollow, with a boy inside. It was a vivid presentation of their slogan "Grow Your Own."

The Samson Tire Co. had three floats in the parade, the most notable one showing the Hebrew temple, with Samson—a model of heroic size—pulling down the pillars. Another float showed an automobile equipped with Samson tires, and a third displayed a number of auto accessories. This concern also had a very attractive exhibit in one of the large windows of Desmonds, the clothier. It was backed with pleated curtains of buff, and on pedestals were shown tires of red, white and blue, respectively. Other auto accessories were strewn about, and a card declared: "First Tire Company on the Pacific Coast."

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Rowe & Knutson at Hamilton, North Dakota, will continue the former business of D. H. Kippen. A stock of furniture, hardware and automobile accessories will be maintained.

The man who buys goods at an extortionate price is as guilty of profiteering as the man who sells at that price. Get your money's worth

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Selling methods that comprise merely handing out the goods or saying, "We're out of those goods today," are too crude to be classified as salesmanship.

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Life is a network of relations, and whether those relations shall be friendly or otherwise, depends upon the ability of individuals to look at things from other points of view than their own.

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## YOU CAN'T FOOL 'UM

A school superintendent, on one of his visits, was complaining to a teacher that children of the present day are so stupid, it is almost useless to attempt to teach them anything.

Said he, "I'll show you what I mean."

Supt.—"Johnny, give me a number."

Johnny—"58."

The superintendent wrote 85 on the board.

Silence—no comment from anyone.

"You see," he remarked to the teacher, "they don't observe. Let's try another."

Supt.—"Thomas, you give a number."

Thomas—"57."

The superintendent wrote 75.

Same result as before, and he remarked to the school teacher, "It is deplorable, such a lack of perception, dense stupidity. It is disheartening."

Spying red-headed, freckled-faced, fidgety little Tim O'Brien, he said, "My boy, you give me a number."

Tim—"Theventy-theven, you darned fool, thee if you can turn that around."

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# Judicial Understanding of a Merchant's Problems

FEDERAL Judge Lewis at Pueblo, Colo., recently handed down a decision granting in the case of 13 retailers of Denver a temporary injunction prohibiting submission of alledged "profiteering" cases to the grand jury, and staying prosecution of any cases arising under the Lever act, as amended, to apply to wearing apparel.

Judge Lewis held that a retailer who has purchased goods at some earlier time at a lower price is entitled to the increase in value of his goods, just as anybody else is entitled to an increase in the value of any possession.

The telegram sent by the attorney for the Denver merchants reads:

"In case of Denver merchants Federal Judge at Pueblo issued a temporary injunction which prohibited submission to grand jury or further prosecution of any cases whatsoever arising under Lever act as amended. No opinion was filed but such an unqualified injunction could only have been issued upon the theory that the act as amended insofar, at least as it relates to wearing apparel, is wholly invalid.

"In any event it is certain that the Federal Judge here is thoroughly convinced that no indictment will lie and no prosecution can be maintained based upon the charge that the difference between actual original cost of the specific article and the sale price thereof is excessive.

"Judge Lewis held distinctly and emphatically that a merchant is entitled to the benefit of increment in value occurring while the article is in his stock and may sell the same at a fair profit based upon replacement cost at the time of sale.

"During the hearing, the court, commenting upon this phase of the question, among other things said, 'I don't know whether the district attorney has in mind the theory attributed to him in argument by Mr. Dorsey or not, that is to say, that if a merchant has two bills of goods the earlier one bought at a cost of one-half of what the later one cost that he would keep them segregated and sell each purchase on a basis of profit corresponding to its cost price. I have no doubt that if he has that theory he is in error and can tell the grand jury so, if I have occasion to instruct them on that subject.

" 'I think a merchant, as well as others, is entitled to the increased value by reason of the rise of goods on the market. The question for determination is whether or not the selling price at the time of the sale was excessive and unreasonable over and above its then value. Any other theory would appear to me to lead to and serve wrong results even aside from his right to that at the time in accordance with its value.

" 'Such a theory would require a man whose stock of goods had cost him almost nothing to practically give them away if you keep in mind what they were reasonably worth on the market. Indeed, I can conceive of a case where a stock of goods might be a gift from a father to a son and would not cost the son anything. Certainly he would not say that the son had the goods just for the expense of handling the stock and some nominal profit and that anything over that would be profiteering.

" 'Again, when the court's attention was called to the undenied allegation of the bill and to the district attorney's admission that he intended to seek indictments upon the theory that the profit as based upon original cost of specific articles was excessive and therefore the price unreasonable without regard to present value or replacement cost, the court said, 'Well, I can't let him do that. I haven't any hesitation in saying that that is oppressive and not justifiable by this act or any other act and utterly beyond the power of congress to do any such thing. In war time all of these war statutes, even those that took property away, took it only on the value not what it may have cost somebody a year ago or a month ago, but on the value when it was taken.' "

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## CAN YOUR COMMUNITY DO THIS WELL?

Orange township, in Blackhawk County, Iowa, has risen into nation-wide fame.

And no wonder. Look at the comforts, conveniences and luxuries in the 142 homes of this country township. Run your eye down the record, and see if your own country neighborhood can match it.

142 farm homes in the township.
142 with newspapers and magazines.
125 with libraries—average volumes in owners' homes, 106; in tenant homes, 95.
132 with telephones.
80 with pianos.
79 with automobiles.
76 with vacuum carpet sweepers.
76 with gas or oil stoves.
72 with furnace heat.
68 with power washers.
63 with gas or electric lights.
57 with running water piped in.
55 with refrigerators.
47 with bath rooms.
45 with open-air sleeping porches.
36 with gas or electric irons.
34 with indoor toilets.

These figures appear in a bulletin just issued by the Iowa Agricultural College at Ames.

If your community can't make as good showing as this, it is up to you to do your part in helping to provide them with such as they need for their comfort and pleasure.

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## IN COLLECTING INSURANCE, TAKE NOBODY'S WORD BUT THE COMPANY'S

(Copyright by Elton J. Buckley)

I have many times, through these articles, suggested that business men ought never to forget that in matters connected with their fire insurance, they should never take anybody's word but the company's. I have also reiterated this to my own clients many, many times, but again and again instances occur which show that business men are at no point of their business more careless than they are at this point of getting things pertaining to their insurance done that have to be done for their own protection.

Lying before me at this minute is the report of a case which beautifully illustrates this. A retail dealer in a small city had a fire which destroyed most of his stock and fixtures. There was a chap in the town, a typical local insurance agent, who had placed all his insurance, and the retailer relied upon him absolutely to see that everything was right. Apparently he had never read a word of any of his policies, but depended on the agent to keep him straight.

This retailer carried plenty of fire insurance to cover his loss, and a day or two after the fire he dropped into the agent's office and told him about the fire. "I told him," he says, "about what I lost; and he wrote it down and said all right, you go home and do nothing until I have an answer from the company. When I have an answer from the company I will let you know."

The merchant heard nothing and several times more got in touch with the agent, each time receiving the same answer.

Under the terms of his policy this man was obligated to furnish proofs of loss to the local agent within twenty days and to the company within sixty days. By reason of what the agent told him, he did not do this. The sixty days passed and he had filed no proofs at all. The company then refused to settle because of the absence of proofs and the merchant had to sue. His theory was that "notice to the agent was notice to the company, and the agent's action must be considered to have waived any requirement as to further proof of loss."

The jury gave him a verdict, but the court took it away from him, and when the case was appealed, the highest court said, too, that he wasn't entitled to recover anything. It expressed regret that it felt obliged to decide this way, but said that the case was clear. The terms of the policy were plain, they had not been complied with, there was no good reason for the non-compliance and the company had not waived its right to object. Therefore it was not obliged to pay the insurance. I reproduce a part of the court's opinion and I hope every reader hereof will read it twice:

The conduct of the agent was such as to make the plaintiff believe that nothing further was required of him until the agent sent word. This court, however, has repeatedly held that such verbal promises do not release the insured from the terms of the policy. It is not contended by the plaintiff that he ever had any correspondence with the company at its home office or that he ever saw or spoke to any officer, general agent, adjuster or other person specially delegated to adjust and settle his loss. To excuse his own non-performance of the plainly expressed covenants of his contract the insured relies solely upon a verbal promise of the local agent that he would do whatever was necessary and that the insured need do nothing. There was no agreement of any kind indorsed on the policy to in any way vary its terms and no attempt made to prove that the powers of the agent conferred on him by the company, were other or greater than those usually possessed by the local soliciting agents of insurance companies. If the insured, under such circumstances, chose to rely on the voluntary promise of the local agent as his warrant for expunging from his contract some of its important provisions and ignoring the warnings therein given against such attempts to alter or waive the terms of the writing on which his claim is founded, he placed himself in a position where, if deceived or lulled into security it was not by any act of the company, but by trusting to the mere opinion of one who had no authority to bind the company by any such expression.

I have a pretty poor opinion of an insurance company that would take a position like this, but nevertheless they can take it under the law if they wish to, and always get away with it. I also have a pretty poor opinion of an insurance agent so ignorant as to betray his customer into such a situation, but I repeat, it is the law, and there is only one way to get around it. First know what is in your policy and then comply with it. At least, go to your agent and say, "I want you to tell me what I have to do under my policy in order to collect my insurance." Do that at the very least, and never take his word that this or that isn't necessary, "I'll attend to it for you." Do it yourself—always.

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## COSMOPOLITAN CALIFORNIA

A Missouri subscriber contributes this:

The Californian gets up at the alarm of a Connecticut clock; buttons his Chicago suspenders to Detroit overalls; washes his face with Cincinnati soap in a Pennsylvania basin; wipes on a Rhode Island towel; sits up to a Grand Rapids table; eats Kansas City meat and Minneapolis flour with Idaho potatoes cooked with Nebraska lard on a St. Louis stove, burning Wyoming coal; puts a New York bridle on a Colorado broncho, fed with Iowa corn; plows ten acres of land (covered with Ohio mortgages) with an Eastern plow. When bedtime comes he reads a prayer written in Jerusalem; crawls under a blanket made in Jew Jersey, only to be kept awake by fleas—the product of his own state.

Here is a chance for some of our California subscribers to "come back" at this.

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"Think BIG and your needs will grow,
Think small and you'll fall behind.
Think that you CAN, and you will;
It's all in your state of mind."

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## WHAT ABOUT YOUR STORE'S BIRTHDAY?



A merchant may forget his own birthday, but he misses a great merchandising opportunity if he fails to celebrate his store's anniversary.

It is just as applicable to dealers in hardware, house furnishings, auto accessories, as any other line.

It does not matter if you have allowed your store's previous birthdays to go by unheralded and unsung, take care of the birthdays to come.

According to W. R. Hotchkin, who made a great reputation as Advertising Manager for Wanamaker's and later for Gimbel's, "no other occasion all the year round presents so many valuable possibilities as the "Anniversary event". Nor does it make very much difference whether the birthday to be celebrated happens to be the first or the fifty-first.

Naturally, the store which has been in business a long time ought to have attained a greater measure of success than a younger establishment, but as the significance of a Birthday Sale lies in the fact that it offers the store in question an opportunity to reciprocate to the public for the patronage it has enjoyed in the year which has just passed, it matters very little which particular milestone in the store's career is about to be reached.

Most of the bigger stores make capital out of their birthdays, but the smaller merchant is too apt to pursue the even tenor of his way with little to distinguish one day's business from another's.

It is not necessary for a small retailer to stage an elaborate parade or to take big space in the daily newspapers in order to announce his coming anniversary. All the preliminary publicity required can be satisfactorialy secured through a well-worded, neatly-printed circular letter or card sent out a day or two before the event to the store's regular customers as well as to a selected list of prospects. The decoration of the store itself and the effective appeal of a few "Birthday Bargains" in a well-dressed window may be relied upon to draw the trade of the casual passer-by.

An appropriate feature which proved successful in a store celebrating its 14th anniversary was a 14c sale. All prices were in terms of 14c—14c, $1.14, $2.14; $3.14, etc.

Very often a manufacturer or jobber can be induced to quote a special price on a number to be featured at your Birthday Sale, but care should be taken to offer only first-class merchandise on these events. When your customers remember your birthday, you want them to remember it kindly.

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Make your store look bright from the outside, but not so bright that it will be the lights that will attract attention rather than the store or the goods.

## OF INTEREST TO OUR CALIFORNIA READERS

California dealers handling guns, ammunition and fishing tackle will be interested in the following resolution adopted by the California Fish and Game Commission at its last meeting, making changes in the executive office by discharging Carl Westerfeld and appointing in his place Charles A. Vogelsang, who formerly held a similar position, and has taken a constant interest in fish and game affairs for over twenty years in this state.

As most sporting goods houses have considerable business relations with the Fish and Game Commission through the handling of hunting and angling licenses, particularly in Southern California, where the "commission of 10 per cent to actual retailers" system was inaugurated by Commissioner M. J. Connell, the trade will probably continue to watch the operations of that board more closely than in other states where this business relation does not exist.

The full text of the resolution reads as follows:

Whereas, charges reflecting upon the integrity of two of the members of the Board of Fish and Game Commission, namely, M. J. Connell and F. M. Newbert, have been presented to the governor of the state by the executive secretary of the board, Carl Westerfeld; and,

Whereas, the falsity of these charges is not only known to the commission but has been established by answer and evidence submitted to the governor, and,

Whereas, due and ample time has been given to the executive secretary to substantiate the false charges so by him preferred, and he has absolutely failed to do so, and

Whereas, these charges were preferred by a disgruntled salaried employe of the board, only after his resignation had been demanded, and

Whereas, it is most manifest, such an employe should no longer be in the employ and be paid a salary by the state, therefore,

Resolved, that Carl Westerfeld be and he hereby is immediately discharged from his position as executive secretary of the Fish and Game Commission of the state of California.

---

A successful merchant in Illinois has a set of window signs arranged that he claims do him a world of good. Here they are:

"Do you know any good reason for trading elsewhere? If so, tell us."

"No sale is a sale here unless you are satisfied."

"Your money's worth or your money back."

"We aim to please. Is our aim true?"

"You are our guest."

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Every man imagines that he is some other man's best friend.

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# WINCHESTER







3-Oz. Can retailing for 30c




In cartons, for counter and window display

## ONE OF THOSE *BIG* LITTLE SELLERS

FORTY-NINE out of fifty customers who enter your store have all kinds of needs for Winchester General Utility Oil. Around the home, office, factory, farm, store. They only need to be reminded.

For this handy preparation not only lubricates, but cleans, polishes, and prevents rust, too.

We couldn't begin to tell you how many uses your customers will find for Winchester General Utility Oil. They include such diversified uses as oiling sewing machines, electric fans, skates, talking machines, locks, hinges, baby carriages, tools, electric motors, etc.—polishing furniture, glass bathroom fixtures—preventing rust on barbers' and dentists' instruments, as well as lubricating them.

A light-weight, pure, mineral oil that is unaffected by time or temperature. Doesn't

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gum, dry out or become rancid in hot weather, as so many light-weight oils do.

## Easy to Handle—Easy to Sell

Already packaged for you, occupying small space on your shelves or counters, with a selling price that represents "small change" to customers. Winchester General Utility Oil can be made to pay you attractive, steady profits as a quick-turnover item.

Prove it by trying this: Make a point of showing every customer entering your store a 3-oz. can or 1-oz. bottle of Winchester General Utility Oil, explaining a few of its uses. You'll score a sale in **almost every instance!**

Keep the handy display cartons in your window and on the counter. Letter some cards to fit the season's oiling uses, and display them, too.

Try these and any other sales ideas you may have. No doubt you can think up many good ones. With a little steady effort Winchester General Utility Oil can be made to give you a strong and regular flow of profit.

WINCHESTER REPEATING ARMS CO.
NEW HAVEN, CONN., U. S. A.




**These attractive display cartons help your sales**




**1-oz. bottle, retailing for 15c**

# GENERAL UTILITY OIL

# WINCHESTER

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# Accessory Men In Enthusiastic Convention

ANY trade convention that involves the attendance of almost 1000 persons is of national importance and cannot help but make its impression in commercial history.

Last month automobile accessory manufacturers and jobbers from all over the United States gathered together at Del Monte, California. The men from East of the mountains with their wives and families traveled on special trains, under the direction of the Automotive Equipment Association's genial and competent commissioner, Wm. M. Webster, and his equally genial and efficient assistant, Geo. Fritz.

The Jobbers and Manufacturers' representatives of the Pacific Coast were present in large numbers, so that Del Monte was a busy hive of accessory bees for the week. The wives of the trade were there, too, and these women showed themselves interested and apt students of the accessory business.

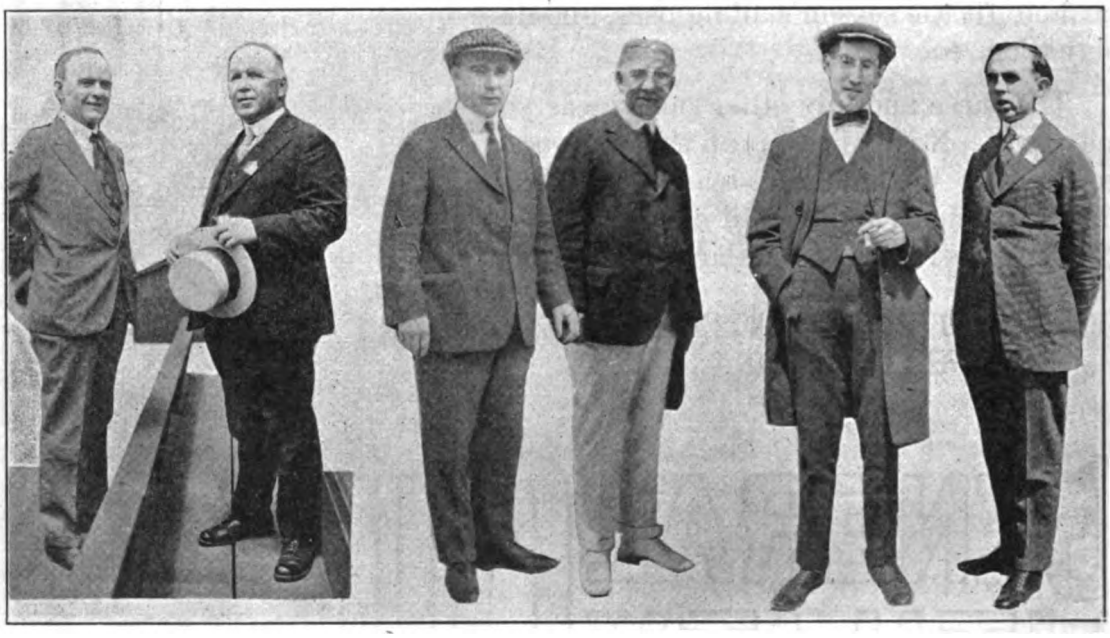
Problems connected with the industry were considered from all angles, although the social features of the convention were not neglected. There was a tennis tournament under the direction of B. M. Ash of New York, a golf tournament under the direction of P. H. Lyon of San Francisco, motor trips over the Seventeen Mile Drive for all present, and a boat ride on San Francisco Bay, given by the California Jobbers.

One of the strongest features of the Association is the social feature in connection with its conventions. The expenses of delegates are paid by the Association by refunds from the National dues. Thus a representative group of men always attends every convention, and the leaders of the trade come to know each other. To be a delegate, one must be a member of his firm.

It is not often in any industry that jobbers and manufacturers get together in conventions twice a year, side by side, and work out their mutual problems together.

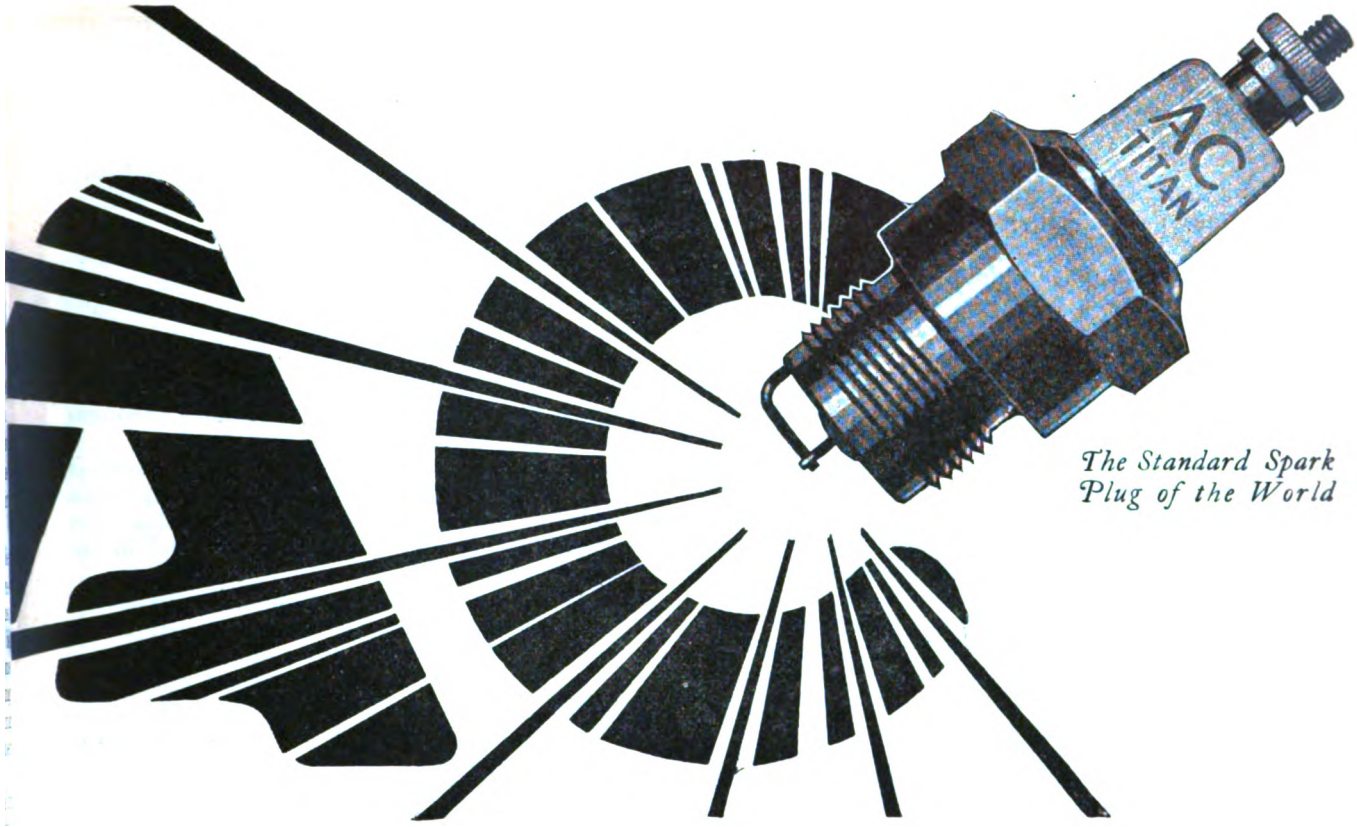
The Accessory Trade sets a proud example here. Although problems of the industry receive careful consideration at the conventions, perhaps the greatest benefit to the industry is the pleasant friendship and closer associations among the members that grow out of traveling together, living together for a week, playing golf together, and having their meals together in family parties.

During the deliberations of the convention questions and gentlemanly discussions arose between the jobbers and manufacturers. Yet how much more fortunately for the industry and how much better these questions could be settled with the parties right together, rather than in separate conventions, by factions.



On the left Secretary Robert W. Martland of the California Automobile Trade Association is proudly smiling while President R. R. Englehart of the Automotive Equipment Association congratulates him on the cooperation which the far western organization has created between manufacturers, jobbers and the trade. We are fortunate in illustrating one of the effects of the Convention when Chas. F. Wright of Ballou & Wright of Portland, Oregon, and Harry Warner of Marshall-Wells Co., Portland, Oregon, held hands and forgot all jobbing rivalries. With the cigar and straightforward expression is Lincoln T. Kauffmann, President of the Auto Leather Mfg. Co., Arlington, N. J. At the extreme right is Geo. H. Treviranus, Sales and Advertising Manager of the Gemco Mfg. Company, Milwaukee, Wis. Mr. Treviranus showed his natural gallantry by removing his hat and undergoing a bright sun glare for us. His upright carriage well illustrates his method of doing business and that of the Gemco Company.

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*The Standard Spark Plug of the World*

# An Important Notice to Spark Plug Dealers and Users

Through Government disposal, a quantity of AC Aircraft Spark Plugs are being placed on the market, and efforts made to adapt them to general use by means of adapter bushings.

These plugs, being AC made, are of first quality in every respect, and unequaled in the service for which they were designed. In all 'round automobile work, however, for which they were never intended, they develop serious limitations.

This type of AC Plug is specified for high compression duty in aircraft engines. Their shortness of thread and shortness of porcelain insulator will cause them to foul and short circuit rapidly if used in a motor operating at normal speeds and under normal temperatures.

Adapter bushings will not enable aircraft plugs to give the satisfactory service that distinguishes the AC Titan in automobile operation, because the spark will thus be set too far back, leaving a deep pocket between spark gap and combustion chamber.

Assure yourself and your customers the unvarying satisfaction of AC Titan service in motor car use by insisting on the regular AC Spark Plug that is designed and built for the specific duty to which it will be put.

Champion Ignition Company, FLINT, *Michigan*

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**Selling Cut Rate Jobbers**

Very naturally, the question of the cut rate supply houses came up and the jobber members of the Association were anxious that manufacturers refuse to sell these houses. The members of the trade in the Northwest advanced a complaint that large jobbing houses further east were in the habit of buying in large quantities and disposing of the surplus outside of their natural territory, notably in the Northwestern States.

On the other hand, manufacturers call to the attention of the jobbing members the fact that too often inferior goods were purchased from illegitimate producers and sold under the reputation or indirectly through the advertising of standard manufacturers.

The old question of terms was of course discussed. We simply touch upon these points in particular, to show how such joint conventions can effectively handle the questions that affect both jobbers and manufacturers.

During the convention the joint sessions are generally held in the morning, whereas in the afternoon the manufacturers and jobbers meet separately. Of course, the committees meet between times, and there are many of them.

**Attitude Toward Hardware Trade**

During the meeting the question of new members came up and the Membership Committee made a particular request to the Association that a broad stand be taken in admitting new members. It seems that in the past jobbers in some localities sometimes resent the admittance of a competitor.

Commissioner Webster and President Englehart joined in urging the Association to be broad-minded in admitting all legitimate jobbers and manufacturers who should apply. By legitimate, of course, the Association refers to those who are engaged in the manufacture and distribution of automobile accessories through the regular standard channels of trade.

In this connection those who have entered the automobile accessory business through the hardware trade would enter a special plea that the Association be equally broad minded in its dealings with hardware men.

Many lines of tools are standard auto accessories and the hardware trade handled these tools long before there was an automobile.

Furthermore, there are heavy buyers of automobile accessories among the jobbers whose institutions have handled hardware lines and distributed through hardware merchants for many, many years. These tool manufacturers and hardware jobbers are, many of them, members of the Automotive Association, and good members. There is no reason in the world but that the best of feeling should prevail between the hardware and the exclusive automobile accessory trade.

**Hardware Stock Includes Accessories**

The hardware jobbers already carry in their



Winter, Summer, Spring and Fall were each in order for the delegates during the week at Del Monte, and the dress of each season was represented. In this group A. C. Riddell at the far left, Western Representative for Van Cleef Brothers and the Barcalo Mfg. Company, is conferring with his new San Francisco Manager, Earl Jones. Beside them is E. C. Hillis, San Francisco Manager for the Electric Appliance Company, prepared for the warmth of summer. The mountains met the sea when W. L. Hunsacker of the Capital Electric Company, Salt Lake City, stood beside B. B. Stimmel of the Times Square Auto Supply Company's San Francisco branch for a picture. On the far right are father and son in the Guthard family. The son, E. C., is President of the E. C. Guthard Company, large manufacturers in the accessory line. C. H. Guthard, Sr., is President for the Northwest Automobile Supply Company at Billings, Montana, and an active distributor of his son's merchandise.

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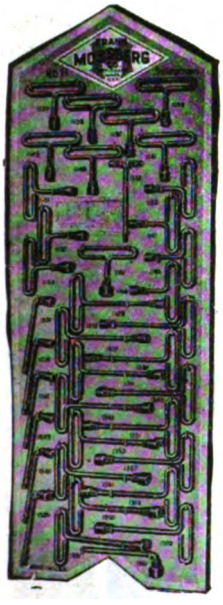


# MOSSBERG

## ALL STEEL
## Wrenches and Tools

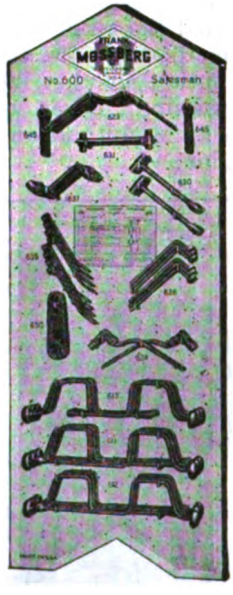
## More Sales
## More Satisfied Customers

How often is it necessary to turn away the prospective purchaser of a wrench because you are unable to supply the particular type of wrench desired?



The progressive dealer overcomes this handicap by stocking the Mossberg line of All Steel Wrenches. Its completeness makes the possibility of a sale greater. Whatever the size of nut—whether square or hex, there is a Mossberg wrench to handle it. No matter how unusual the purpose for which the wrench is needed, there is a Mossberg to meet the demand.

The garage man, the motorist, the expert machinist, the marine engineer, each with his particular needs, can find the right wrenches among your Mossberg stock. And he knows that the Mossberg may be relied upon. He is familiar with its reputation for strength and service.



Send for complete 1920 catalog.

# FRANK MOSSBERG CO.

Wrenchsmiths for 20 years

**Lamb St., Attleboro, Mass., U. S. A.**

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stocks countless items in the accessory line, such as repair tools, enamels, lubricants, and all lines of standard mechanical goods.

**Hardware Dealer is a Natural Merchant**

His sales force has been trained to deal in mechanical goods and the citizens and townspeople who are his customers, the retail buyers, naturally go to the hardware store for tools and for all articles of a mechanical nature. He is equipped by years of training and merchandising study to handle accessories most satisfactorily.

With the coming of the automobile, necessarily garages have come into being and the car owner uses the garage for storage, repair and for service to his car. Yet he still buys his tools and mechanical goods where he always bought them, and it is natural that he should also buy the equipment for his automobile.

The garage man is often poorly situated for selling goods. He is a seller of service. His employes are in overalls and retailing merchandise is often an interruption for them. The wide-awake hardware dealer has everything at hand to handle automobile accessories successfully.

The organization of the hardware jobber is thorough and complete, so that he covers the entire trade. Here is a perfectly natural outlet for automobile accessories.

**Differences in Western Conditions**

It is certain that the manufacturers who attended the recent convention returned to their home plants more alive to the conditions of distribution in the West. The West from the Mississippi River on, particularly from the Rocky Mountains on, is primarily a distributing region.

The Western trade is far separated from the center of supply and from the large manufacturing regions. The jobbers and representatives are important agents in the trade, more important than in any other region. Furthermore, the retail merchants and buying centers are widely scattered, sometimes by great distances.

It has always been our proud conviction that as a rule the Western retail merchant is more wide-awake, thoroughly alive to his opportunities, more aggressive and less guided by old habit than is the eastener.

**Western Merchants Wide Awake**

For this reason the hardware trade of the West is so important an agent and such a vital one in distributing automobile accessories. Undoubtedly the hardware jobbers and dealers will become more and more influential factors in handling the automobile accessory business.

We see no reason for trade jealousy or ill-feeling. Surely the manufacturer wishes to utilize all channels for the distribution of his products. The hardware man does not wish nor claim to handle the entire volume of the automobile accessory industry.

On the other hand, he cannot help taking care of his logical share of the accessory business and this share is very large. The hardware and automobile accessory jobber go side by side to the retail merchant, one to the hardware-accessory man, the other to the garage-accessory man. Often a logical line can be drawn between the garage man selling service and the accessory hardware man, selling merchandise.

**Big Men in Attendance**

After all is said and done, the main feature of the Convention was indeed the importance of the men who attended, the officers and dele-



Some companies were represented by individuals, some by a pair of delegates, and some by considerable parties. Here are two such parties. The Champion Spark Plug group, on the left, includes W. J. Shay, C. B. Clark, G. F. French and A. S. Hicks. In the congenial circle on the right are some of the western delegates, including Harry Warner of Marshall-Wells Co., Portland, Oregon, Mrs. Earl Reynolds, Tacoma, B. Godfrey, manager McKay Norris Mfg. Co., San Francisco, Mrs. Ed Norris, Seattle, R. H. Flanigan of the Walden Worcester San Francisco branch, and Mrs. "And" Reynolds of Tacoma.

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# RUSCO
# BRAKE LINING



## The Rusco Road
## The Safe Road

You can make every road a Rusco road. Rusco Lining on your brakes will do it. It is the lining that never fails you on the steepest grade or in sudden emergencies.

It grips and holds when you need it most. Unaffected by heat, it resists wear and tear, use and abuse, longer than other brake lining. Tests have proved this.

*Guaranteed for One Year*

---

**The Russell Manufacturing Co.**
**Russell Avenue, Middletown, Connecticut**

**Branch Offices**

NEW YORK, 349 Broadway
ATLANTA, 60 S. Forsyth St.
CHICAGO, 1438 Michigan Ave.
DETROIT, 226 Jefferson Ave., E.

**Western Representatives**

John T. Rowntree, Inc., Los Angeles, Cal., San Francisco, Cal., Seattle, Wash., Salt Lake City, Utah, Denver, Colo.

**Southwestern Representatives:** Ware Sales Co., Dallas, Texas

*Wears Longest*
*— Grips Strongest*

**RUSCO**

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gates from the different companies and factories. In very fact, the leading minds of the accessory industry gathered together for a week of conference and companionship, and the business that was done, the friendships that were made, the understandings that were arrived at, can never be estimated.

To begin with, in its president and officers, the association is particularly fortunate. R. R. Englehart was elected president of the Association last fall in Chicago, and at the coming November meeting his term will expire. Mr. Englehart will not claim all credit for the convention, yet he could not have assured his political future more brilliantly than he did at the recent convention. His opening address to the delegates summed up conditions in the industry admirably and gave sound advice for the conduct of both manufacturing and jobbing business during the critical year to come.

Commissioner W. M. Webster surely can take his place with the famous members of the Webster family as a great leader of men. The growth and conduct of the Association during its five years of life is a tribute to his organizing ability and to the respect which he commands from all men in a mighty industry. During the convention itself, he relieved President Englehart of much of the detail and nothing seemed to escape his watchful eye. In fact, Mr. Webster seemed to anticipate questions and situations before they arose.

**A Few of the Notables**

Vice President Stranahan of the Champion Spark Plug Company was an inveterate golfer during the Convention. Mr. Stranahan is one of the present day leaders whose success and achievement is entirely due to his own efforts and who has built his own business from the start. Such an immense organization as that of the Champion Spark Plug Company is almost unthinkable as the handiwork of one man, yet as we understand it, Mr. Stranahan is practically solely responsible.

Although L. P. Halladay of Streator, Illinois, one of the officers of the Association, had made his reservations to attend the sessions, he was unable to make the trip at the last moment. Mr. Halladay is a most faithful member of the Association, but he is also true to his business and he is one of those men who feels that highest service to the industry can sometimes be manifested by keeping the wheels of industry running. The L. P. Halladay Company, however, was ably represented by Dean L. Moberley and W. J. Heineke, Sales Chiefs.

One of the largest and strongest delegations representing a single factory was that from Black & Decker Mfg. Company at Baltimore, Maryland. The party included Mr. and Mrs. R. G. Ames, Mr. and Mrs. R. W. Proctor and Mr. and Mrs. S. D. Black. We shall have more to say of this splendid institution in our next issue.



One of the notable features of the Convention was the opportunity offered to accessory manufacturers to confer with their western representatives. On the left S. F. Beatty of the John T. Rowntree Company is characteristically with T. H. Van Horn of the Harvey Spring and Forging Company, Racine, Wisconsin. In the center is Thomas M. Gardiner, active sales representative for the Boyle Mfg. Company at Los Angeles. On the right is Geo. H. Wilkins of the Keystone Reamer and Tool Company, Millersburg, Pa., with Mrs. Wilkins and Geo. T. Sprake of the Sprake Sales Company, western sales representative.

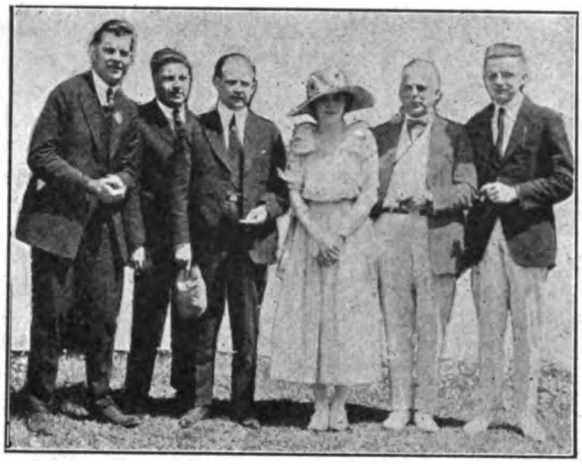
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*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE CO., Trenton, N. J.**

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SIX WALDEN-WORCESTER BOOSTERS

This group represents the happy members of the Walden-Worcester family, including Mr. and Mrs. Lyman Bellows, F. H. Bellows, John Craig, L. A. Raasch and Dick Flanagan. Walden-Worcester left a lasting impression on the delegates by distributing packs of cards, as well as creating packs of congenial good fun.

J. A. Knight of the J. & B. Mfg. Company of Pittsfield, Massachusetts, was without doubt the most active delegate at the Convention. Before the session was over there was no one within miles of Del Monte who did not know Mr. Knight and who had not enjoyed his personality. He entertained the delegates with sleight of hand in the evening, he distributed a souvenir gaming board which took the Convention by storm, and when he could find nothing better to do he borrowed a star from the local police and proceeded to institute a reign of terror.

The Canadian Fairbanks-Morse Company, of Montreal, Canada, is a strong and valuable member of the Association and largely through the fine representation of A. J. Hopkins. The Fairbanks-Morse Company are important accessory distributors in Canada and Mr. Hopkins is high in counsel, especially in buying.

### Mixing Vacation and Business

C. R. Swisshelm of the Crescent Tool Company of Jamestown, New York, is another strong member of the Association who had to cancel his reservations at the last moment. There are so many hours between Jamestown and Del Monte and manufacturing conditions are so critical that it is small wonder that some of the big men of the industry could not leave their desks..

H. B. Burlow, sales manager for Templeton, Kenley & Company of Chicago, has had a mighty responsibility on his shoulders in building up the sales department for the company with which he is connected. It is a long time since he has had a vacation and he took advantage of the opportunity offered by the Convention to spend an extra week on the California Beaches before his return to Chicago.



MANUFACTURERS IN THEIR EASY MOMENTS

All of the delegates took full advantage of the opportunities which Del Monte offered for rest and relaxation. Fenton Lawson of the F. H. Lawson Mfg. Co., Cincinnati, strolled on the porch with his newspaper. J. E. Duffield of the New Era Spring & Specialty Co. was faithful to the tennis courts. George Bouthinon, the gaming Frenchman of the Spencer Metal Products Co., Spencer, Ohio, was ready for all sports in all forms, at all times.

H. E. Duffield of the New Era Spring & Specialty Company proved to the delegates that business can be mixed with pleasure. As a side interest he was in charge of the tennis tournament. He was also a most interested and invaluable member of the Association committees and a leader in convention work. Mr. Duffield is one of the men who did not take the Convention just as a vacation, and yet he returned from it refreshed.

We could go on indefinitely mentioning men who went to make up the strength of the Convention. In fact, there is no logical place to stop.

### Far Western Jobbers as Hosts

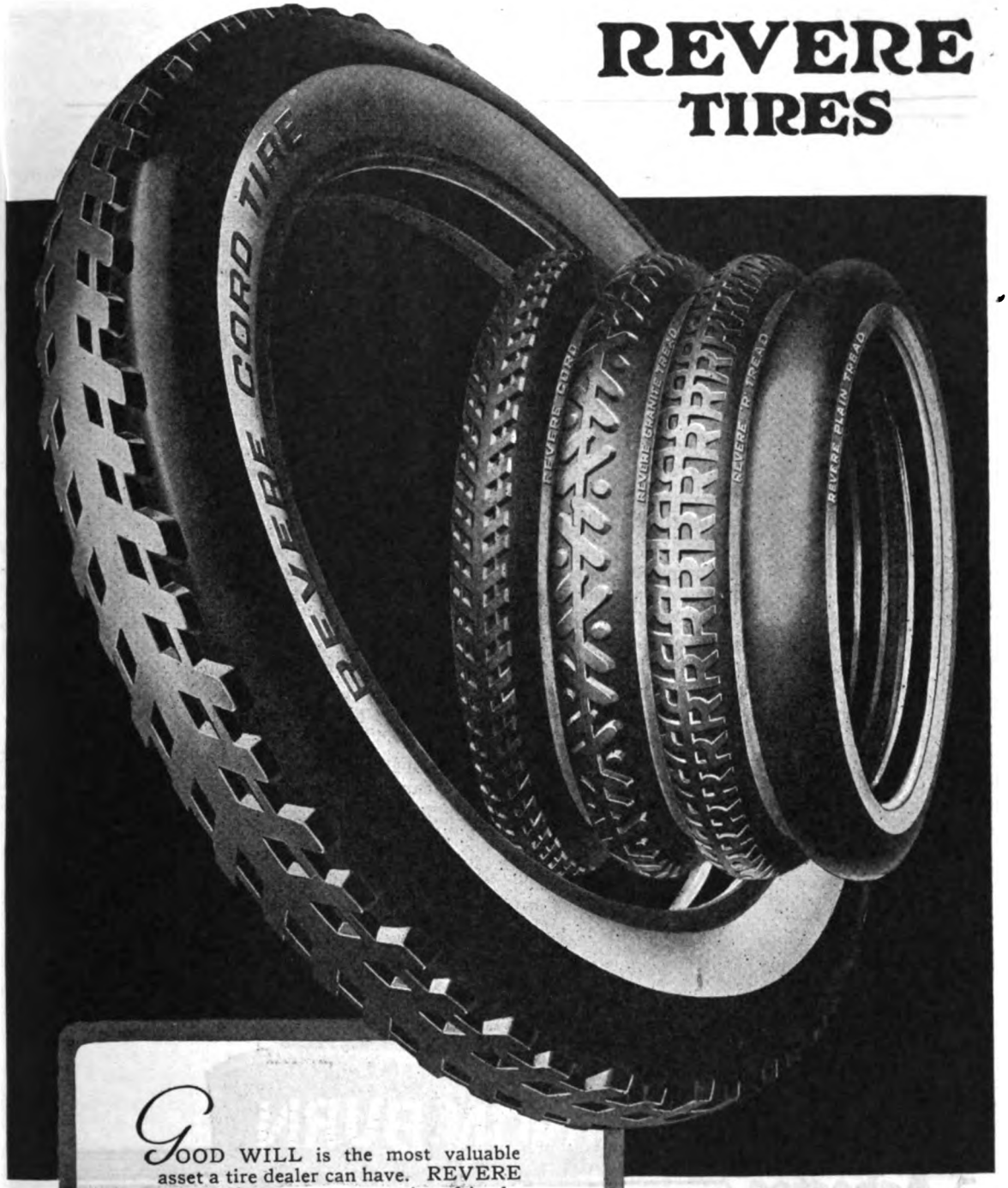
Among the far western jobbers represented, Chanslor and Lyon perhaps led with the largest number of delegates. Weinstock-Nichols were, of course, represented by both Mr. Weinstock and Mr. Nichols. C. C. Monteen, department chief for automobile accessories and electrical goods, represented Baker Hamilton & Pacific.

Many other jobbers, including such well-known and progressive institutions as McCoy Motor Supply Co., Electric Appliance Co., Beckley, Ralston & Co., Latham Davis & Co., and others, did their full share in the work of the Convention, as well as providing for the entertainment of the guests.

They added to the reputation of the West as men and institutions who know how, and we

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# REVERE TIRES




GOOD WILL is the most valuable asset a tire dealer can have. REVERE TIRES develop customers into friends, and establish a trade that challenges competition.

Sell a well established line—that will net you a legitimate profit on every sale.

**REVERE RUBBER CO.**
1790 BROADWAY
NEW YORK


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# *Selling the idea*
## *to the motorist*
### *through Brake Lining*

IN your capacity as technical advisor to the motorist, you have an opportunity to profit by the economy idea.

Take brake lining, for instance—you know one big feature of Johns-Manville Non-Burn Asbestos Brake Lining is economy.

Economy because Johns-Manville Non-Burn is made of Asbestos—the only material that is fit to stand the terrific heat and grinding wear of braking service.

Economy—not only in purchase price, but for the longest service per dollar that any lining can give under any conditions.

Play up this economy idea—it's a fact—backed by Non-Burn—the worthy representative of Johns-Manville Asbestos in the Automotive Field.

And as to profit—ask your jobber to show you what others, who handle Johns-Manville Non-Burn, are doing right now.





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# of economy
## at a profit

### and Speedometers

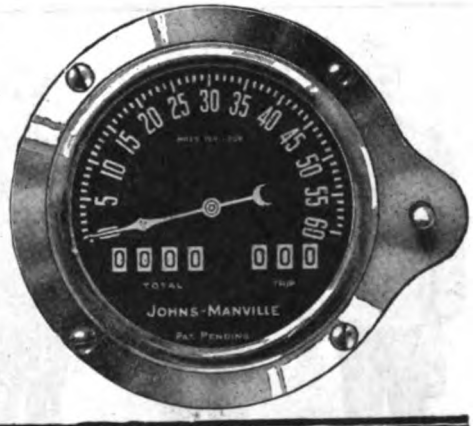
NO matter how good a guesser a motorist is, he can't tell how many miles he rides for a dollar unless he has a speedometer.

Tell him so. Show him why he needs a Johns-Manville Speedometer on his Ford car to keep track of expenses, to check the speed and know the distance traveled.

Sell him the economy idea in a Johns-Manville Speedometer. Go after the Ford owners especially. The Johns-Manville Speedometer for the new Fords can be quickly attached to the instrument board—it's made to fit exactly. Mechanically it's a precision instrument,—yet a simple one, without a single unnecessary part. Even the gear elbow is replaced by a gentle curve in the cased drive shaft.

You certainly can talk economy to the man with a Ford,—and there's real profit in it for you.

Our Jobber-Dealer Sales Policy assures you real trade protection. Write for details.




**Price complete, $16.50**
**West of Denver, $18.00**

H. W. JOHNS-MANVILLE CO.
New York City
*10 Factories—Branches in 64 Large Cities*
For Canada, Canadian Johns-Manville Co., Ltd.
Toronto

# MANVILLE
## EQUIPMENT

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can only regret that a number of snap shots taken by our photograhper were either out of focus or these men were so active it was impossible to take a moving picture of them.

From the Northwest, Chas. F. Wright of Ballou & Wright of Portland perhaps headed the delegation, but along with him were such men as Harry Warner, automobile accessory man from Marshall-Wells, both Reynolds & Reynolds of Tacoma, and representatives of such institutions as Child, Churchill & Day from Spokane and some of the larger buyers from Seattle. The Sale Lake jobbing trade was ably represented by W. L. Hunsacker of the Capital Electric Co. and Ned Culver of the Motor Mercantile Company.

Since the far West is particularly a distributing territory, far removed from the manufacturers, factory agents and manufacturers' representatives are most important factors in the western trade. In fact, the leaders of the industry in the far West are perhaps to be found among the group of manufacturers' agents. Among such strong representatives is Norman Cowan, representing the Howe Lamp Company, N. A. Petry & Company and L. P. Halladay & Company. Mr. Cowan was present the entire week and proved himself an able fisherman as well as a finished accessory man.

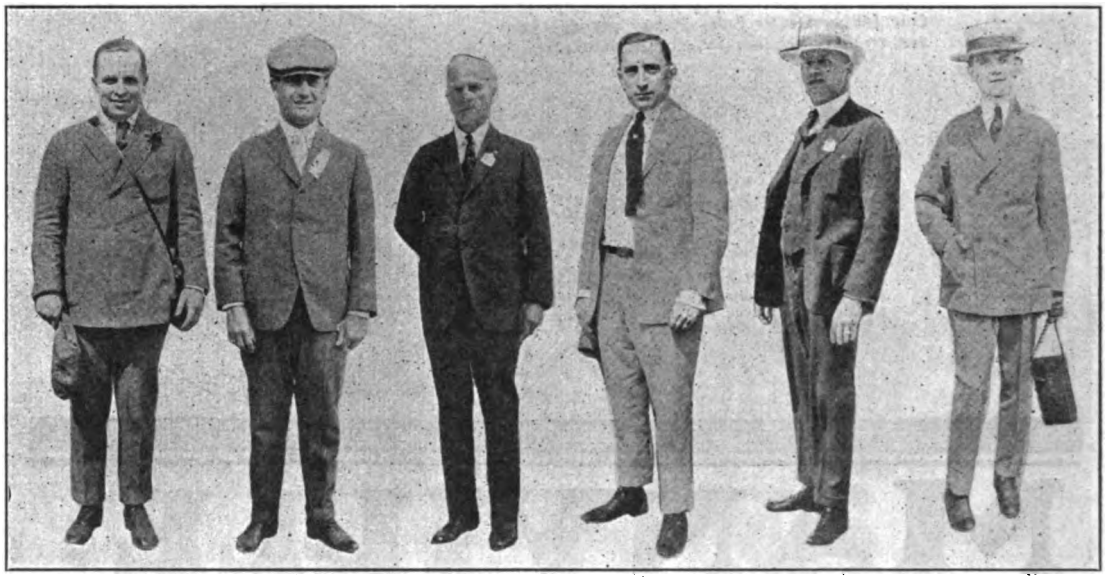
"Rings may come and rings may go, but McQuay-Norris Leak-Proof ring on forever." This is the trade situation for McQuay-Norris Leak-Proof Piston Rings in the West, as summed up by W. B. Godfrey, manager of the San Francisco branch at 1660 Pine Street.

Many conventions need a sheriff in attendance, but not all conventions can boast of two sheriffs. The pair at Del Monte were James R. Shirreffs, Sr. and Jr., of the S. & M. Lamp Company of Los Angeles. It was mutually interesting when these far-western manufacturers met the producers in similar lines from east of the Rocky Mountains. The S. & M. Lamp Co.'s output is handled by the Consolidated Sales Company at San Francisco.

Among other representatives who were there in person or who were represented, might be mentioned the John T. Rowntree Company with S. F. Beatty, C. W. Gause with E. C. Anderson, the Gilbert Sales Company, E. C. Riddell, the Sprake Sales Company with Mr. Sprake. There were so many more that we could not make the report complete if we should try.

From start to finish there was a certain informality at the Convention, particularly as to the program. Nothing was cut and dried. It was one of those rare occasions in life when so many opportunities presented themselves that it was possible to take advantage of only a small part and partially make the rounds.

Although the Automotive Association is only five years old, there is an organization of veterans right within the organization. The Ten Years Club is composed of delegates of those companies who were accessory manufacturers ten years ago. Naturally, the members are more proud than numerous.

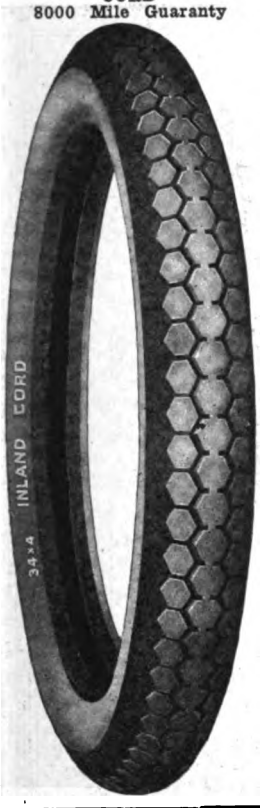


BIG MANUFACTURERS WHO STAND ALONE

George S. Everhart is president and proprietor of the Giant Grip Mfg. Co., Oshkosh, Wisconsin, as well as the inventive genius responsible for the company's products. Percival Stern, with his cap on, is president of the Interstate Electric Co., New Orleans, and was chairman of the Convention's important membership committee. W. R. Snyder represented the Frank Rose Mfg. Co. of Hastings, Nebraska. As for H. B. Burlow, sales manager for Templeton-Kenley Co., Chicago, he might just as well have been at Palm Beach as at Del Monte, as far as his spirits and equipment were concerned. O. Albertson, president of Albertson Co., was on the alert at all times and under the guidance of his good western representatives, C. W. and F. N. Jonas. In view of such a goodly representative as C. W. Hauck of the Perkins-Campbell Co. of Cincinnati, our readers will realize how it is that the latter city has become important as an accessory manufacturing point.

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CORD
8000 Mile Guaranty




# Ehman Products

**Conservatively Guaranteed**

**Generous Excess Mileage Assured**

## *Better Tires*

*at*

## *Moderate Cost*

Applications invited from responsible Jobbers and Dealers desirous of featuring a special high grade product at a moderate price.

## Ehman Tire & Rubber Co.

**MAKERS OF PNEUMATIC AUTOMOBILE TIRES AND INNER TUBES**

**General Offices:**
**176 N. Michigan Ave., Chicago, Ill., U. S. A.**

FABRIC
6000 Mile Guaranty




B-N

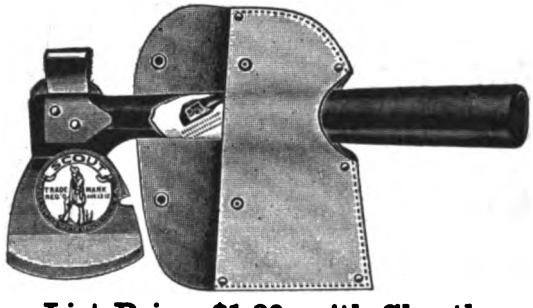
# THE "BUR-NOR" MOTORISTS' AXE

**IS INDISPENSABLE TO EVERY TOURIST**

**Used for Repairing Fence, Broken Springs, Building Fires and as a Hammer**

ONE OF THESE
IN YOUR WINDOW
WILL SELL DOZENS

Guaranteed
Against
Breakage




Hollow Steel
Handle

Oil Tempered
Blade

**List Price, $1.90, with Sheath**

Dealers: Write us for discount and give your Jobber's name
Immediate Delivery

**BURGESS-NORTON MFG. CO., Geneva, Illinois**

1603 L. C. Smith Bldg., Seattle

REGISTERED BUR-NOR TRADE MARK

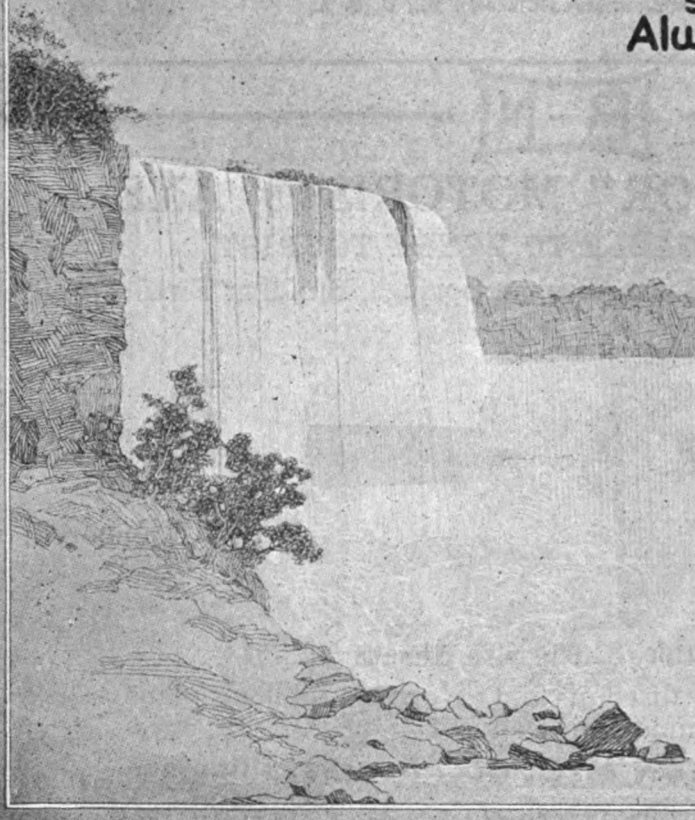
1430 Van Ness Ave., San Francisco


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Power



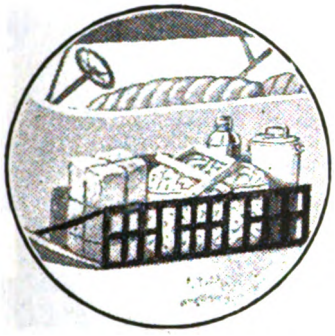

TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job



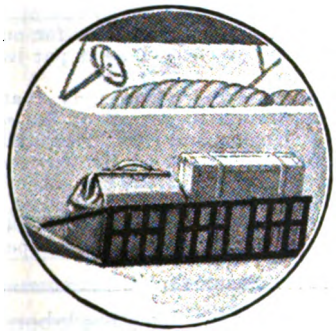
TUNGSTEN MFG. CO.
MARSHALLTOWN · IOWA


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# MORE LEG ROOM



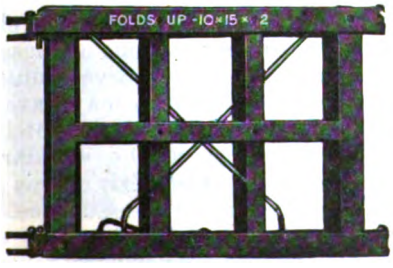
Picnic Party

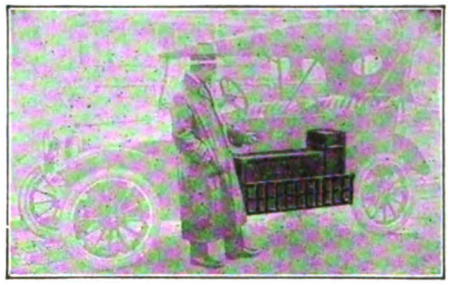


Salesman



Farmer Coming to Town



For Tourists

RIDE in comfort. Don't be cramped in the car. Have plenty of "leg room." Get a

## Rust Standard Detachable Folding Parcel Carrier

Strongest, most rigid carrier made. Ford touring car doors open above it. Does NOT clamp on with a small bite, at the edge of the running board, it's ALL ABOVE the board. Lasts a lifetime, fine for farmers, tourists, city delivery cars, traveling salesmen, campers, picnickers, ANYBODY. Put up in separate lock-end cartons. Folds up 10x15x2 inches, opens out 10x44; high grade of steel, baked japan to match fenders. Designed especially for the consumer who actually has use for a carrier.

**RETAIL PRICE $6.00**

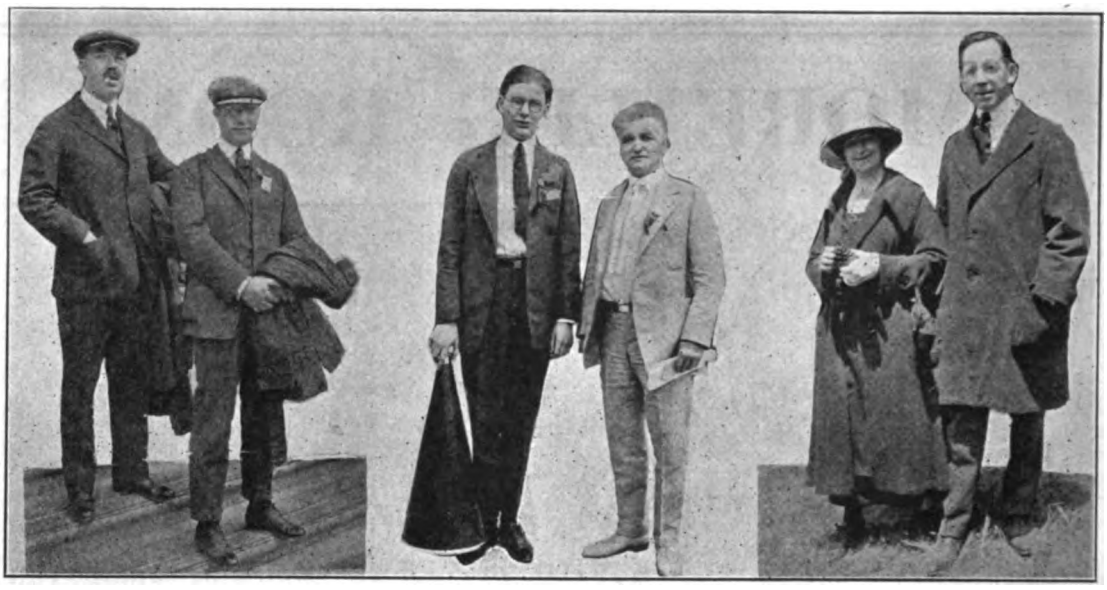
**Dealers and Jobbers:** The big sales season is on. Are you well stocked? We guarantee delivery. Write us direct.

## Rust Manufacturing Company

**Offices:**
**MARSHALLTOWN, IA.**
**3rd Ave. South**

**Factory:**
**MINNEAPOLIS, MINN.**
**1201 4th St. South**

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Chas. Rubel, president of Chas. Rubel & Company of Washington, D. C., rather took advantage of F. P. Gaul of Gaul, Deer & Shearer Company, Philadelphia, Pennsylvania, when he stood a step above him for our photographer. It is interesting to notice that many of these far eastern travelers across the continent put little confidence in California climate for June.

The Automotive Association should be proud of its several secretaries. We regret sincerely that two attempts at Commissioner Webster were unsuccessful. Of course it was impossible to get all of the secretaries together at one time, yet we were extremely fortunate in catching Chas. P. Hughes and Geo. Fritz. Mr. Hughes is Junior Field Secretary, and Mr. Fritz is National Field Secretary and able assistant to Mr. Webster.

Mr. and Mrs. Noah Van Cleef, of the five Van Cleef Brothers, manufacturers of automobile chemicals and cements at Chicago, Illinois, are to be seen on the extreme right. Mr. Van Cleef was one of the most alert and interested delegates at the Convention, and during his trip to the West he made a thorough, careful, painstaking survey of western conditions. One of the surprises of the Convention was the Van Cleef souvenir tape-measures that were distributed.

## JOY OF SALESMANSHIP

Salesmanship is the marshalled force of Courage, Conviction, Understanding and Determination, bearing the great message which unites the interest of coexistant affairs.

Salesmanship is progress nourished at the breast of Knowledge, guided through life by the unerring hand of Wisdom and Truth, developed in strength and power by Perseverance, and crowned triumphant by honest Endeavor.

When genius is inspired and the vision takes form, it heralds a faith in salesmanship to open anew the treasure chests of the universe. The long weary trail of experiment, the indifferent attitude of the cynic and the uncertainty of success have all held as their star of hope the ultimate employment of the master pilot salesmanship to lead them safely over the shoals of uncertainty. No ship of industry ever embarking, to safely reach its Mecca, has failed to give first heed to the guidance of salesmanship.

Everything in life is dependent upon it. Every dream of achievement unconsciously turns to it, and its success or failure is the wide gap between triumph and defeat. There is no calling in life upon which so much depends! Blot out salesmanship and all is stagnation. Cultivate true salesmanship as a science, eradicate all things that drag this great profession to the level of the wage earner, glorify it as a sculptor, an artist, a thinker, an explorer, a scholar or a scientist glorifies his labors for the mere ambition of creation.

Take pride in your salesmanship and enjoy the thrill felt by the architect who has lived to see the completed structure of his designing and planning.

If every salesman would put as much thought and heart into his sales effort as is given the product by its inventor and manufacturer, if every salesman could realize in time that he must know his product as the manufacturer knows it, and be able to expound its merits with that ease and confidence which carries conviction to the consumer, then the great ensemble will be singing together as the morning stars, and salesmanship will in fact be but the joining together of the loose ends of the silken skein that is woven into the perfect pattern of real accomplishment.

Give heed to the hour when men are chosen from the ranks to fill the positions of those who are now guiding our destiny. Give thought to the morrow when opportunities may have vanished. Be a leader of men, be a top-notcher, a quota man whose effort is the standard of achievement. Enter into the spirit of this great calling clothed in the armor of assurance, born of irresistible enthusiasm. Put aside every thought but this one, that somewhere, somehow, you are going to discharge a duty entrusted to your execution, and build a monument to the greatest profession on earth—salesmanship.



We give you a hearty invitation to visit the Hygrade factory and see how Hygrade Lamps are "persistently well made."



## Come to See Us This Summer

When you visit Plymouth this summer, don't forget to come to Salem, too.

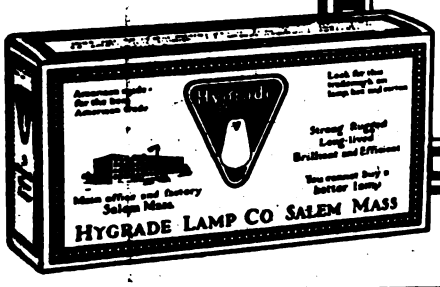
In Salem you can see Hawthorne's House of the Seven Gables and many other famous and interesting reminders of our forefathers.

And by contrast, near the foot of Gallows Hill, where the witches were hanged, the modern factory of the Hygrade Lamp Company.

Here Massachusetts workers, with Massachusetts thoroughness and skill, make a complete line of incandescent lamps, which dealers all over the United States are selling in increasing quantities at good profit.

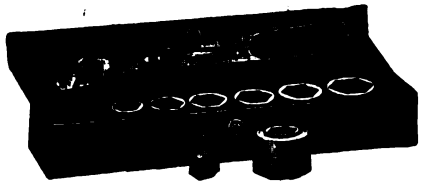
**HYGRADE LAMP CO**

GENERAL OFFICE AND FACTORY SALEM MASS

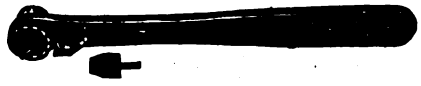



Hygrade window displays and Hygrade newspaper advertisements will help you sell Hygrade Lamps. Write us about them.

---



UNIQUE



# LANE'S Ratchet Socket Wrench Sets and "SUPER-UNIQUE"

(Trade Marks Registered)

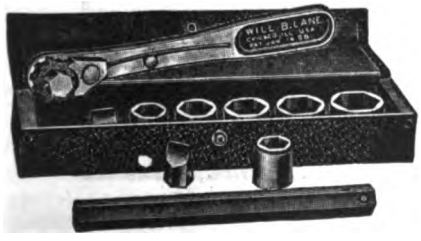
**DEALERS: NOTE THESE SELLING POINTS:**

**Round Sockets, Turned from Solid Steel Bar**

**Broached Hexagon Openings. Guaranteed Against Wear and Spreading**

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by

**Will B. Lane Unique Tool Co.**

180 N. Dearborn St.

CHICAGO, ILL., U. S. A.

W. H. WILBURN, Western Representative 602 Williams Building, Mission and Third Sts., San Francisco, Cal.



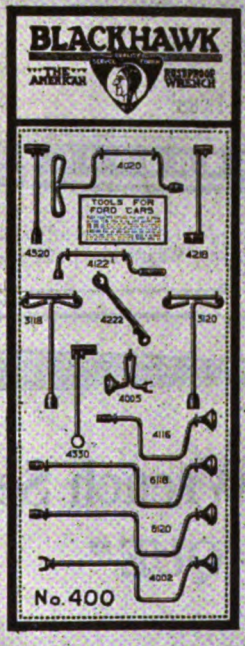

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# BLACKHAWK

QUALITY SERVICE FINISH

A-1

# RUST-PROOF WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Every wrench is finished by the famous Parker rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

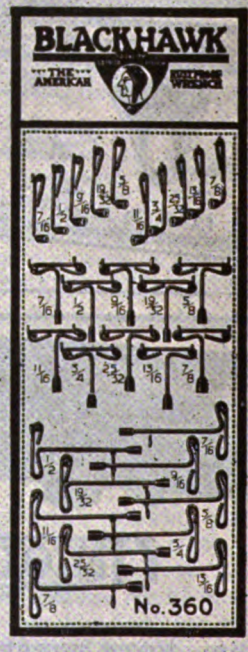
Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

Represented by
C. N. & F. W. JONAS

OFFICES AT
Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle








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# VIOLET RAY
## AUTO LENS
LEGAL GLARELESS AND SAFE

# The Blue Lens With Black Visor

## *"Something" Is Making Violet Ray the Biggest Selling Lens in America*

It may be the reasonable price—

It may be the efficiency of the lens—

It may be the blue glass that looks so good.

Or it may be a combination of these things, seasoned with the backing of dealers who know how to push a good thing.

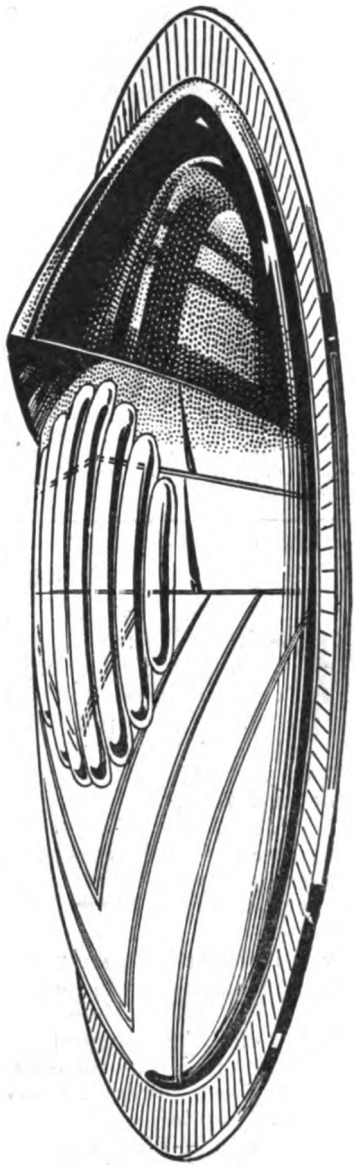
Whatever the reason, Violet Ray is selling—by the pair, by the hundreds of pairs, by the carload.

**It will sell for you.**

**Get in on this good thing while it is going big.**

**Stock Violet Ray NOW.**

*Write Us or Your Jobber Today*



**$3.50 PR. Any Size**

**LEGAL EVERYWHERE**

**THE NORTON-MUNTER CO.**

**Factory Representatives**

**SEATTLE** **SAN FRANCISCO**

**Manufactured by L. E. SMITH GLASS CO., Mt. Pleasant, Pa.**

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A REPRESENTATIVE GROUP OF MANUFACTURERS

Big John Van Benschoten, sales manager of the Pouvailsmith Corporation at Poughkeepsie, New York, paired off with Western Representative J. Schreyer of San Francisco, California. A. C. Johnson, with the Apex Mfg. Company at Chicago, may not occupy so much space in width, but he makes up for that by the length of his legs. John C. Donnelly of the Multibestos Company of Walpole, Massachusetts, took no chances and carried his overcoat with him. E. M. Eshnaur is "Commercial Ambassador" for the Lockwood Mfg. Company at Kansas City, Missouri. The jaunty gentleman on the extreme right is A. R. Johnson of the Jefferson Electric Company at Chicago.

## DON'T TURN DOWN THE SALESMAN YOU DON'T KNOW



The buyer of a successful store makes it a practice to see every salesman who calls, but he always gives preference to the representative of a house with which he has not previously done business.

"When I was an assistant-buyer, fifteen years ago, I learned a lesson which I have never forgotten.

"My principal function in those days was to save the big boss as much time as possible by turning down persistent salesmen offering merchandise which I knew we did not need. About five o'clock, at the end of a busy day, a card was brought in to me which bore the name of a firm I had never before heard of.

"Tell the gentleman I am too busy to see him today," I directed the office boy.

"The Chief overheard me and asked me who it was I was too busy to see. 'It must be a new firm,' I replied. 'At any rate, I've never heard of them, and I know we've never done business with them before.'

"Without replying to me, the Chief stepped to the door and directed the office boy to call back the man who had presented the card. Much to my chagrin, the salesman I had turned down was brought back and ushered into the Chief's private office.

"Ten minutes later, he was ushered out and the Chief invited me in.

"'If you ever want to be a big buyer—like me,' he said, smilingly, never turn down a firm just because you never heard of it. When you turn away a firm whose line you know, you can't lose very much because it would be an easy matter to get in touch with the concern subsequently, if you happen to require any of their merchandise. But when you turn away a salesman without knowing what he has to offer, you run the risk of missing an opportunity you may never be able to recall.

" 'In this case, for instance,' he went on, 'the salesman you turned away without interviewing happened to have the very line I have been looking for. That is just a coincidence, but it is something that is likely to happen at any time. When you're very busy, turn away the salesman you know, but, for Heaven's sake, give a moment to the newcomer.'

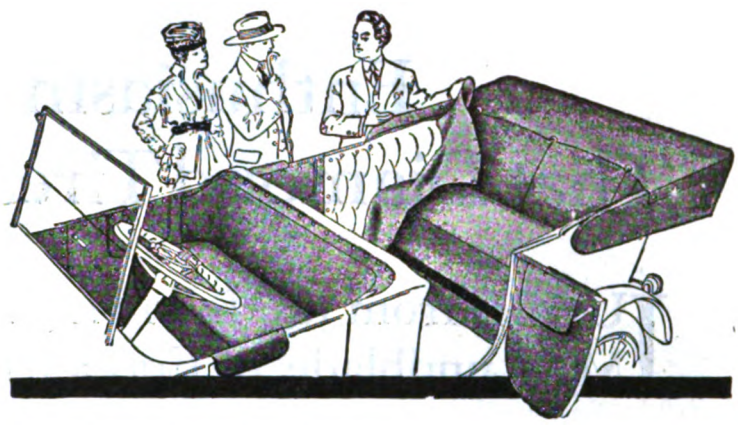
"I have often thought that perhaps the Chief gave that salesman an order just to make the lesson impress me more, but certainly I have never forgotten the incident. Many times since, I have made important purchases from salesmen representing firms whose names were strange to me, although I pride myself upon knowing most of the representative houses in our line.

"New firms crop up every day and with them come new opportunities for the careful buyer and no buyer can afford to ignore them.

"That is why you were asked to wait. Whenever two salesmen call on me at once, I always give the preference to the newcomer."

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# LOCKWOOD Seat Covers



Car owners of discriminating tastes prefer the LOCKWOOD Seat Covers owing to their superior quality fabrics, design, workmanship and appearance. Made in standard and skeleton styles. Choice of wide variety of closely woven fabrics in exclusive pattern designs. All fast colors.

Other Automotive Fabric Accessories included in the widely known LOCKWOOD Line are: Tire Covers, "Summa Slip" Covers, Top Re-Covers, One-Man Tops for Fords, Comfy Cushions, Side Curtains and many others.

LOCKWOOD MFG. CO.
BROOKLYN KANSAS CITY CHICAGO
SUCCESSORS TO
AUTO FABRIC ACCESSORIES DIVISION
OF
BAKER & LOCKWOOD MFG CO.

The new LOCKWOOD Catalog will be sent to all dealers and jobbers addressing Dept. L of our Kansas City office or Eastern Sales office located in the Grand Central Palace, New York City.

## Leaders are in Great Demand—

# "HEXALL" Socket Wrenches

Trademark Reg. U. S. Pat. Off.

### "BABY" Hammerless Revolvers

WE are bending every effort to meet promptly the record-breaking demand for "**HEXALL**" Socket Wrenches and "**BABY**" Hammerless Revolvers, and our factory is responding splendidly to the increased pressure that is being put upon it. But production follows certain well-defined, pre-arranged schedules, where the maintenance of quality requires such unerring precision, such rigid adherence to standards of workmanship. Therefore, we urge all dealers and jobbers—

to keep their stocks complete on both "**HEXALL**" Socket Wrenches and "**BABY**" Hammerless Revolvers. All indications point to an unprecedented volume of sales on both. **Don't be caught short!**

"**HEXALL**" comes in seven sets—a "**HEXALL**" for every need. Sold under this guarantee:

***"Break Any Sedgley Wrench and We Repair It --- No Charge"***

"**BABY**"—the Hammerless Revolver. 4 inches over all. 6 oz. in weight. .22 caliber, 6, sureshot, rapid, rimfire.

## R. F. SEDGLEY, Inc. *Est. 1897*

**2311-13-15 North 16th St., Philadelphia, Pa.**

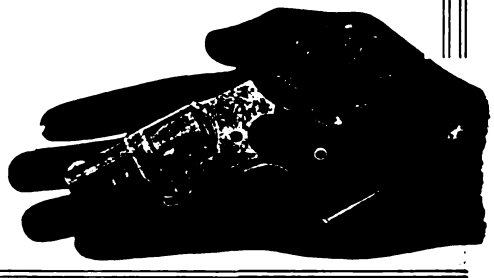
**Pacific Coast Representatives: McDonald & Linforth, San Francisco**




"HEXALL" Ratchet Socket Wrench No. 2. 11 Pcs.



"HEXALL" Socket Wrench No. 5—8 Pcs.




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# Enthusiasm That Diamond Tires Evoke

## JUDGE from the following letter from Mr. Lundblade, of Eureka, California:

"My real success began at the time I took on the Diamond line. In a few short weeks I was able to point to a line-up of cars and say with great satisfaction, 'Count the Diamonds.' And those who counted soon realized the growing popularity, and fell quickly into line.

"The reasons for the popularity were not hard to find. First, there was the inherent quality of the tires. The fact that they wore well—that they looked well—that they served the owner for a period usually far beyond the adjustment basis, with a minimum of trouble. Secondly, there was the character of the men behind the goods. The faith they had in the tires they were making. The willingness they evidenced to make good wherever and whenever a fault appeared.

"So my business has grown. Today Diamonds are to be found on more than half the cars in my community. I am making money, building up daily a larger and better business, because I am selling satisfaction—a satisfaction that is made out of quality and confidence.

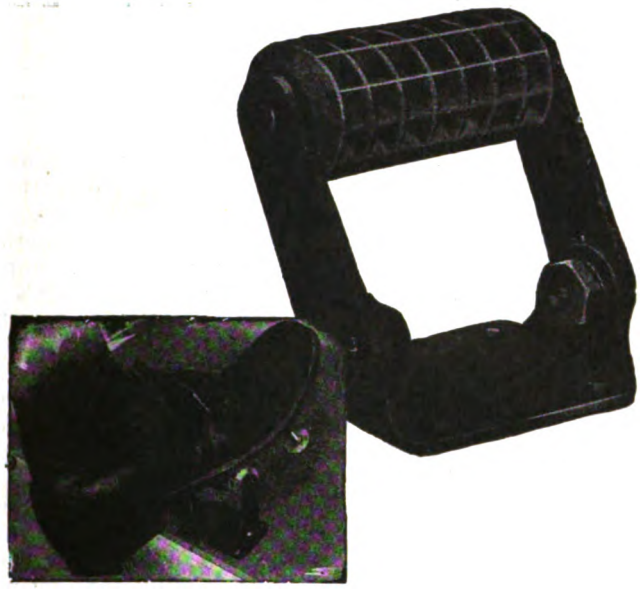
"Three years ago my capital was very small. Today I am located in my own building which was just recently completed at a cost to me of $40,000."

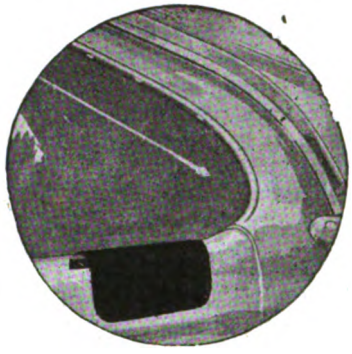
THE DIAMOND RUBBER COMPANY
Incorporated
AKRON, OHIO

# Diamond TIRES

FULL OF LIFE


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# Stanwood Products



Here are several little accessories that add greatly to the comfort, convenience and satisfaction of the driver whose car is equipped with them.

STANWOOD ADJUSTABLE ACCELERATOR FOOT REST sells at sight. The user receives lots of comfort from this device—relieves leg muscle tension, acting as a foot support. It can be adjusted to the position of any driver. It is a reliable safety device, preventing unintentional acceleration over rough roads, crossings. Price, each, $1.60, List.

STANWOOD SAFETY STEP PLATES are indispensable as safety devices—prevent slipping when entering and leaving the car. They also protect the covering on the running board.

Step Plates are subjected to rough treatment and should be built to stand it. Stanwood Plates consist of rubber covered sheet steel bases, from which solid rubber longitudinal ribs project. They always look well and do not discolor and mat down. They outlast any other step plate on the market.

Stanwood Safety Step Plates are manufactured in a variety of styles, and are priced to meet the requirements of any car owner. Type A, $3.70; B, $2.65; C, $1.60; Ford Type, $1.60, List.



STANWOOD ACCELERATOR HEEL PLATE furnishes a stable position for the heel when operating the clutch and brake. It prevents wearing hole in floor covering of car. It is built like Stanwood Safety Step Plates. Price, each $.85, List.

STANWOOD CONFORMABLE HAND PADS add a pleasing appearance to a car. They prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, $.90 to $1.80, List.

**COMPLETE CATALOG WILL BE MAILED UPON REQUEST**

**STANWOOD EQUIPMENT COMPANY**

308 North Michigan Blvd., Chicago, Ill.

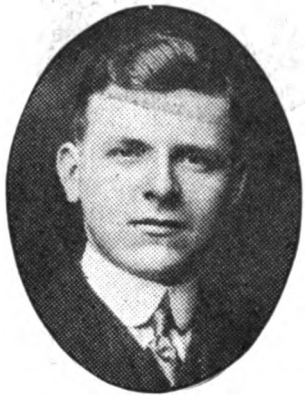
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# Dan Wallis Leaves a Good Taste in His Customer's Mouth

(By G. P. Blackiston)

WHEN a man in real business turns a shoe string into comfortable thousands, he is pretty sure to receive a little attention.

When Dan Willis started in the automobile supply business in Canton, Ohio, his working capital approximated $200.00 in real money—and the casual observer, counting the concerns already sharing the visible supply of trade, would have said that Dan's pickings were likely to be exceedingly slim. The prospects were certainly not alluring.



But Dan made good.

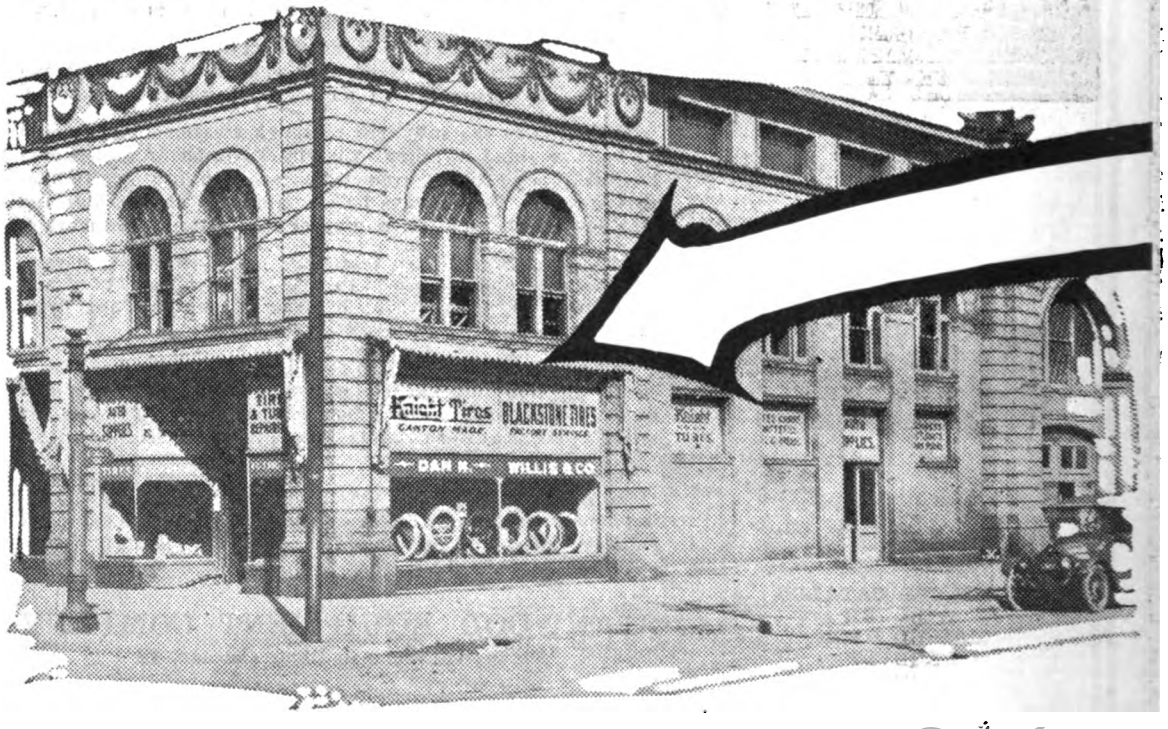
It isn't hard to interview Dan. If you happen to drop in you are pretty sure to get a word or two—a sort of natural interest to assure himself that you are not neglected.

He doesn't hang around and try to sell you something, though there is an atmosphere about the place that invites you to linger and buy. There are no "call again" signs, nor any announcement of the "special service rendered," but you leave the store feeling under a sort of pleasant obligation to drop in occasionally, even if you don't want anything.

Every time Dan sold an automobile tire, he put so much of Dan Willis into it that people began to see the light and today thousands swear by the tires he sells. The chief pleasure in buying there is the feeling that whether you want a full new set or just a fifty-cent patch, to hold you over for another run—it's all the same. If there's a different feeling, you'll never discover it.

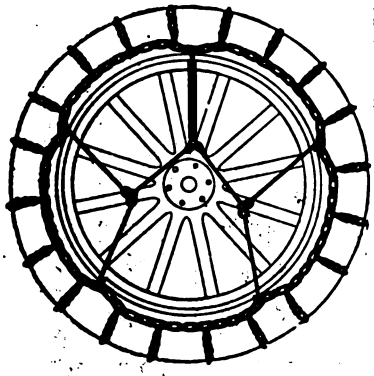
Dan has a habit of trusting pretty thoroughly to his own judgment. Once convinced of the merit of anything, he isn't slow to bank on his opinion and clear for action. This one characteristic has stamped Dan as one of the most progressive dealers of the city. While Dan is quick to act when he is certain of his ground, he is too wise to risk, by any hasty judgment, the good reputation he has acquired. When a chain company tried to sell Dan a new tow chain to replace the cable he had been selling, he listened with interest to the salesman's story—and ordered a sample.

He put this on his own touring car, for he drives a good deal, and, being of a generous turn, he frequently gives a lift to some stalled motorist. It was in this way that Dan found




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**SAVE YOUR FENDERS** Merchant's Anti-Skid CHAIN TIGHTENER



Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp
236-8 Emma St.
Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords**

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, AUTOMOBILE ACCESSORIES send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

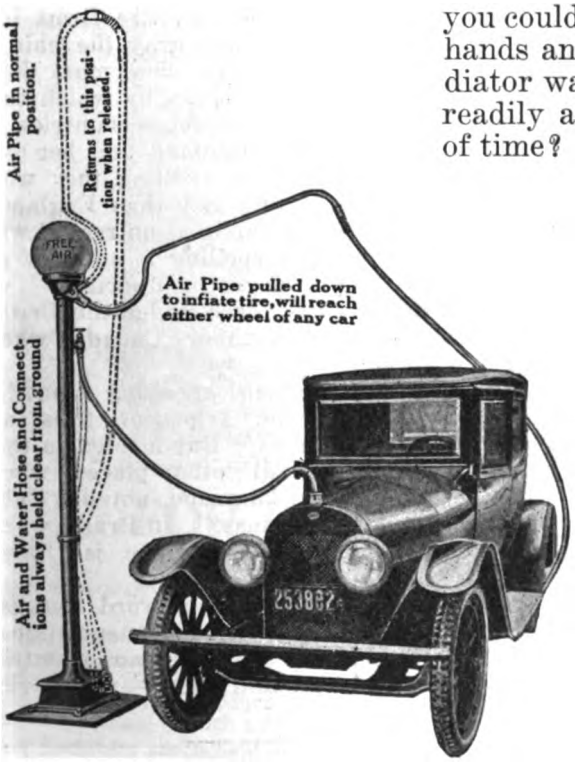
NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

# THE ROMORT AIR & WATER STATION

## Twice the service in half the time

**IF** You were a car owner, would you patronize the hardware dealer who was making no particular effort to be of service to your needs?

Or would you patronize the dealer who maintained an air and water service, a clean air hose that never touched the ground, one that you could use without danger of soiling your hands and clothing, and had provided a radiator water service at the curb, which was readily accessible without trouble and loss of time?




You know the answer.

A glance at the illustration tells the story of the super air and water service rendered by the Romort. It is built in two styles, with and without water attachment.

There is no time to lose, write us today for full particulars.

Manufacturers
**THE ROMORT MFG. CO.**
**Oakfield, Wis.**

Sales Dept.
**THE ZINKE CO.**
**1323 Michigan Ave., Chicago, Illinois**

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HOW EAST MET WEST AND WEST FETED EAST

These two groups were taken on the day that the California Auto Trade Association took the hundreds of delegates over the famous Seventeen Mile Drive with a sumptuous outdoor luncheon at Point Lomas.

The group on the left represents all parts of the country and all phases of the industry, and is therefore thoroughly typical of the Convention. The five men are: A. J. Ludy, Vice President of the Clucker-Hixson Company, New York and Atlanta, Georgia; J. C. Griffiths, Western Representative of the Clucker-Hixson Company, 1019 Santa Fe Avenue, Berkeley, California; Richard A. Crooker of the Allen Auto Specialty Company of New York; T. H. Vincent and L. O. Fortwood of the Entertainment Committee, at Salinas, California.

The group on the right represents the backbone of the Electric Appliance Company as it was represented at the Convention. Sitting down are C. C. Hillis and wife of San Francisco, and in the foreground M. F. Sterritt of Dallas, Texas; standing from left to right are A. Meinema of San Francisco, President of W. W. Lowe of Chicago, and Mrs. Lowe, and C. R. Churchill of New Orleans, one of the most important and active delegates at the Convention.

from experience some important facts about the tow chain. He could more conveniently give a fellow a lift with a tow chain and not soil hands or clothes or even mar the enamel of either car. He naturally recommended the tow chain when he found it so satisfactory. And it has sold readily ever since.

I couldn't help noticing that people drop in to see Dan without any well defined idea of just what they want. They seem to know that Dan knows—so why should they worry.

Most people are willing to spend—providing they get a run for their money. To be "stung" is the "rub." The point is this—even though you buy in some stores you have a sort of sensation that you have lost—that somebody got the best of you. If there's any one feeling you'll never get after buying from Dan Willis, it's this disagreeable sensation of a bad bargain. And if there's any "secret" to Dan's success, that's pretty nearly it. The rest is just plain, hard work.

## ORIGINAL MEANING OF THE WORD TIRE

A thing which ties is a tire—and that is the best explanation the makers of the dictionary give as to the manner in which the word "tire" came into existence.

The first purpose of the tire was to tie or bind the wheel together. As time has passed, the original meaning of the word has been lost sight of and now the tire is the part of the wheel which touches the road and stands the wear of travel.

The entrance of American tire firms into the export field has turned gray the hair of many an advertising man who must keep straight in his mind the names by which tires are known in the various foreign countries.

To begin, there are England and her possessions which insist on spelling the word "tyre." No less an authority than England's own Encyclopedia Britannica is on record with the opinion that "this spelling is not now accepted by the best English authorities," yet "tyre" persists everywhere under the British flag except in our neighbor, Canada, where "tire" is correct.

In some of the Spanish-speaking countries, such as Chile and the Argentine, tires are known as "neumaticos." But in Mexico they are "llantas." In still other places where where Spanish is the language, notably Cuba, the correct word is "gomas." In Brazil, where Portuguese is spoken, the name is "pneumaticos."

The French have the short word "pneus" for tires. This is a contraction of pneumatiques. In practically all the Scandinavian countries the Danish word "gummiringer"—rubber ring—is used.

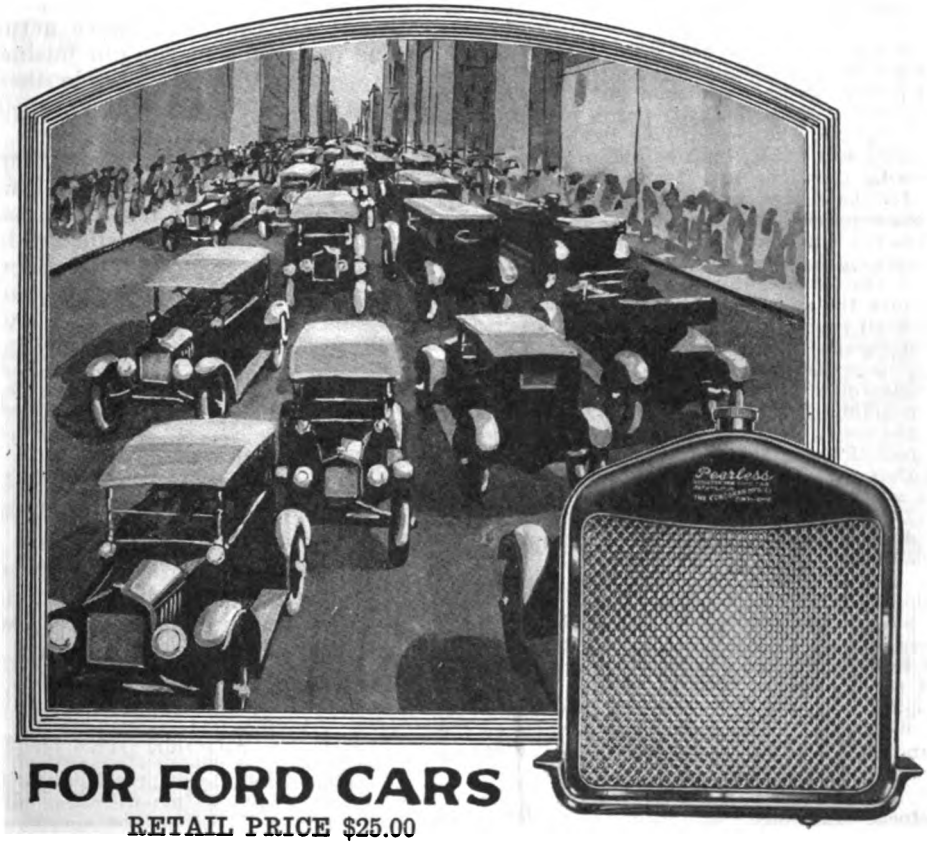
Irwin & Ballard is a new firm at Ainsworth, Nebraska. They purchased the stock and succeeded C. S. Pettit, who has long been a merchant at that place.

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# PEERLESS

## GUARANTEED HONEYCOMB

# RADIATORS




**FOR FORD CARS**

RETAIL PRICE $25.00

Designed especially to meet all the requirements of Ford Cars.

To the hardware dealer, who is fast becoming a factor in the automotive equipment business, **PEERLESS GUARANTEED RADIATORS** offer an exceptional opportunity for adding a product of established merit to his line of "sellers" which move quickly.

Peerless Radiators are bought by name—the result of extensive advertising and of the satisfactory service the Peerless is giving, day in and day out.

Peerless Guaranteed Radiators are quickly and easily installed and are no more expensive than the ordinary radiator.

Ask your jobber, or write direct for complete catalogue on Peerless Radiators, Fenders and Tool Boxes for Ford Cars. Free upon request. Address Dept. 14.

**THE CORCORAN MFG. CO. - - CINCINNATI, OHIO**

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## BIG PERCENTAGE OF AUTOMOBILE ACCIDENTS DUE TO IMPROPER HEADLIGHTS

**A. F. Munter Discusses Troublesome Question and Means That Are Being Taken to Eliminate Dangers**

"I do not know that there has been any data compiled to show the exact percentage of automobile accidents that are attributable to improper and glaring headlights," said A. F. Munter of the Norton-Munter Company, factory representatives for the popular Violet Ray Auto Lens. "I do think, however, that such information would be highly interesting and be more effective than any one thing in securing passage and enforcement of a national law bearing on headlight regulation.

"I do know, however, that the insurance companies' statisticians have undeniable figures to prove that fully 25 per cent of all accidents in and around industrial plants are directly attributable to improper lighting.

"This makes a tremendous new field for the efficiency engineer and right now throughout the country a good many of these industrious men of initiative are at work re-arranging the lighting systems of various large industrial plants and constantly at study to develop the most efficient light. And by efficiency in light I mean not only the proper amount and distribution of light, but the color of that light as well and the effect of the whole on the optical nerves of the worker.

"If it is true that 25 per cent of all industrial accidents are due to improper lighting, surely we can set down this percentage as a minimum for accidents that are attributable in automobile driving to improper and glaring headlights. The best driving light for all purposes of safety is a strong light held down close to the road, throwing the light far ahead, giving plenty of side light for the curves, yet, withal, a non-interfering light for the approaching driver and the pedestrian.

"Just as the illuminating engineers in industry and their enterprising brothers in the moving picture world have found that the right proportion of blue in any light will give the nearest approach to a real daylight light, which all recognize as the clearest and easiest on the optical nerves, just so the manufacturers of the Violet Ray Lens have discovered the secret to proper headlight illumination for automobiles.

"By including in the preparation of the glass that goes into the manufacture of this lens just enough blue to counteract the harmful, superfluous glare rays, the manufacturers of Violet Ray are putting out a lens that most nearly approaches the much desired daylight lighting effect. The Violet Ray lens gives an almost daylight driving light and does this without killing any of the useful light.

"This means ease on the optical nerves of the driver—the Violet Ray is the easiest lens on the market to drive behind. The attractive black visor deflects the upward rays to a long, clear, non-interfering road light and the arrangement of the prisms provides extra side light for the curves. The Violet Ray Lens is not only a highly scientific, practical and very successful lens, but is also one of the best looking lenses on the market and adds a touch of distinction to any car on which it is installed."

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The Hoene Hardware Co., Cottonwood, Idaho, has purchased the stock of the Idaho Outfitting Co., at Winona, Washington. The store will be enlarged and remodeled and will carry a complete line of hardware.

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The Northwestern trade is mourning the loss of R. I. Morse, head of the Morse Hardware Company, of Bellingham, Washington. For thirty-five years he has been a respected and esteemed pioneer resident, and has done honor and good service to the trade of the Northwest.

## GETTING CUSTOMERS TO MAKE SUGGESTIONS

That there is nothing the average person likes so much as to be asked for advice is the theory on which a New York merchant has built up its business.

"When I first came into this neighborhood," the proprietor said, "I picked out the persons I believed were going to supply my best trade, and I began to play them.

"When a customer came in I would have a little question to put to him or her. In the case of a woman, I would ask her, for instance, about the advisability of putting in a certain line of aluminum ware—ask her what she thought about them and whether she believed we ought to handle them. In the case of a mechanic, I would ask him whether he thought our window display of tools was as attractive as it might be made—and other questions of the same character.

"The result would be that the persons approached would begin to study our store with a new interest. The psychological effect produced was that they were actually taking a hand in helping us run our business. And once they got that impression in their minds they were ours. They would not think of dealing anywhere else than at the store in which they felt they had a sort of proprietary interest.

"We found that the good will created in this way increased our business. Those who took an interest in the store didn't wait to be consulted, but would stop in frequently to tell us of a "good stunt" they had observed in another store or had read about, and it was seldom that a visit of this kind did not result in a sale of something or other to our interested advisor. It is human nature that the man whose advice you ask for, and take, will be more favorably disposed toward you than the man to whom you give advice. That is the way it worked out with us, at any rate."

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It pays to treat farmers' wives with a lot of consideration—they often control a sale. There's a surprisin' number of wives who are, when first married, a man's treasure, and later develop into a treasurer.

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## JOHN C. MOORE DIES IN NEW YORK

John C. Moore, vice president of North & Judd Mfg. Co. and director of export sales, passed away at his home in New York City last month, after an extended illness. Mr. Moore recently returned from Cuba, where he went early in January, hoping that a warmer climate would aid him in regaining his health.

Mr. Moore became connected with North & Judd twenty-five years ago and since then has been associated with the concern as a resident manager at the New York office.

At the home office in New Britain he was considered one of the company's most capable executives. During his frequent visits to the factory he made a host of local friends, all of whom will mourn his loss.

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# The Efficiency Cotter

**This Is an Age of Specialists**



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**
**AKRON, OHIO**

Specialists in the Manufacture of Cotters

**Western Representative**
**J. M. JACKSON,**
**320 Market Street,**
**San Francisco, Cal.**

**Other Branches:**
**180 No. Market St. Chicago.**
**29 Murray St., N. Y.**
**Nashville, Tenn.**

WALDEN WORCESTER WRENCHES

# FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

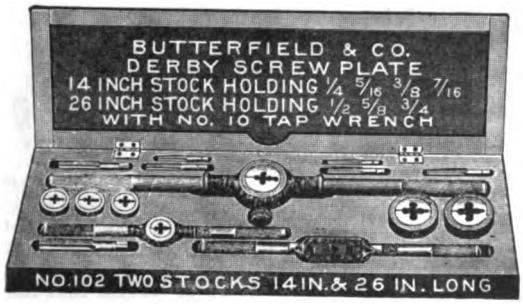
**WALDEN-WORCESTER**
INCORPORATED
**WORCESTER, MASS.**

# Butterfield "Reece's" Screw Plate

Requires 50% less power, cuts faster, more accurate and will outwear any other manufactured. Dies are easily removed for sharpening and can be adjusted to .001 of an inch.




# *The "World's Standard" Screw Plates*



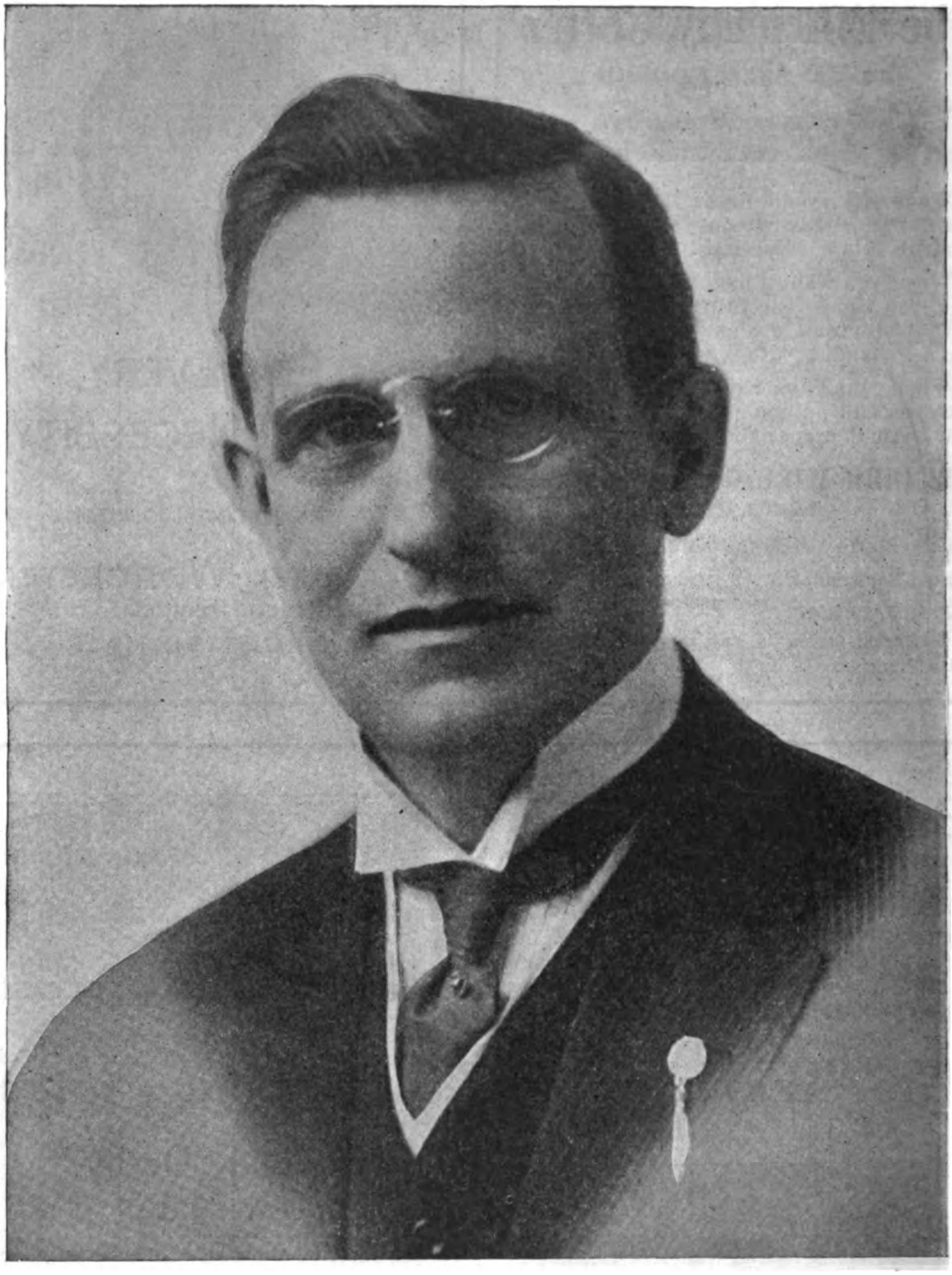

## Butterfield "Derby" Screw Plate

Without question the best and most popular **Round Die** Screw Plate on the market today.

**BUTTERFIELD & CO. Division**
**Union Twist Drill Company**
**DERBY LINE, VT.**

**CHICAGO STORE, 11 South Clinton Street**
**PACIFIC COAST REPRESENTATIVE**
**V. S. Walsh, 560 Mission St., San Francisco, Cal.**


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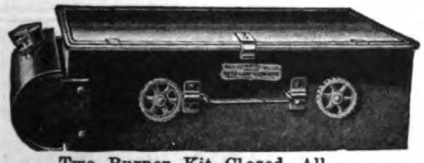
NATIONAL PRESIDENT J. M. CAMPBELL

We go to press with this issue before the meeting of the National Retail Hardware Convention at Buffalo, the latter part of June, but advance reports indicate a most enthusiastic and helpful meeting. This convention is attended only by delegates representing various state associations. Its purpose is to coordinate and outline general trade policies. Undoubtedly the delegates will have an excellent account to give of the work in their respective fields. It is the policy of the association to rotate in office. Under Mr. Campbell the association has maintained its previous splendid record and has been inspired by zeal and a desire to be of service that has not been surpassed by any of his predecessors.

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# KAMP-KOOK KITS



Two Burner Kit Closed. All Equipment Packed Inside



One Burner Kit Open



Four Part Suit Case Outfit

## If You Want the Best

IF you want your customers to have the best that the market affords, you will be more than interested in the Auto-Kamp-Kook-Kit.

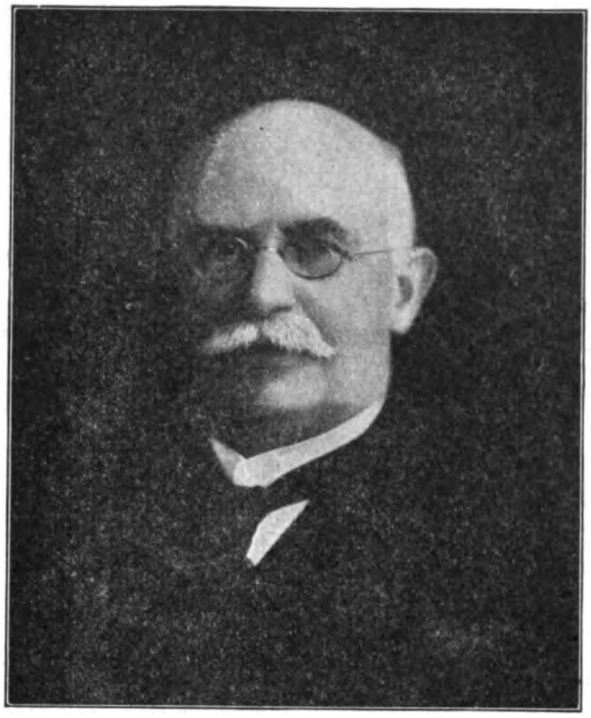
It has so many features which are found in no other stove that it is really in a class by itself. No other camp stove will be so well advertised. Every prominent outdoor publication will carry double spreads, color pages and full page ads throughout the season.

All indications point to an exceptional season. The biggest advertising campaign ever launched for a camp stove is going to bring customers into your store for this better stove. They sell quickly—profits are exceptional. Do not fail to write or wire today for our special proposition.

**Prentiss-Wabers Stove Co.**

18 Spring Street Grand Rapids, Wisconsin

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## DIXON VICE PRESIDENT RESIGNS

George E. Long, Senior Vice President of the Joseph Dixon Crucible Company, has announced his decision to retire from the office of vice president. Thereby he terminates forty-three years of active and valuable service with this company, beginning in the capacity of a stenographer and advancing to the offices of secretary, treasurer and vice president, respectively.

It is with a mixture of regret and congratulation that the trade receives the announcement of Mr. Long's retirement—regret over the loss of the intimate personal contact with him, and congratulations that in the sunset of life Mr. Long is in a position to enjoy, by whatever method he may choose, a well earned "vacation."

It would be difficult to enumerate in detail the contributions that Mr. Long has made toward the growth of the Dixon Company's business during his service of forty-three years. Mr. Long is recognized as the "Daddy" of Graphite Lubrication, and as the "Father" of Silica-Graphite Paint for protective purposes.



## B-N PISTON PINS FOR ALL CARS

The Burgess-Norton Mfg. Co., of Geneva, Ill., manufacturers of "B-N" automobile parts and BUR-NOR hardware specialties, are extending their line of Piston pins to include all the pins for the more popular cars, about twenty-seven in number.

A stock of pins in standard and oversize will be carried for all models since 1915.

This is a rather new idea, but they say that if a dealer carries pistons and piston rings—why not carry the pins, too, as there is a large demand for them and at present they can only be secured from service stations.

Many jobbers have already placed their orders and the Burgess-Norton Mfg. Co. is going to make the sale of piston pins an easy matter for them, by trade paper and consumer advertising.

## BEATS-ALL AUTO SPECIALTIES

The coming year is sure to be one of thrirt. For the automobile accessory dealer, this means that those goods which will prolong the life of a car or its parts will be in heavy demand, just as re-soled shoes and re-blocked hats will likewise be popular commodities. The car owner is going to have his tires re-vulcanized. He is also going to grind his valves, repair his own top, put a coat of varnish or enamel on the old car, and patch up the radiator with compound as he never did before.

Under these circumstances, such a line of car economies as that put out by the Auto Specialties Mfg. Co., of Buffalo, N. Y., and announced elsewhere in this issue of the HARDWARE WORLD should prove ready sellers, even to the point of being absolute necessities to the wide-awake merchant who is handling accessories. The company announces its line as the Beats-All Quality Brand, and included in the products of the factories at Buffalo and Fort Erie, Canada, are top and upholstery dressing, lining dye, engine and fender enamel, body varnish, celluloid cement for the broken curtain light, top patches, tube and tire dough and patches, radiator cement, spring lubricant and tire paint.

Among the company's sales representatives are the Chas. A. Dowd Sales Co., 320 Market Street, San Francisco, California; the Rubber Sales Company, 53 West Jackson Boulevard, Chicago, Illinois, and Curry Brothers, 511 Grand Building, Atlanta, Georgia.

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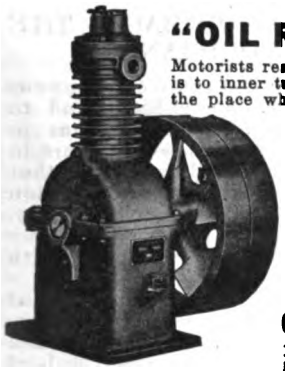
The activity and extended operations of the Helena Hardware Co. have made it necessary for that institution to double its floor space by the occupation of an adjoining building at Helena, Montana. The two buildings are joined by doors near the front of the store.

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The Gates Rubber Co. seems to run to straw hats. Here are the three big chiefs of the Denver institution. From left to right they are: C. C. Barnet, Manager Accessory Sales; A. B. Mattingly and M. Mattingly, Special Sales Representatives.

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**"OIL RUINS TIRES"**

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

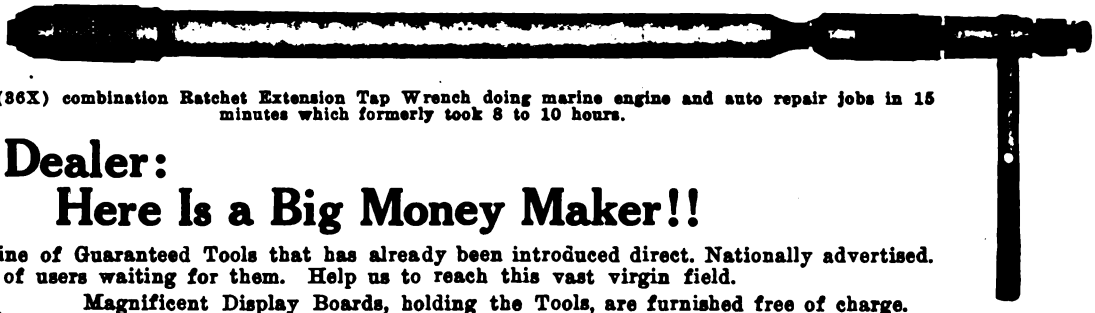
**CURTIS AIR—FREE FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

**Curtis Pneu. Mchy. Co.**
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

**ULTRA GLASS**
A GLASS THAT IS SAFE
(Trade Mark)

Pacific Coast Distributors
**The Western Agencies Company**
285 Minna Street, San Francisco, California
*Manufactured by*
GLASS FOUNDERS CORPORATION
Milltown, New Jersey



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

**Mr. Dealer:**
**Here Is a Big Money Maker!!**

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition

**ALERT TOOL CO.** 237-241 North 6th Street **Philadelphia, Pa.**

# Farmers and Owners of Cars are Prospects

YOU who have in the past handled vehicles and wagons and have lost that profitable trade to the Motor Vehicle, are in a position to get the old volume and more back in handling "Utility Trailers" and without the necessity of giving service or having an expensive service department as is required where you sell motorized vehicles.

Every farmer in your community is a prospect for a Utility Trailer of some sort. Every motor truck running over your highways is necessarily a prospect for a Utility Trailer, if he is to compete with others using them, they bring truck operating cost down to a point where the profits are satisfactory, and truck operating brought out of the Red Ink.

Utility Trailers are motorless auxiliaries to the truck or passenger automobile, bringing you a clean profit when sold and a profit that is yours, not to be later paid out in shop costs of free service as in motorized vehicles.

We have some good territory open, write us for our proposition to dealers.

**UTILITY TRAILER SALES CO., of Southwest**
105 So. Houston St., Dallas, Texas

**LOS ANGELES TRAILER CO.,**
1328 Palmetto St., Los Angeles, Cal.


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## GEORGE W. LEE A LAWYER

A product of the hardware fraternity of the far West, who cut out a big niche for himself in the trade centered around Cleveland, filled the niche and now abandons it for an even larger possibility, is George W. Lee.

Far western friends of Mr. Lee will of course always think of him as a member of the organization of the Union Hardware & Metal Co. of Los Angeles and the Pacific Hardware & Steel Co. of San Francisco. For four years he was with the Los Angeles jobbers, the last half of the time a city salesman. He resigned that position to enter the retail business at San Francisco with the Palace Hardware Co., where he was four or five years a valued member of that organization as buyer and manager of the Builders' Hardware department.

For a short time he was at Portland, Oregon, as buyer and manager of the Pacific Hardware & Steel Co. office there, but was transferred after several years to be manager of the builders' hardware department of the Pacific Company's retail store at San Francisco. When the Pacific Hardware & Steel Co. suspended their retail business seven or eight years ago, Mr. Lee accepted a position with W. Bingham Co., which position he occupied for four years.

Although Mr. Lee's experience with the W. Bingham Co. has meant nothing but mutual success to the company and himself, he has resigned to take up law work in conjunction with real estate brokerage and will be located at 706 Williams Building, Cleveland, Ohio. For the last three years Mr. Lee has been studying law at the Cleveland Law School, taking his degree at the Baldwin Wallace College. He was admitted to practice in the state of Ohio, July 2, 1919.

It is not Mr. Lee's plan, however, to leave the hardware business for the law, but he believes that his legal training will benefit him for an executive position in the hardware world. With his rounded experience in the retail business, in the wholesale business, and finally in the great manufacturing centers connected with the hardware trade, and now with his additional endowment of a legal training, Mr. Lee is admirably fitted to become a leader in the hardware field, and it would not surprise us at all to see him return to the West to become a great factor in the distribution of hardware in connecion with some organization large enough to measure up to his own endowment.

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Beware of the higher cost of the lower price.

## AUTOMOTIVE ASSOCIATION BACKS THE GOVERNOR OF LOUISIANA!

When the delegates to the Automotive Equipment Association Convention at Del Monte heard read to them the words of Governor Parker of Louisiana in reply to a defiant delegation of union labor leaders in his state, there was such approval and enthusiasm that on motion a telegram of approval and congratulation was sent to Governor Parker by the Convention. Furthermore another telegram was sent to Governor Hobby of Texas for this method of meeting and dealing with union labor defiance is one of Hobby's hobbies also.

As reported in the public press, the labor leaders of Louisiana had assembled for conference with the Governor. There was quibbling, hesitancy and reluctance by the leaders in ordering back to work 8000 members of the metal trades, 2000 carpenters, 600 bread bakers. and 800 coastwise longshoremen. The men were on strike for the closed shop.

In reply Governor Parker declared that he intended to break up the agitation and wipe out the Bolshevists and I. W. W.'s among the laboring classes of New Orleans "if I have to do it myself," he said. The governor showed that his mettle was aroused, and for the first time since becoming governor he displayed the temper that has made him famous.

"I am here to tell you with all the earnestness that is in me if your organization want to go back, and go back as individuals they can do so. If they don't. so help me God, I am going down to New Orleans Monday morning and as governor of this state, I shall do my duty absolutely and fearlessly," he shouted to the assembled labor leaders.

"There will be no closed shop and no temporizing with men who have no complaint to make of wages and hours. As long as I am governor of Louisiana I am going to do what I believe is right in the interest of the people and drive these vipers who are trying to poison the minds of our workingmen from our midst," said the governor.

He declared that he had information that agitators were trying to cause a strike at the great Standard Oil Works, and he wanted those who were seeking to cause the trouble to leave the states, as it would not be good for them to be caught at it.

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## EVEREADY DAYLO PICTURE CONTEST IN FULL SWING

On June 1st there appeared simultaneously in 50,000 store windows throughout the United States and Canada the big and striking window display for the Eveready Daylo $10,000 Prize Contest.

The focal point of this display is the fascinating picture without a title, which contestants must see before entering their answers. In the foreground and at either side of the window are pictorial colored cutouts, holding the most popular types of Eveready Daylo, a generous display of batteries and lights, and a clever visualization of the amount of the cash prizes in greenbacks. Over all is a card, which reads: "Eveready Daylo Picture Contest. $10,000 in Cash Prizes. Ask for Particulars."

National advertising in magazines, newspapers, and on billboards, as well as local dealer advertising, has resulted in enlisting unprecedented public interest, and dealers have already reported a tremendous initial demand for contest blanks.

Inasmuch as the only place where the picture can be seen is the dealer's window, and the only place where entry blanks can be procured is inside the store, it can be readily understood that the contest will have considerable effect on the business done by the dealers who have signed up as "Team Workers."

The entire campaign is a result of the National Carbon Co.'s policy of dealer cooperation. Any merchant wishing further particulars should write the National Carbon Co., at San Francisco or Chicago.

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# Standard Four Tires



## The Runner

THE Indian runner is still famed for his endurance. Mile after mile he ran until he had reached his goal, no matter how hard the trail.

The sturdy strength, the stamina, the great endurance which are built into Standard Four Tires make them worthy successors of the Indian runner.

Their guarantee of mileage is not their goal. Their goal is to accomplish a greater task than that which is expected of them.

Distributors interested in a tire of maximum mileage at a minimum expense per mile should write or wire immediately for the Standard Four proposition.

STANDARD FOUR TIRE COMPANY
*Dept. T.* KEOKUK, IOWA

*Branches at*

INDIANAPOLIS, IND.
245 N. Penn St.

LOS ANGELES, CAL.
342 W. Pico St.

ATLANTA, GA.
2 Courtland St.

DENVER, COLO.
1700 15th Street

# "Chief of the Tire Tribe"

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## CALIFORNIA FIRST IN AUTOMOBILE OWNERS

California owns more motor cars per capita than any other state in the Union. Nebraska, South Dakota, Iowa and Montana follow in the order named.

The per capita rating and the total number of cars owned by each state in the Union follows:

| | State— | Automobiles | Population | Per Cap. |
|---|---|---|---|---|
| 1 | California | 432,463 | 3,029,032 | 6.2 |
| 2 | Nebraska | 189,350 | 1,285,126 | 6.8 |
| 3 | South Dakota | 104,628 | 716,972 | 6.9 |
| 4 | Iowa | 279,677 | 2,224,771 | 7.9 |
| 5 | Montana | 59,312 | 472,935 | 7.9 |
| 6 | Minnesota | 259,743 | 2,312,445 | 8.8 |
| 7 | Wyoming | 21,371 | 184,970 | 8.9 |
| 8 | Kansas | 206,033 | 1,851,870 | 8.9 |
| 9 | Arizona | 28,979 | 263,788 | 9.1 |
| 10 | North Dakota | 82,885 | 765,319 | 9.2 |
| 11 | Colorado | 104,839 | 988,320 | 9.4 |
| 12 | Michigan | 325,813 | 3,094,266 | 9.4 |
| 13 | Washington | 164,080 | 1,597,400 | 9.7 |
| 14 | Ohio | 511,500 | 5,212,085 | 10.1 |
| 15 | Indiana | 277,255 | 2,835,492 | 10.2 |
| 16 | Oregon | 83,332 | 861,992 | 10.2 |
| 17 | Idaho | 42,271 | 445,176 | 10.5 |
| 18 | Wisconsin | 236,981 | 2,527,167 | 10.6 |
| 19 | Nevada | 9,305 | 110,738 | 12.3 |
| 20 | Connecticut | 102,410 | 1,165,373 | 12.4 |
| 21 | Utah | 34,749 | 443,866 | 12.6 |
| 22 | Illinois | 478,438 | 6,234,995 | 13.0 |
| 23 | Delaware | 16,152 | 215,160 | 13.4 |
| 24 | Vermont | 26,807 | 364,946 | 13.5 |
| 25 | Texas | 331,000 | 4,151,423 | 13.6 |
| 26 | Missouri | 244,427 | 3,429,595 | 14.3 |
| 27 | Maryland | 95,634 | 1,373,673 | 14.3 |
| 28 | Maine | 53,424 | 777,340 | 14.6 |
| 29 | New Hampshire | 30,000 | 444,429 | 14.6 |
| 30 | Massachusetts | 247,000 | 3,775,973 | 15.2 |
| 31 | New Jersey | 190,873 | 3,014,194 | 15.7 |
| 32 | Rhode Island | 38,257 | 625,865 | 16.4 |
| 33 | Florida | 55,423 | 916,185 | 16.6 |
| 34 | Pennsylvania | 490,337 | 8,660,042 | 17.6 |
| 35 | New York | 560,811 | 10,460,182 | 18.6 |
| 36 | Oklahoma | 120,147 | 2,280,855 | 19.0 |
| 37 | Georgia | 134,826 | 2,895,841 | 21.4 |
| 38 | North Carolina | 111,300 | 8,434,381 | 21.9 |
| 39 | South Carolina | 70,143 | 1,643,381 | 23.5 |
| 40 | Virginia | 90,150 | 2,213,205 | 23.5 |
| 41 | New Mexico | 18,065 | 423,649 | 24.0 |
| 42 | West Virginia | 56,639 | 1,412,602 | 24.7 |
| 43 | Kentucky | 90,008 | 2,394,003 | 26.6 |
| 44 | Tennessee | 80,422 | 2,304,629 | 28.6 |
| 45 | Arkansas | 49,450 | 1,766,343 | 36.1 |
| 46 | Louisiana | 51,000 | 1,856,954 | 36.4 |
| 47 | Alabama | 58,898 | 2,363,939 | 40.1 |
| 48 | Mississippi | 48,000 | 1,976,570 | 41.1 |
| | Total | 7,459,607 | 103,266,024 | 13.8 |

## GUESS AGAIN

"Hello, is this Maisie? Yes, this is Jack. . . . Have I heard the news? I don't know. What's up? . . . Mrs. Murphy? . . . . Well, well, well! . . . Five o'clock this morning . . . Tell her I'm glad to hear she's doing well. . . . What's that? Two of them? Well, well! All right. (Hanging up the receiver.) What do you think of that? Mrs. Murphy smashed two of her fingers in the door this morning and fainted dead away?"

## STRENGTH OF ALLIED INDUSTRIES

A little over a year ago four vigorous, enterprising young men of the West, whose experience had led them into automobile accessory and electrical lines, combined to represent eastern manufacturers in an aggressive and intelligent way. They incorporated and took the name Allied Industries, large-sounding and assuming to be sure, but a real measure of their ability and aspirations.

Since then their enterprise and resourcefulness have been so proved, both to their customers and their principals, that Allied Industries, Inc., is now one of the most important, as well as one of the most active selling agencies in the far West. Offices are maintained at 279-283 Minna St., San Francisco, 1252 1st Ave., Seattle, Washington, and 340 Azusa St., Los Angeles, so that the western territory is well covered.

The activities of the company are nearly divided between electrical lines and auto accessories. Very appropriately the talents of the members of the firm are divided along the same lines. In fact, all the men connected with the Allied Industries gained valuable experience with the H. W. Johns-Manville Co., which is proof enough of their ability and standing in the trade.

W. S. Greenfield, former manager of the Johns-Manville San Francisco office, is manager of the Allied Industries. M. H. Klinger has long been an automobile accessory man, and he is vice president of the present concern and in charge of the automobile accessory department.

The genial, active secretary is C. D. Slaughter, formerly Johns-Manville sales manager, and at the present time serving Allied Industries in the same capacity. V. G. Van Booskirk, another member of the firm, has had particular experience in handling building material, so is particularly apt in handling the electrical contractors' supplies which are represented by the company.

B. A. Wagner, treasurer, is the only member of the firm who was not with the Johns-Manville Co. He has long been a specialist along electrical lines and in distributing the products of manufacturers. He is well known to the western trade.

Among the representative manufacturers for whom Allied Industries are the western representatives are: Davies Young Soap Co., Dayton, Ohio; Judd & Leland Mfg. Co., Clifton Springs, New York; Victor Mfg. Co., and Gasket Co., Chicago; Tubular Woven Fabric Co., Pawtucket, R. I.; Advance Pkg. & Supply Co., Chicago; Sedgwick Sales Co., New York; Youngstown Sheet & Tube Co., Youngston, Ohio; Trumbell-Vanderpool Electric Mfg. Co., Bantam, Conn.; Collyear Insulated Wire Co., Pawtucket, R. I.

## FOR SALE

(Music by Henry Ford)

One Ford car with piston rings;
Two rear wheels, one front spring.
Has no fenders, seat or plank;
Burns lots of gas. Hard to crank.
Carburetor busted, half way through.
Engine missing; hits on two.
Three years old; four in the spring.
Has shock absorbers and everything.
Radiator busted, sure does leak.
Differential's dry; you can hear it squeak.
Ten spokes missing. Front all bent.
Tires blowed out. Ain't worth a cent.
Got lots of speed; will run like the deuce;
Burns either gas or tobacco juice.
Tires all off; been run on the rim.
A d—mn good Ford for the shape it's in.

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## INDIA ADDS TO SALES ORGANIZATION

In line with its announced plan calling for important additions to its selling organization in the field, the India Tire & Rubber Co., of Akron, has recently announced the following new appointments:

W. W. Alexander, for several years an influential factor in the tire selling world, has been named Direct Factory Representative in the New England territory, with headquarters in Boston. Alexander is especially well acquainted with the New England trade through his long association with The Diamond Rubber Co. in the early days of the industry. He comes to India from The Dayton Tire Company.

To Blakey & Hall, of Pittsburg, has been assigned the India distribution for Pittsburg and adjacent territory. The company stands high among Pittsburg's leading tire distributors, having built up an extraordinarily large volume of business during the last few years. Hall, a member of the firm, was for a long time connected with one of Pittsburg's leading newspapers.

Frank G. Schenuit, a popular tire man in Baltimore, has been given distribution rights for Baltimore and surrounding territory. He has a wide business acquaintance all through that district and those who know him best predict big things for India during the coming months.

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H. F. Karnopp has bought the interest of his partner, C. E. Darling, at Almond, Wisconsin, and the former firm of Karnopp and Darling will now be known as H. F. Karnopp & Company.

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Chas. W. Hall is the active new proprietor of the hardware business at Maywood, Nebraska, formerly owned by Ralph Peterson.

---

New members of the trade at Colville, Washington, are the Haun Bros. Implement Company, who recently bought the stock of E. E. Bridgman.





**Service—**

that is what the user requires of an ignition battery — not only long service but the right kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

**Red Seal Dry Battery**

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

**Manhattan Electrical Supply Co., Inc.**

New York 17 Park Place | Chicago 114 S. Wells St. | St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.




EMPIRE TIRE AND TUBE DISTRIBUTORS

SEND FOR

# AUTOMOTIVE EQUIPMENT

*Catalog No. 2*

JUST OFF THE PRESS

**W. E. & W. H. JACKSON**

865 MISSION ST.

SAN FRANCISCO, CAL.

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**WHOLESALE DISTRIBUTORS**

AUTOMOTIVE EQUIPMENT
BICYCLES
SEWING MACHINES


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# A. C. Riddell Secures Able Co-Worker in Earl Jones

As a result of a steady increase in the business of the hardware and accessory manufacturers for whom he is western sales manager, A. C. Riddell of San Francisco and Los Angeles has for some time felt the necessity of adding to his organization a man capable of representing him to the jobbing trade in San Francisco and the Northwest.

After a careful survey of a number of likely applicants, Mr. Riddell has been fortunate in making arrangements with Earl Jones, formerly with the Whiton Hardware Co. of Seattle, to take charge of his San Francisco office and handle the trade in northern California, Oregon and Washington.

Earl Jones entered the hardware business just as so many have—with a broom. He has never been able to get away from hardware since. When he had cleaned the aisles of a suburban retail store in Southern California long enough to know where the goods were kept, he found that the business needed a good head and so he was proprietor for some time.

That was only one phase of his development, however, and he came to see that the retail business was rather too limited for his ability and his ambition.

We rather suspect that other than trade attractions took Mr. Jones into the Northwest a few years ago. At any rate, there is a coincidence here. Mr. Jones joined the Whiton Hardware Company's organization at Seattle at about the same time that he entered into partnership with Mrs. Jones.

During his almost three years with the Whiton Hardware Company Mr. Jones has served brilliantly both inside and outside. He has made the Seattle waterfront his special stronghold and he is known and respected by the trade for his ability and his genial personality. The close of the shipyards was only a challenge to Mr. Jones and as their operation ceased his business increased. So he comes to Mr. Riddell's organization well recommended, with a host of friends, with a fund of experience and an unquenchable enthusiasm.

The development of Mr. Riddell and his organization has been along similar lines. Mr. Riddell was born into the hardware trade, for his father was in business in the middle West and is at the present time interested in the Hoffman Hardware Company in southern California. Before the war A. C. Riddell was a member of the Hoffman organization. After his service in the Ordnance department, and with his discharge in January, 1919, Mr. Riddell commenced his present operations in representing eastern manufacturers in the territory from Denver west.

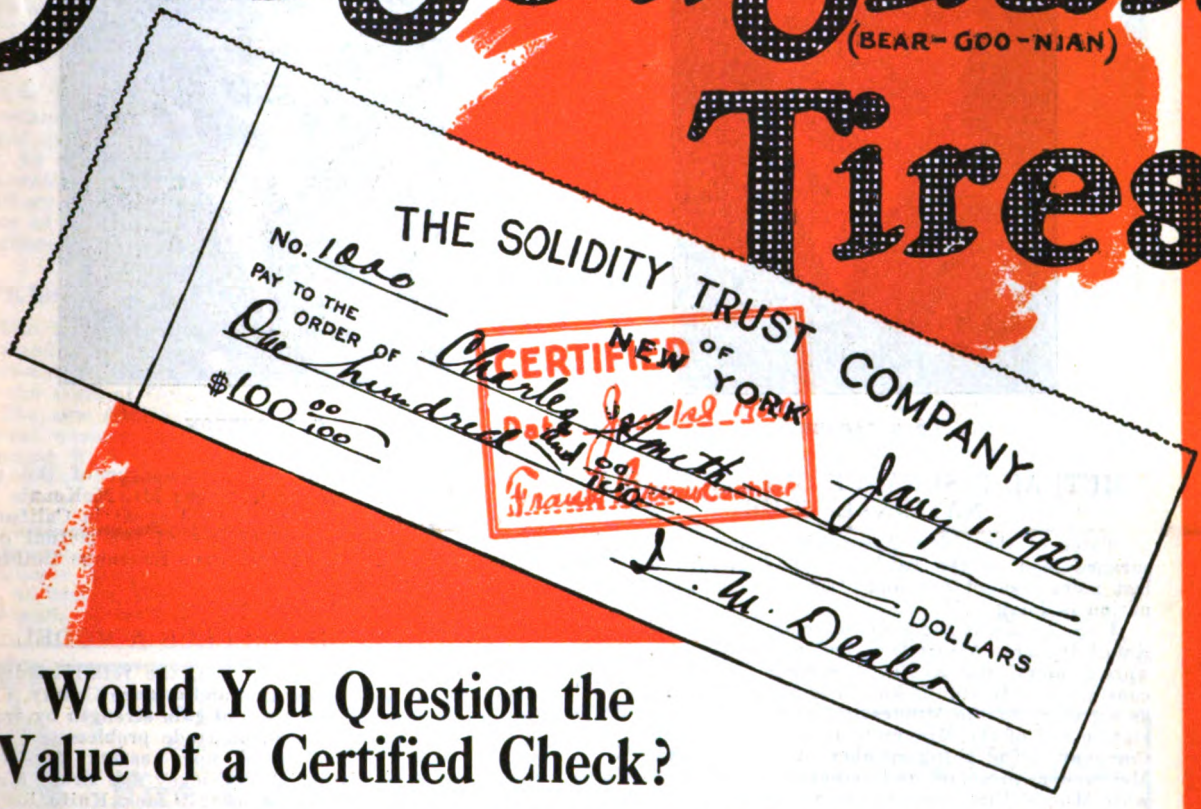
In the eighteen months since then, the business has developed rapidly, due to Mr. Riddell's able and persistent efforts and due to the fact that he places particular emphasis on the standing of the manufacturers and the quality of the goods he sells.

"Careful and thorough representation of standard lines," is the Riddell motto. Only a limited number of accounts are handled and each one is given detailed service, the same as they would receive from a member of their own sales force. Mr. Riddell does not consider himself a manufacturers' agent, but rather a factory salesman representing his principals just as their salesmen do.

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# Bergougnan Tires

(BEAR-GOO-NIAN)

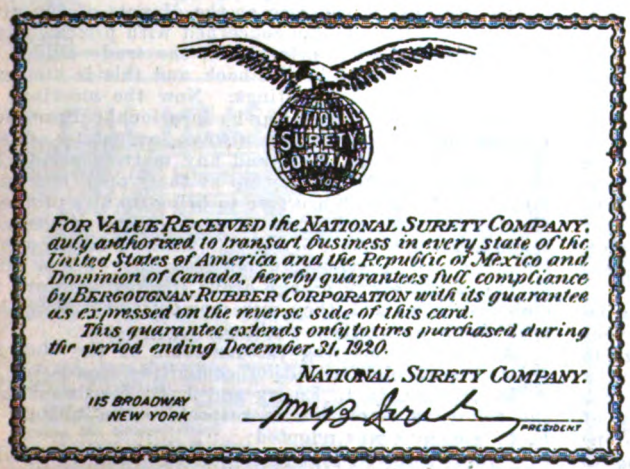



## Would You Question the Value of a Certified Check?

You feel absolutely certain when the bank on which a check is drawn has certified it, that you will receive the full value of the check, down to the last penny.

That is just how we want dealers and tire users to feel about the BERGOUGNAN **certified** mileage guaranty. We want them to feel positive that they will get every mile that goes with the BERGOUGNAN guaranty:

**6,000 miles for fabric tires—8,000 miles for cord tires.**




In order to create this feeling of security, we have arranged with the National Surety Co., the largest bonding company in the world, to certify our guarantee.

You will find the certificate herewith attached to every Bergougnan tire you buy, or sell. It means that if we do not make good on our promise to give you the stipulated mileage, the National Surety Co. will.

Thanks to this double guaranty, Bergougnan Tires are the easiest tires to sell on the market. We may be able to give you the exclusive selling rights for your territory. Write today.

**BERGOUGNAN RUBBER CORPORATION**
TRENTON, N. J.

**Factories:** Clermont-Ferrand, France; Trenton, N. J., Turin, Italy; Moscow, Russia

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P. S. JACOBS



C. I. BUXTON

## MUTUAL INSURANCE BIG THREE ON NATIONAL TOUR

Three of the ablest Association secretaries and insurance men in the hardware field banded together last month to set out and "see how the rest of the nation is doing it."

P. S. Jacobs is the keen secretary of the Wisconsin Retail Dealers' Association, and manager of the Hardware Dealers' Mutual Fire Insurance Company of Wisconsin. C. I. Buxton is known to the trade equally well as secretary of the Minnesota Implement Dealers Association and of the Minnesota Implement Fire Insurance Company. The third member of the trio was T. G. McCracken, president and manager of the Retail Hardware Mutual Fire Insurance Company of Minnesota.

### Insurance Branch at San Francisco

One of the results of the trip in fact is the establishing of a direct branch office at San Francisco, where policies will be written, premiums paid, and losses adjusted. The Wisconsin and Minnesota companies some years ago outgrew the bounds of their own state and at the present time have mutual insurance in every state in the union. Combined they have $1,250,000 insurance in force.

The Minnesota Hardware Mutual is the pioneer organization, having been founded in 1899 by T. G. McCracken's father. For many years the company was carried on by Secretary M. S. Mathews. Since Mr. Mathews' death the functions of the Minnesota Association has been divided so that H. O. Roberts is Association Secretary and Mr. McCracken heads the insurance company.

The Minnesata Implement Mutual was founded in 1906 by L. C. Pryor of Minneapolis. Mr. Buxton has been secretary and manager since 1910, and the growth in his administration has been marvelous. At that time the dividend to policy holders was 25 per cent, but it is now just twice that. Thirty-two people are now employed in the company's offices.

Mr. Jacob's experience with the Wisconsin Association and the Wisconsin Hardware Mutual at Stevens Point has been very similar. When he took charge in 1912 the insurance department could be carried in a packing box. In fact it was so moved up to Stevens Point at that time. Now there is an office force of thirty people engaged in the insurance business alone and the association will erect a fine new building to house its activities in the very near future.

Chas. A. McKenzie will be manager of the new western branch. For the last year Mr. McKenzie has represented the companies as field agent in California particularly. The mutual offices of the mutual companies will be at 412-13 Insurance Exchange Building, San Francisco.

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## ORANGE CLIPPER CLUB A MODEL

A little over two years ago, the retail hardware merchants in San Bernardino and Orange County, California, decided that they would gain strength by working together on their common trade problems. Therefore it was that such good, open-hearted, far-seeing fellows as F. E. Hobbs, F. P. Nickey and Bruce Moore who had been active in a local "Jack Knife" Club, met together and organized the Orange Clipper Club.

Meetings are held once a month at the various towns represented by the membership. Some fifteen separate firms are now represented in the membership of the club and although this is a large majority of the representative merchants, it is the hope of the club to include every merchant in its membership in the near future. Of course the attendance at the meetings is much larger than this, for all of the clerks and traveling salesmen, as well as representatives of the jobbing houses are always welcome at the dinners of the club.

At first the club was concerned with prices. Since the publication of a price book, the trade abides by the prices contained in the book and this is almost a dead subject at the meetings. Now the meetings of the club are rather social and educational. Prominent visitors in the locality are always invited to address the members of the club, and any matters perplexing the trade are always taken up at these open meetings. Members of the club are free to bring up any problems for discussion or solution. Every meeting of the club tends to bring about a better fellowship, a better understanding and a sympathy between the various merchants of the sunny orange grove country. Before the club was organized, they were competitors. Now they are friends and fellow workers.

At the last meeting the members of the club appointed a special resolution committee, consisting of A. D. Stewart, O. L. Emery and J. R. Westbrook, and the following resolution in respect to the memory of E. C. Simmons was adopted:

"Be it resolved that in the death of Mr. E. C. Simmons the membership of this club and the Retail Hard-

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ware Dealers of the Pacific Coast and America have lost a trusted and valuable friend, known personally to many of us and to be a man of the highest character, who at all times kept the interests of his friends and the Retail Hardware Merchants close in head and heart.

"We feel that his loss to the Retail Hardware fraternity cannot be replaced and that it behooves each of us to so conduct our lives and our business and so serve our fellows, that we may be his worthy emulators.

"We further extend to his family our sincere and deepest sympathy in their great loss and bereavement."

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The Black & Decker Mfg. Company's branch at Cleveland, Ohio, has found it necessary to move into larger quarters. Branch Manager G. A. Dodge may now be found at 6225 Carnegie Avenue, where he is cooperating with the Black & Decker jobbers in his territory and where there is a service station to give users of Black & Decker products prompt service at all times.

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## PREST-O-LITE STATION AT PORTLAND

The M. D. Baker Company, Ninth and Davis Sts., Portland, Oregon, have been appointed distributors of Prest-o-lite storage batteries, gas tanks and appliances for the state of Oregon.

The new distributors will operate as a unit in the several western Prest-o-lite service under Field Sales Manager W. E. Darden, with headquarters at 599 8th Street, San Francisco.

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Firebugs, prompted by an unknown motive, threw an oil-saturated bundle of burning papers through the warehouse window of the William Robbins Hardware Co., at Seattle, Washington. Discovery of the attempt was made before damage was done.




CHILD'S MODEL B

CARBON TETRA CHLORIDE

Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

A LINE WORTH HANDLING

For Particulars Write to

O. J. CHILDS CO.

FIRE APPARATUS UTICA, N. Y.



GET FULL MEASURE OF SPRING WEAR

The far-reaching Guarantee under which

HIGGINS QUALITY SPRINGS

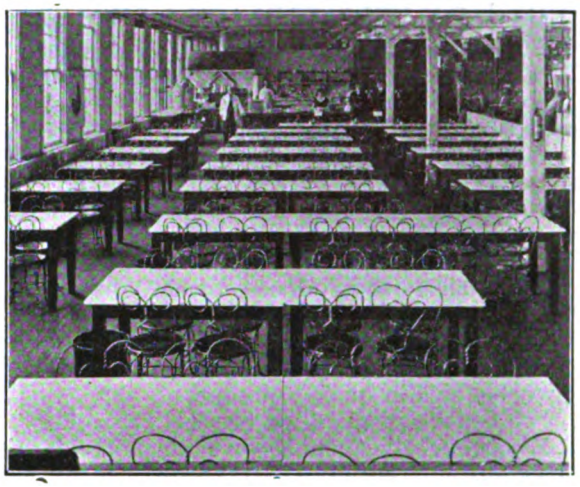
For Replacement

are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage, and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 741, Racine, Wis.

NO BOLT – NO HOLE – NO HUMP – NO JOLT

## PRESIDENT AND PORTER EAT HERE

Assuredly democracy is a feature of the new cafeteria at the Black & Decker Mfg. Company's plant at Towson Heights, near Baltimore, Maryland. Some 200 people are employed at the factory, and although some live within walking distance for their noon meal, a great majority are glad to depend on the company's excellent cafeteria. We show a picture of the interior of the restaurant at the plant.

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B. E. Aaronson, who has succeeded M. S. Lines, as Sales Manager of The Gordon Tire & Rubber Company, Canton, Ohio, has been Special Sales Representative of the Mohawk Rubber Company for the past three years. Before that he had been connected with Empire in the sales department and previous to that with Goodyear.


MOTOR MERCANTILE COMPANY

Wholesale Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motal and Cyldene Oils, Gearese and Cupese
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Kay Bee Spotlites
Parmir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retreder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rie-Rie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City


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## FIXED POLICIES OF BLACK & DECKER

President Black of the Black & Decker Mfg. Co. distributed to the trade at the Del Monte Convention a fine little booklet signed by himself and entitled "Fixed Policies." The booklets are beautifully published, with a reproduction of the Black & Decker seal on the cover. It is the Bible for the company's managers and salesmen, as well as for the company's customers. A successful business must be based on fixed policies, rather than on vacillating and changing ones, and the following are some of the axioms in the conduct of the Black & Decker Mfg. Company's business:

We believe in quality products.

We believe in quantity production.

We believe the happy workman is the best workman.

We believe in the jobber.

We have established branch offices in a number of the principal cities, and will establish more of these as time goes on. No sales are made direct by these branch offices, nor will be.

We recognize the right of quantity users to concessions in price on large lots, and have established a fixed scale.

We believe the most important thing a manufacturer can do to assist the jobber is to center his efforts on advertising and selling for the jobber.

We believe the jobber should cooperate with his dealers.

We believe in advertising.

## WESTERN BRANCH FOR STAR TIRES

Sam C. Breeder has been sent to the West by the Star Rubber Company as its organizing pioneer in opening the Company's far western branch, established at San Francisco last month. The office has been located at the warehouse, 639 Howard Street, where a full stock of tires is already on hand, filling two stories and a basement.

California, Nevada, Arizona and Oregon will be handled out of the San Francisco branch office, and it is most probable that another warehouse will be placed in Los Angeles before long.

In the Washington and Idaho panhandle territory, Star Tires will continue under the sales organization of the Whiton Hardware Company at Seattle. The Strevell-Paterson Hardware Company of Salt Lake will continue to represent the Star Rubber Company in the Intermountain territory.

Mr. Breeder has been identified with the Star Rubber Company ever since its organization four years ago. He is fortunate in a magnetic personality which makes friends and inspires confidence wherever he goes. He has just come from Kansas City, where he opened a branch for the company. In fact, he is the "star" member of the Star organization, as a scout and pioneer. The tire trade of the far west and the Star Rubber Company are mutually fortunate in the selection of Mr. Breeder to open the western branch.

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The hardware trade in Colorado is mourning the loss of Benjamin F. Lowell, pioneer merchant of Colorado Springs. Mr. Lowell died at the age of 65, and owned a controlling interest in the Lowell Meservey Hardware Co.; his son, Chas. Lowell, is the owner of a hardware business at Fort Collins, Colorado, and two other sons are joint proprietors of another hardware firm at Idaho Springs.

## TRI-STATE ACCESSORY CORPORATION SERVES SOUTHWEST WELL

Although organized as lately as July, 1919, for the purpose of serving and developing their wholesale auto accessory business of the Southwest, the Tri-State Automobile Accessory Association, with its main office at El Paso, Texas, has become one of the most important institutions of the Southwest in less than a year of life.

This progressive institution serves the trade in the states of Arizona, New Mexico and Texas, and its business is conducted on a strictly wholesale basis. The effect of the energetic activity of the corporation has been to bring business to El Paso, which formerly was served by houses in California or in the Middle Western Centers. Their policy has always been to supply the dealer and garage man with every want and carry a stock in proportion with this object.

The extremely advantageous railroad facilities and the central location of El Paso have aided the institution in its operations. There are now seven men on the road exclusively for this institution, and a large business is developing in Mexico.

## SEATTLE ACCESSORY MEN SHIFTED

Two important shifts of automobile accessory executives have recently taken place at Seattle. F. Franklin is the new manager of the automobile accessory department of the Seattle Hardware Company. Mr. Franklin has long been connected with the automobile accessory business, both with the Whiton Hardware Company and with Ballou & Wright at Portland, Oregon. He has many friends in the Northwest who will be glad to hear of his appointment with the Seattle Hardware Company, in recognition of his ability. For the Whiton Hardware Company, N. A. Brownfield has become chief of the automobile accessory department. Mr. Brownfield was formerly Mr. Franklin's assistant in the Whiton department, and his acquaintance with the accessory business dates back over eight years. The long association of these two men should certainly pave the way for the cleanest, best maintained rivalry now that they head similar departments for rival institutions.

## LOCKWOOD ORGANIZATION EXPANDED

The Lockwood Manufacturing Company, makers of the Lockwood Line of auto fabric accessories, through its managing director, Paul Lockwood, announces the removal of its eastern branch office and plant from Brooklyn to Buffalo, N. Y., and the opening of an export sales branch in the Grand Central Palace, New York City. The export office was forced by rapidly increasing foreign demands for the Lockwood line of auto fabric accessories. The new Buffalo factory, 368 Massachusetts street, will give the company more space and larger equipment than the Brooklyn plant afforded.

The western office and factory—the parent plant—remains at Seventh and Wyandotte Streets, Kansas City, Mo. The Chicago sales branch will continue at 3021-23 South Michigan Avenue, Chicago.

The Lockwood Manufacturing Company recently bought and assumed complete charge of the auto fabric accessories division of the old Baker & Lockwood Manufacturing Company, taking over the entire accessories line which formerly bore the name "Baker." Mr. Lockwood, a graduate of every phase of the fabric accessories business, has adopted many aggressive policies that have made doubly popular this old and tested line known to jobbers and dealers everywhere.

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The Tyler Mfg. Company of Boston, Massachusetts, whose Tymco line of automobile accessories is well known to the trade, have removed their general offices to 755 Boylston Street, where they have greatly increased their facilities for taking care of their business.

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## Mohair Top Dressing

**Waterproofs and Re-rubberizes**

**Pints 85c**
**Quarts $1.50**

Produces a black, silky and lasting finish. Leaves top soft and pliable.




## Drab Lining Dye

**Pints $1.35**
**Quarts $2.50**

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.




## Knu-Lac Top Dressing

**For Ford Cars**

**Pints 75c**
**Quarts $1.35**

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.

## OTHER CAR ECONOMIES

**DULL-LAC TOP DRESSING**
Puts on a Rich, Egg-shell Finish.

**RE-KNU UPHOLSTERY DRESSING**
Makes Old Cushions Look and Wear like New. Dries in 15 minutes.

**RE-KNU BLACK LINING DYE**
Re-dyes, Covering all Stains and Discolorations. Concentrated.

**GLOSS BLACK ENAMEL**
An Elastic Enamel to re-finish the entire car.

**BURBANK O.D. TOP DRESSING**
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

**RE-KNU RUBBER TIRE PAINT**
Protects and gives the Tire that new appearance. Does not wash off.

**STAY-ON AUTO TOP PATCHES**
Mends all Holes and Cuts.

**BEATS ALL TUBE PATCHES**
Fixes that Puncture Quickly.

**BEATS-ALL RADIATOR CEMENT**
A Liquid Cement — Stops all Leaks.

**BEATS-ALL SPRING LUBRICANT**
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

**ENGINE ENAMEL**
Black and Grey. Stands a high Heat Test.

**FENDER ENAMEL**
For Retouching—Dries Quickly.

If your jobber cannot supply you, write direct to these representatives:

**CHARLES A. DOWD SALES CO.**
**320 Market Street, San Francisco, Cal.**
**THE RUBBER SALES CO.**
**53 West Jackson Blvd., Chicago, Ill.**
**CURRIE BROTHERS**
**511 Grand Building, Atlanta, Ga.**

For a Catalogue and Discounts



Manufactured only by the

**Auto Specialties Mfg. Co.**

**40 Elm Street, Buffalo, N. Y.**

**Branch Factory, Fort Erie, Canada**

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## WHY BLUE BIRDS FLY IN SEATTLE

The Blue Bird has come to be known to the world as the emblem of happiness and childlike delight. We believe our readers will agree with us that there is a double significance in the use of the Blue Bird and the resulting happiness from such window displays as the Ernst Hardware Co., of Seattle, has recently been making. Like the "quality of mercy," both buyer and merchant rejoice over the resulting sale.

We are glad to be able to reproduce this month a glimpse or two of the Ernst windows. President F. A. Ernst of the Ernst Hardware Co. is also president of the Pacific Northwest Hardware & Implement Association, and is one of the most enthusiastic, active and progressive merchants in the West.

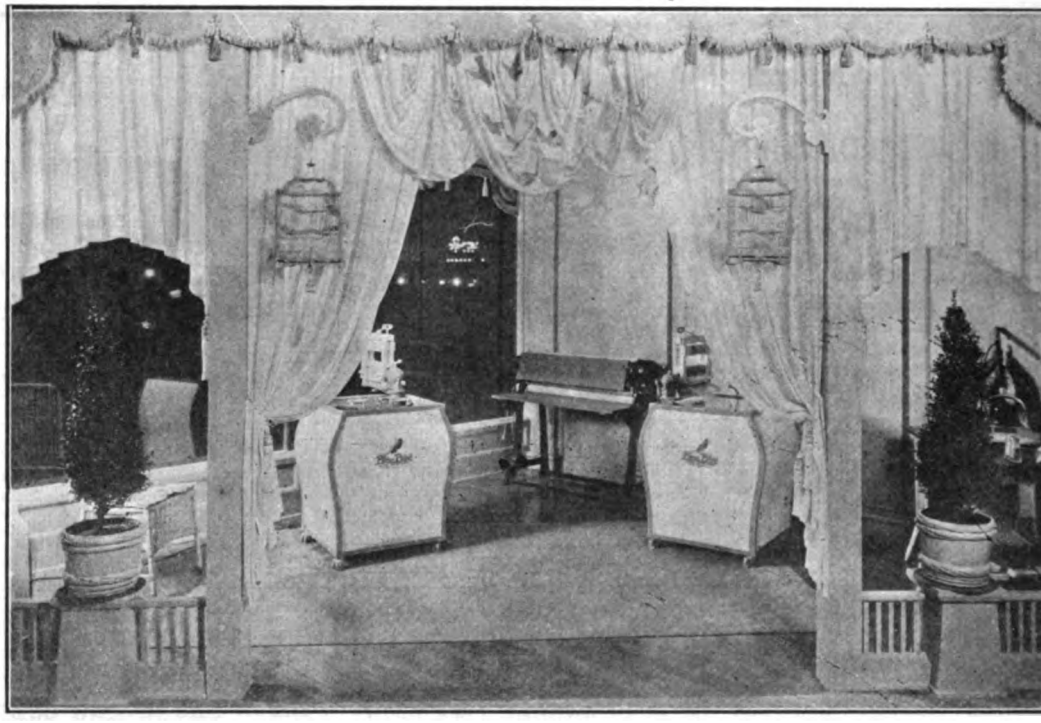
During the last year the store has undergone alterations so that twice the available floor space and three or four times the former display room are now utilized by this progressive company. The store is situated in the midst of Seattle's best retail buying district on East Pike St. The management of the Ernst Hardware Co., in short, has realized that the world is passing the door, and the problem is to make the store and their wares as attractive as possible.

While a demonstration is going on in the window, people gather around the outside and take in the demonstration in detail. The mere action of this is interesting and arouses their curiosity, and it is but human nature that they move inside of the store to hear the words spoken and ask questions for themselves. The hangings are made as attractive as possible, and the entire impression is one of elegance, of beauty and attractiveness.

Showing what the result of the Blue Bird window has been, the Blue Bird Appliance Co., St. Louis, manufacturers of the Blue Bird Washing Machines, have notified the Ernst Hardware Co. their display is without question the finest of the kind in the United States.

In addition to Blue Birds and alternating with the washer, are shown electric ironers, vacuum cleaners and other household devices. Each predominates the window at the time of its display, demonstrations of each being made in full view of the passerby.

The company's experience has been that a window nearly on a level with the street commands the attention of the passerby. Furthermore being right on a level with the store and opening out of it, it is possible to get the customer to walk right into the window,



ATTRACTIVE BLUE BIRD ROOM OF THE ERNST HARDWARE CO.

This is only one of the many attractive departments maintained by the Ernst Hardware Co., who give the same personal attention to every phase of their business.

These window displays show how they are doing this. As our readers will note, this Blue Bird window display is on the level with the store, and the glass of the window comes within about twelve inches of the sidewalk. Therefore the impression is brought right home to the housewife. She does not see any display up on a stage or surrounded by tools or decorated at the back with a full wall of other paraphernalia.

Here is a washing machine right in a beautifully appointed room, and absolutely dominating the room. Moreover all demonstrations and sales are made right in the window. Although this window space is invaluable to the company, it is believed that it is better to handle one line well and make it win than to show nibbles of a great many edibles to the passerby until his appetite is confused and he takes home nothing.

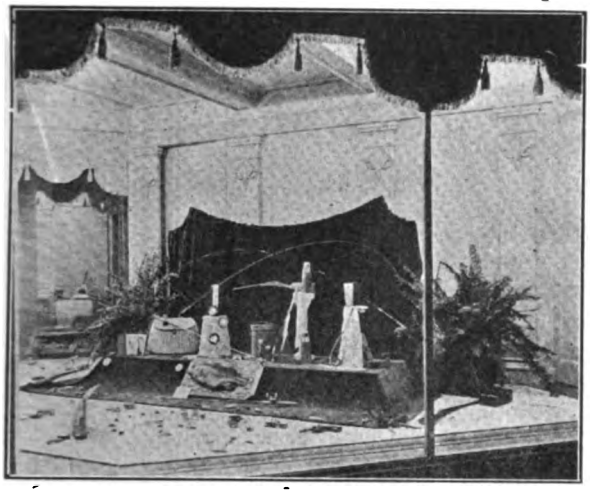
making his purchase without a feeling of conspicuousness, and proving a wonderful magnet for the attention of the passerby.

Following out the spirit and code of the Bluebird campaign, is the special delivery car. This is the symbol of Bluebird service which the company gives and its advertising value and neat attractiveness, of course, can be realized. In other words, the company believes in taking advantage of every available opportunity to attract the attention and arouse the interest of the community.

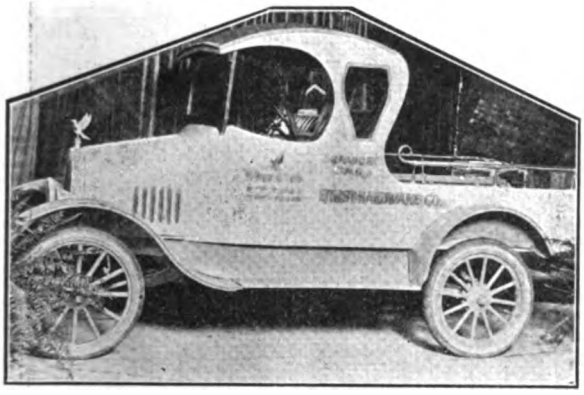
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E. Demaray, popular and progressive merchant at Dayton, Oregon, has been busy moving his business to a new location, where a larger stock will be more adequately housed.

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This first prize sporting goods window of the Ernst Hardware Co. is one that commanded the highest admiration. Just as in housefurnishing and sporting goods, so in accessory lines they are recognized as one of the most progressive merchants in the entire country.



ERNST HARDWARE CO.

## ADVANCE CORK INSERT PATENT UPHELD

Advance Cork Insert Transmission and Brake Lining as manufactured by the Advance Automobile Accessory Corporation, has been declared the exclusive and patented property of the manufacturers in a recent Federal Court suit over an infringement on the patent rights.

In addition to holding the Cork Insert patent valid, the Court ordered a permanent and perpetual injunction to be issued, and an accounting for damages and profits by a competing manufacturer who had infringed on the patent right.

The Advance Automobile Accessories Corporation set up as one of its claims in this suit that the imitation Cork Insert Linings being offered to the trade were far inferior to the genuine product, and did not give good results when put into use, and, consequently, damaged the reputation of genuine Advance Cork Insert with the trade and the public.

The Advance Automobile Accessories Corporation reports that to the best of their belief only a comparatively small amount of the imitation and infringing Cork Insert Linings was handled by the legitimate jobbing trade, as the Advance Company took every precaution to protect the jobbers from liability to suits for damages and profits, by sending out repeated notices to the trade of the infringing nature of the imitation linings, and calling attention to the suit pending.


**Sterling Tires**

**ARE DEPENDABLE**

*Sterling Tire Corporation Rutherford, New Jersey*

**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

**$1.00 An Unbreakable Oil Gauge for your Ford**



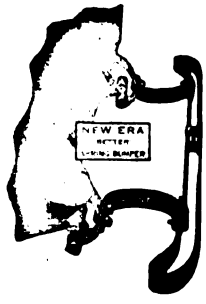

ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

Apco Mfg. Co. - Providence

**If One-Half the Dealers Knew**

The real facts of how they could supply a modern Spring Bar Bumper of double strength for EVERY car desired—front and rear,




**An Output Ten Times Larger**

**Couldn't Fill the Demand.**

**New Era "Better" Spring Bumper**

is a positive evolution of merit in several points.

**Its Double Bars Mean Double Strength.**

Interchangeable for ALL cars by detachable arms, furnished for every car—front or REAR—and freely exchanged for any car desired.

The most complete catalog, showing arms for EVERY car—front and rear—will EARN HUNDREDS of dollars for any dealer. If your jobber won't furnish Spring Bar Bumpers with the name "New Era" and patent dates, between the double bars, ask us the name of nearest jobber. The catalog also shows "BETTER" Springs and Tire Carriers for all cars.

**New Era Spring & Specialty Company**

**70 Cottage Grove Avenue, Grand Rapids, Mich.**


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# Boyco Service Units

## *Mean Quick Sales*

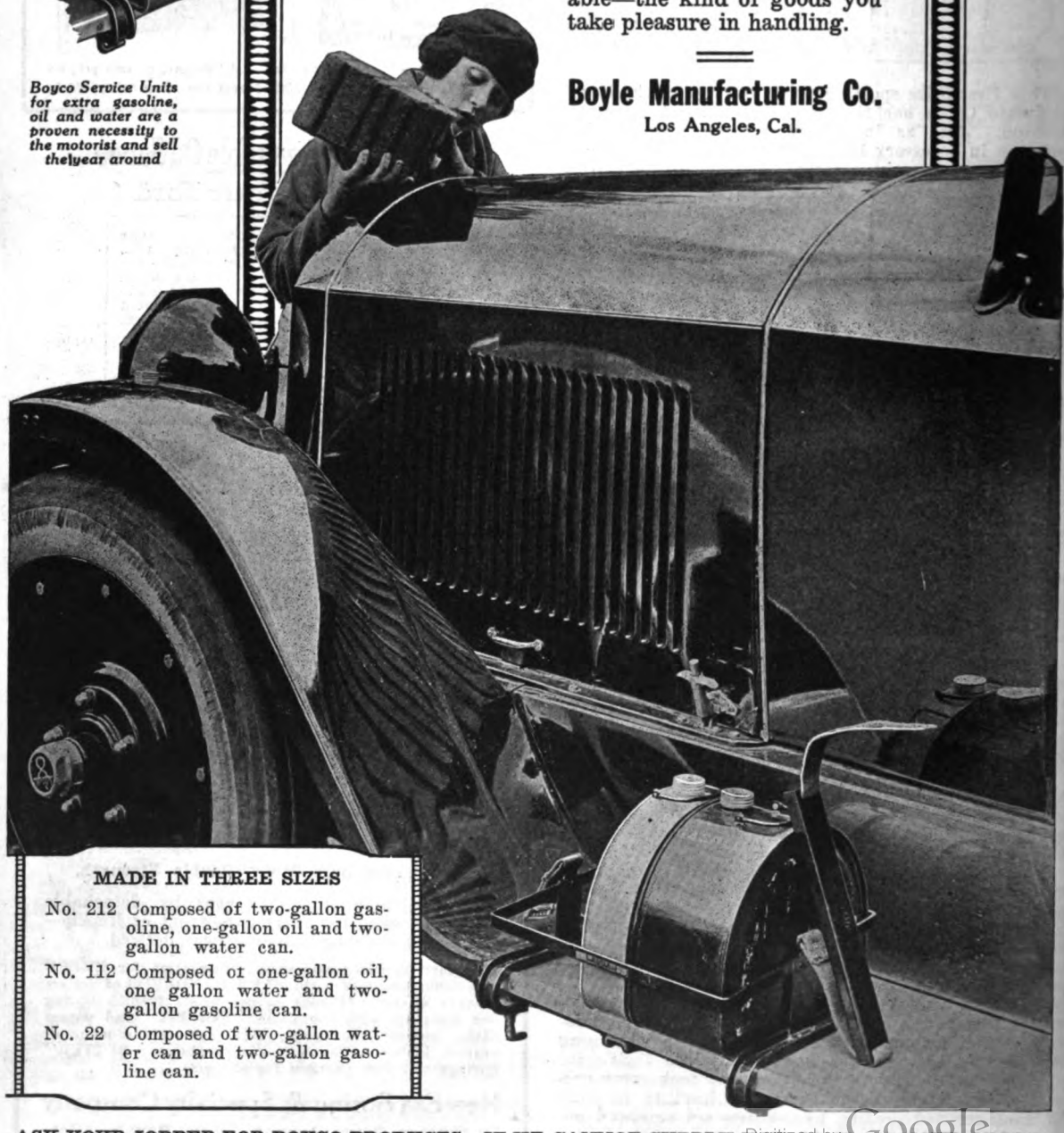
Boyco Service Units mean a quick turnover, customers that are genuinely pleased and real satisfaction for merchant and patron alike.

They fill a universal need—give safety, comfort and satisfaction to every motorist. Of superior and durable construction; dependable—the kind of goods you take pleasure in handling.

**Boyle Manufacturing Co.**
Los Angeles, Cal.




*Boyco Service Units for extra gasoline, oil and water are a proven necessity to the motorist and sell the year around*



**MADE IN THREE SIZES**

No. 212 Composed of two-gallon gasoline, one-gallon oil and two-gallon water can.

No. 112 Composed of one-gallon oil, one gallon water and two-gallon gasoline can.

No. 22 Composed of two-gallon water can and two-gallon gasoline can.

**ASK YOUR JOBBER FOR BOYCO PRODUCTS. IF HE CANNOT SUPPLY YOU, MAIL US YOUR ORDER WITH HIS NAME AND ADDRESS. SERVICE WILL BE RENDERED**

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# To the Land That Beckoned

*To seek new homes, the pioneers journeyed the overland route to the land that beckoned*

WHEN seeking a new tire connection, a distributor or dealer should ask himself, "Is the line standard? Is the policy of the manufacturer standard?"

There is nothing experimental about either the Overland line or the Overland policy. Overland tires and tubes are built according to the highest standard set by leading engineers of the rubber industry. Overland tires, tubes and policy are free from fads and freak ideas.

Distributors and dealers who are seeking a standard line, backed by a manufacturer with a standard policy, write or wire immediately for further details.

**THE OVERLAND TIRE & RUBBER CO.**
**Dept. A**
**Omaha, Nebraska**

# OVERLAND TIRES

"PIONEERS OF ENDURANCE"

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## T. H. SPEDDY PASSES AWAY

Another veteran of the hardware fraternity in the far West was summoned by death last month when T. H. Speddy passed away at his home in Alameda, California. Mr. Speddy was long and widely known as a manufacturers' sales agent in the western trade. For the last 45 years Mr. Speddy has been identified with the hardware trade centered in San Francisco, and was admired and respected by the trade in the West.

Mr. Speddy was seventy-two years old at the time of his death and was a veteran of the Civil war. A native of Ohio, he enlisted in the army when he was only seventeen years old. Afterward, recognizing the opportunities and promise of the Pacific Coast, he moved out into the new land and identified himself with the growing trade of the Western Coast.

The firm of T. H. Speddy & Company was established in 1891 and incorporated in 1904. Howard H. Speddy is secretary, and will continue the representation of the many manufacturers whose business has been so successfully handled in the past.

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The Cedaredge Hardware Company, of Cedaredge, Colo., is planning to erect a warehouse and implement house within a few weeks.

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The fine new structure soon to house the hardware and implement departments of the Toppenish Trading Company, of Toppenish, Wash., is to have a new system of interior lighting. A special plan has been devised for the wiring of the building.

GENUINE
**Hildebrandt Spinners**
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

## CALIFORNIA CONVENTION AT YOSEMITE

The California Retail Hardware and Implement Association will combine business and pleasure and draw attention to the scenic wonders of the far western states when they gather in convention at the Yosemite Valley next September. It has always been the custom for the northern and southern divisions of the California Association to hold separate meetings in the spring and fall, one in Los Angeles and one in San Francisco.

The meeting at Yosemite will be a joint meeting, which will help to make it a rousing one.

There is certainly no excuse for lack of "high" spirits, plenty of "air," "clear" thinking and a "wonderful outlook" on the part of the members as they face the problems of the trade alongside of the beauties of nature.

Following are the new officers of the two divisions of the California Association:

Northern Division—G. A. Gutman, President, Willows, Cal.; Chas. C. Floyd, Vice President, Santa Maria, Cal.; M. M. Brown, Treasurer, San Francisco. Cal.; Le Roy Smith, Secretary, San Francisco Cal.

Southern Division—E. S. Campbell, President, Los Angeles, Cal.; William Scott, Vice President, Los Angeles, Cal.; E. F. Harford, Vice President, Colton, Cal.; J. Glenn Marks, Secretary-Treasurer, Los Angeles, Cal.

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## THEIR CORRECTED NAMES

It was G. H. Webb of the Webb Hardware Company at San Diego, California, who was the purchaser of the business of H. N. McKie of Monrovia, California. In announcing this purchase, names were inaccurately reported in a recent issue of the HARDWARE WORLD.

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## NCR OWL CLASSES FOR EMPLOYES

The thousands of merchants whose profits are insured and whose accounting is simplified by the use of a National Cash Register are interested to hear from time to time the human story behind the register, how the company which manufactures these money saving devices is among the most humanitarian and enlightened of American industrial concerns.

Typical of the attitude of the company toward its employes came the closing exercises of the 1919 and 1920 Owl Classes, held at Community Hall, Dayton, Ohio, recently. A good many years ago, the heads of the company decided that a class for the employes would be a sound institution. Classes were started at night, at first only one or two classes and one or two subjects. Now the classes are great bodies during the winter from October until April. Such subjects as the following are taught by instructors from the factory itself: Advanced salesmanship, elementary salesmanship, mechanical drawing, agency office practice, public speaking, accounting, home economics, advertising and printing, elementary shop mathematics, advanced shop mathematics, free-hand drawing, home hygiene and Spanish.

President Patterson had the pleasure of presenting 241 diplomas at the last commencement exercises. Among these were 66 girls who had completed the home economics and home hygiene courses. They served lunch at the close of the exercises. We see in this that the women in industry are not interested in replacing the men to the exclusion of preparation for labors at home.

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Brown & Campbell, one of the growing hardware concerns in California, have decided to increase their capital stock to $100,000. They are located at Hollister, California.

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F. C. Moye has sold his hardware store in Boulder, Colorado, to J. H. Fiske and Arthur Lumsden, of Leadville, Colorado. Moye has been in the hardware business in Boulder for twenty years.

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## A. T. LLOYD SELLS MILLER FIXTURES

A. T. Lloyd, of the Lloyd Sales Agency, Inc., has been appointed western sales manager for Edward Miller & Co., of Meriden, Connecticut. The selection of Mr. Lloyd came as a result of the visit of General Sales Manager Michael Schwartz, of the Miller Co. On his tour he attended the National Electrical convention at Pasadena, California, and visited the trade throughout the west.

A. T. Lloyd is known throughout the west by the buyers and the trade, especially as a leader along electrical lines. For several years he was manager of the Baker Smith Company, and only recently organized the Lloyd Sales Agency.

Edward Miller & Co. have been established since 1844 and have manufactured lighting fixtures for every class of power. Today they are putting on the market a high grade line of electric lighting fixtures for the home with an entirely new selling plan for the dealer. Their fixtures are now being commercialized through an extensive advertising campaign. By confining their manufacture to only a few of the best designs they are producing high grade fixtures at prices which compete with inferior fixtures on the market.

Their selling policy covers the sale of "Miller" fixtures through the Miller dealer in each city who establishes himself as their agent, and full co-operation will be given such dealers through the factory's system of handling the present advertising campaign. All fixtures are put up in individual shipping cartons, ready for the consumer, each being wired and completely assembled at the factory. This new method means that the dealer is relieved of estimating his assembling cost which has caused losses in the past.

Edward Miller & Company have proven, within one year's time in merchandising lighting fixtures under this new system, that the dealer can, at last, be satisfied with a profitable fixture business with increased volume. The Miller line of electric portables are merchandised through the jobber and dealers, the same as in the past. New types of electric floor standards are also being created by the company.

Western sales office for Edward Miller & Co. will be in the Monadnock Building, San Francisco, where the Lloyd Sales Agency also has its headquarters and main offices.

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## AN IRONING TABLE LIKE IRON

Every wide-awake western merchant handling household goods knows he must make an appeal to women buyers. Since practically every one of our readers is now in the market for the right sort of household goods and specialties just for the purpose of attracting women, they will be interested in the announcement of the Rid-Jid open end, folding ironing table elsewhere in these pages.

The resourcefulness of the manufacturers, the Rid-Jid Products Corporation of Waukegan, Illinois, have perfected this modern ironing table. Instead of resting over two chairs as the old fashioned ironing table did, the Rid-Jid is supported on diagonal braces. In fact, it has the benefit of four feet, but at the same time it has the open end which allows full use of the ironing table. It is possible for an adult to sit at the open end of the ironing table, perfectly safe and solid.

Merchants who have handled the Rid-Jid Ironing Table can say truthfully that it fills a pressing need. The manufacturers, formerly the Oregon Woodenware Mfg. Company, will be pleased to send literature on request to any merchant, referring his order to the nearest distributor.

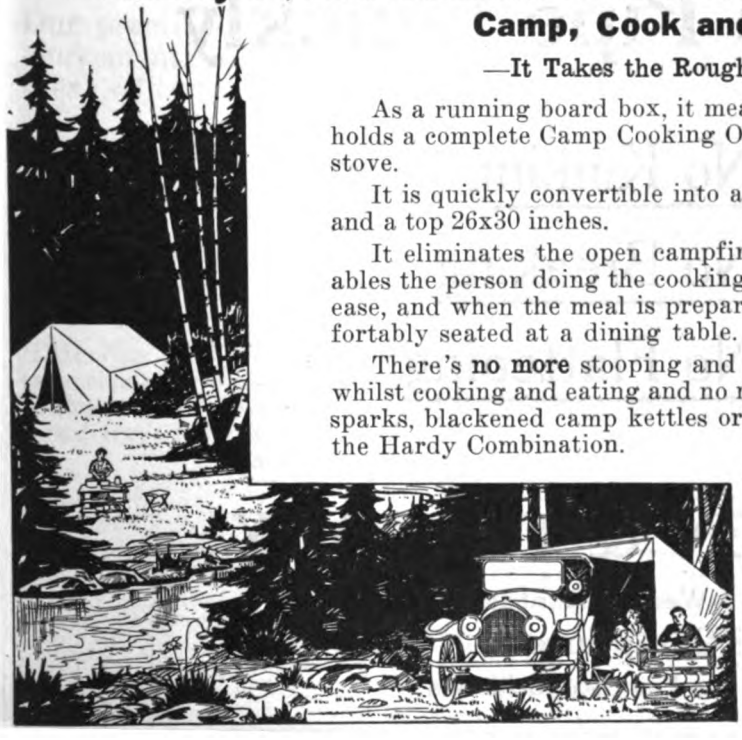
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The hardware department of the Marino Lumber Co., of Marino, Colorado, is setting a good example to other business houses and firms. The building is being painted from floor to roof, inside and out, and makes a great difference in the appearance of the place.


# Hardy's Combination Running Board Box

**Camp, Cook and Dining Table**

—It Takes the Rough out of Camp Life



As a running board box, it measures 10½x10½x30 inches, and holds a complete Camp Cooking Outfit, a dining service and a gas stove.

It is quickly convertible into a camp table, having two shelves and a top 26x30 inches.

It eliminates the open campfire for cooking purposes and enables the person doing the cooking to stand upright and cook with ease, and when the meal is prepared to partake of the same, comfortably seated at a dining table.

There's no more stooping and squatting in awkward positions whilst cooking and eating and no more blinding smoke. dirt, flying sparks, blackened camp kettles or hunting for firewood if you use the Hardy Combination.

It is truly the Camper's Friend.

For sale by Hardware and Sporting Goods Stores and Camp Equipment Houses.

**JOBBERS AND DEALERS**

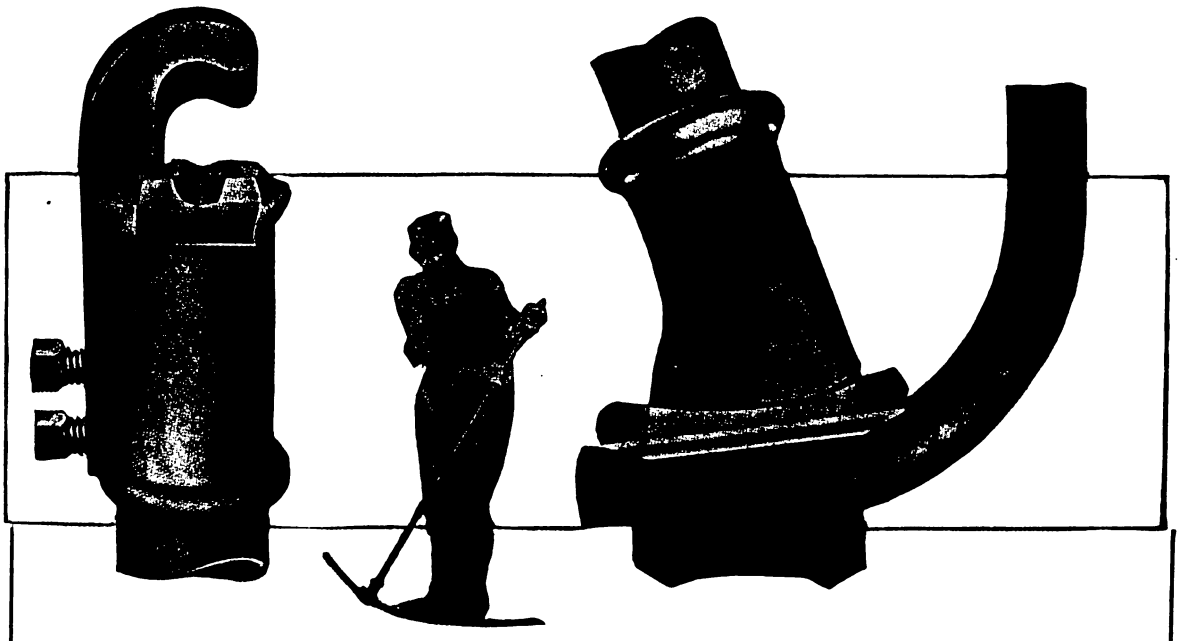
**ADDRESS**

**JOHN E. HARDY**

**PORTLAND, OREGON**


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# The FEY AUTOMATIC GRIP HICKEY



"STICKS WHERE IT GRIPS"

## Bends Pipe Quickly

No Kinking

No Breaking

No Flattening

## BULLEN & COMPANY

Western Distributors

1508 Claus Spreckels Bldg.

San Francisco, California

*Write for prices*

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60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.




Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.

The Largest Seller on the World's Market Today

Can Be Ordered in Various Quantities to Suit Your Needs

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1919 and 1920.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE

Whenever you sell the housekeeper a cleaner that takes the drudgery out of housework—that does the work in half the time with only half the effort, and does it better—in short, whenever you sell HRH you gain a satisfied customer and make a friend.

HRH, like ABSORENE requires only introductory selling effort on your part. It is extensively advertised and is known everywhere as the most effective cleaner on the market today. Live dealers everywhere sell HRH because it is a real profit maker and a real trade builder.

**Packed in cartons to retail at 10c. 3 dozen in a case**
**In bulk, 300 lb. barrels and 100 lb. drums**

**KEEPS ITS STRENGTH FOR YEARS**

**Sold by Jobbers everywhere. Window Trims and other direct advertising for both on request**
**If your jobber can't supply you, we will, direct**

# ABSORENE MFG. CO.

**ST. LOUIS, U. S. A.**

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## GOVERNMENT ENDORSES AUTO STROP SAFETY RAZORS

Expressive of the appreciation of the United States Government for the patriotic service of the Auto Strop Safety Razor Co. of New York, in furnishing supplies during the war, a handsome certificate of merit has been awarded to the company. This certificate was presented by General Bullard in the Assembly Room of the New York Chamber of Commerce last month. Accompanying the certificate was a beautifully worded letter from the war department, which mentioned the fact that the AutoStrop Safety Razor Co, had patriotically turned over its entire production to the Government during the war at the expense of its civilian trade.

This action of the company was appropriate and fitting. Service and satisfaction might be said to be the mottos of the company, and service in time of war meant service to the government. Service in time of peace has been converted by the company to mean service to the buyers and users of AutoStrop safety razors. The trade well knows this razor as the one which shaves, strops and cleans without detaching the blade. The company has always been noted for its clean cut dealing with the trade.

## SAVAGE BUYS STEVENS ARMS COMPANY

The Savage Arms Corporation has purchased from the New England Westinghouse Co. the stock of the J. Stevens Arms Co., of Chicopee Falls, Massachusetts, and the two companies will be operated under one management hereafter. It is not contemplated at this time that any radical changes in policy or personnel will be made, although of course further announcement will be made when the merger is more complete.

The Savage Arms Corporation believes that this consolidation of interests will result in more satisfactory relations with the trade, and it is only natural that two interests which do not in any way conflict can be operated more beneficially and more successfully together than separately.

The consolidation of the two lines makes available to the trade a far more complete line of arms than was ever offered by either one of the two manufacturers. The Savage-Stevens line now embraces target pistols, automatic pistols, boys' rifles, target rifles, high power sporting rifles in both lever and bolt action and single and double barrel shotguns. It is claimed that the consolidation of the Savage and Stevens Companies makes them the largest producers of fire arms in the country, as far as the number of arms is concerned.

Surely the last twelve months have been important ones in the fire-arms and ammunition business, and the year 1920 will always be written large in fire-arm history. Although the consolidation of the Savage Stevens Companies is the last of several sensational developments, surely it is by no means the least, and it bids fair to be of advantage and benefit to the trade.



## ONEIDA PLATE A'FLYING IN AUSTRALIA

To a representative of the Oneida Community, Limited, manufacturers of Community Plate, goes the distinction of being one of the first men to make a business trip by airplane in Australia. R. S. Hurlbut traveled by air from Melbourne to Geelong in a Sopwith Gnu machine in 28 minutes. After transacting his business in Geelong, he returned to Melbourne the same way, making the trip in 35 minutes.

Mr. Hurlbut's story of his experience is as follows:

"It was necessary to make a business trip to Geelong, and as time was very limited, I arranged to 'fly' to Geelong. I motored out to the aviation grounds early, as it was necessary, on account of urgent business matters, to get back to Melbourne before lunch. I lost no time in getting aboard the machine, taking my portfolio of complete Community Plate samples with me. We left the grounds at 11 o'clock, arriving at Geelong (a distance of 45 miles) at 11:28 a. m.

"Soon after landing I took a motor into Geelong to visit the trade, and, after transacting business, motored back to the landing ground again and set out for the return trip to Melbourne. We ran into a very strong head wind, making it more difficult. The whole journey—a matter of 90 miles—was a very delightful one. Airplane traveling is very comfortable and an easy means of transacting business quickly. I strongly recommend it for everyone taking a similar business or even a pleasure trip."

## REMINGTON WINS OLYMPIC TEST

In the United States government test at Sea Girt, N. J., recently to determine the ammunition to be used by the American Rifle Team at the Olympic Games at Antwerp, Belgium, this summer, Remington .30 caliber Springfield 180 grain Palma Match ammunition won over all competitors with the finest record ever made in an official test at 600 yards. This is the same ammunition used in winning the Wimbledon Cup Match at 1000 yards last year at the National Matches at Caldwell, N. J.

The Broadway Hardware Co., of Denver, Colorado, have moved to a larger and better location at 68 and 70 Broadway.

**POCKET KNIVES**
**BUTCHER KNIVES**
**PARING KNIVES**
**RAZORS**
**RAZOR STROPS**




**SHEARS**
**SCISSORS**
**MANICURE GOODS**
**FLASHLIGHTS**
**FISHING TACKLE**

**California Stock Pattern**
We specialize in Stock and Ranch Knives for the Western trade.
**WESTERN STATES CUTLERY & MFG. CO.**
*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products **BOULDER, COLO.**

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## NEW COMPANY MAKES NAPIER BAND SAWS

A new company, headed by Fred T. Lee, formerly president of the Napier Saw Works, Inc., Springfield, Mass., and Henry F. Blanchard, formerly treasurer and general manager, has been organized to take over only the band saw and band saw machine business of the last named company. The new company will be known as the Metal Saw & Machine Co., Inc., and will be located in the Springfield, Mass., plant heretofore occupied by the Napier Saw Works.

Mr. Lee is president of the new company and Mr. Blanchard treasurer and general manager. They expect to employ 100 persons. This year's schedule calls for the production of several hundred machines, but it is intended to turn out more than 2000 in 1921. The Metal Saw & Machine Co., Inc., will continue to manufacture and market the "Napier" Metal-Cutting Machine and "Napier" Metal Cutting Band Saws.

## E. W. KLEIN JOINS C. H. SCHIECK CO.

We are pleased to announce to those merchants who handle Quick Meal Stoves or who are interested in handling them, that Ed W. Klein has joined the C. H. Schieck Co. Mr. Klein combines the enthusiasm of youth with an aptitude for the stove business, which comes to him by blood and by training. He is a son-in-law to C. H. Schieck, western manager for Quick Meal Stoves and Mr. Schieck's long connection with the trade is carried on to his kinsman.

Mr. Klein has spent the last two years at the Quick Meal Stove factory. He is qualified as an expert and will be meeting the trade in the West from now on. He is sure to be welcome to the stove merchants through his own personality and because of his representation of modern heating and cooking appliances.

## LOCKING YOUR STABLE DOOR

Wise people in the past have told the story of the man who locked his stable door after his horse had escaped. Although the stable doors in the country have diminished until the illustration is somewhat weakened, nevertheless putting a safe lock on the door before the house is entered still has its old force. Merchants throughout the territory are coming to recognize that C. M. Hatcher, inventor of the Hatcher Safety Lock, has made it possible for the ordinary houseowner to leave his goods in his house with the assurance that no burglar will enter through the front door, at least, during his absence.

The Hatcher Safety Lock is manufactured by R. H. Marchant Company of Oakland, California, and distributed by the Graf Sales Company, which has its headquarters in the Hearst Building, San Francisco. The lock sells for only fifty cents and sells on sight.

In principle, the Hatcher Safety Lock fits down over the door knob and keyhole and so prevents any breaking of the lock with a screw-driver or other tool.

Armstrong-Hume Company are a new firm at Zionsville, Indiana. They have purchased the stock of the Shrontz Hardware Company, and are adding to it.

Wm. Hoffman and Willys A. Higgins are the new proprietors of the Hoffman hardware store, 1920 Monterey Avenue, Blue Island, Illinois. The stock will be increased and new fixtures will be installed to take care of the new stock.

The McDonald Hardware Company has been incorporated at Southwest City, Missouri, and will conduct both a wholesale and retail business. The new organization is capitalized at $25,000 and the principal stock holders are C. Harrington, W. J. Boke and L. P. Kemper. They will deal in the line of hardware, automobile accessories, implements and household goods.

## KEES SKATES AND SCOOTERS

If our readers can pronounce the headline above as fast as Kees' customers do, they will show that there is much in a name. Since skates have been invented the word Kees has been identifed with them. There is not a boy or girl skater, who is not looking for "Skate Keys," and it should be an easy trick for the hardware man to turn these words around and put the words Kees Skates on every tongue in place of Skate Keys.

New bulletin No. S-1 of the F. D. Kees Mfg. Co., Beatrice, Nebraska, covers the company's ice skates, roller skates, and scooters completely. Of particular interest at this time are numbers 99 and 199 boys skate, and 102 girls. These are Brownie Extension Roller Skates. They are popular with the children because of their fast running ball bearing wheels, and rubber cushioned wheel trucks.

From the parents' point of view they are also safe for they can be perfectly adjusted, while at the same time they can not be taken apart or fall apart. Brownie wheels are pressed steel with solid, one-piece tread. The 16 hardened steel ball bearings in each wheel are carried in double races, running on a hardened steel cone. The wheels are self-contained, that is, there are no loose parts to be lost. All numbers are nickel plated except the wheels, which are plain steel. The skates are made in different models for women, girls and for men and boys. Each pair is packed in an individual carton, 12 pairs in a corrugated fibre case or 50 pairs in a wooden case, shipping weight is 5 pounds per pair.

The Brownie Ball Bearing Scooters are a new edition to the Kees line. It has a strong 20-inch footboard mounted on four ball bearing skate wheels carried on rubber cushion trucks, guided by a 24-inch handle conveniently placed. Painted bright red, and the color and play appeal of this practical toy will get the kiddies—leave it to them to drag their dads in to buy one. The enterprising merchant who displays these scooters where the youngsters can see them, will find this is a toy that sells the year round. The scooters are packed one dozen in a corrugated fibre case, weight per dozen, 40 pounds.

## FULL QUICK MEAL STOVE STOCK

The Quick Meal Stove Company, Division of the American Stove Company, is making a novel announcement in the pages of this issue of the HARDWARE WORLD. C. H. Schieck, far western representative for the Quick Meal Stove Company, announces that he now has a large stock of Quick Meal Stoves for immediate delivery to the trade. It just happens that Mr. Schieck has had delayed delivery on several carloads of stoves that were long overdue and he is able to supply the trade. He will be pleased to send his catalog of oil stoves, as well as coal ranges, to any dealer or distributor on request, and all orders will be referred to the nearest distributors.

## NEW RICHARDS-WILCOX BRANCHES

Within the last few weeks changes in location of Richards-Wilcox Manufacturing Company branches have taken place in three large cities. The new headquarters are located as follows:

Chicago—166-168 West Lake Street, J. V. Wise, Manager.

Cleveland—457 Hippodrome Annex Burt Daugherty, Manager.

Indianapolis—608-9 Occidental Bldg., C. E. White, Manager.

The Menties Hardware Company, Ltd., of Chilliwack, British Columbia, has been organized with an authorized capital of $25,000.

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## SILVER SOUNDS FROM SILVER STEEL SAWS

Most everybody knows that Atkins Silver Steel Saws are highest in quality as regards material, temper and workmanship, but few know that wonderful music can be played on them. This is being demonstrated in New York on the New Amsterdam Roof by Sam Moore, a musical prodigy of extraordinary ability, who is astounding the New York populace by playing an Atkins saw with a violin bow, accompanied by Mme. Anna Marie De Milita (harpist).

Mr. Moore started taking lessons from his father on the violin and kept up his music by tinkering with every conceivable thing that would make a tone. One day he saw an old negro put a saw across his knees and tap it gently with the handle of a file. Upon hearing the clear, mellow tone, he purchased a new saw and began a course of self-instruction to play it, soon becoming proficient enough to keep the neighbors awake at nights.

In playing the saw he first used a pencil with a rubber tube on the end, but later discovered that a violin bow drawn across the back of the saw while bent back and forth, would make a tone unequalled by any instrument. After spending years to develop this novelty, Mr. Moore took it to New York and sold his services to Ziegfeld. Mr. Moore says he has examined thousands of saws but none of them are equal in tone to Atkins because Atkins Saws are quality clear through.

## DID YOU GET "THE CAMPER"?

Over six thousand copies of the Gold Medal Camp Furniture Mfg. Company's house organ, "The Camper," were mailed to merchants all over the United States last month, dealing in hardware, sporting goods, furniture, tents and awning. The trade, of course, needs no second convincing of the worth and value of the Gold Medal line, once they become acquainted with it, but there are always new items in the line and new ideas to be gained from the company's sales literature. Merchants who did not receive a recent copy of "The Camper" or who are not on the Gold Medal Company's mailing list, should communicate with the company direct at Racine, Wisconsin.

## COLEMAN LAMP RECOGNIZED BY UNDERWRITERS



Of considerable significance to dealers, merchants and jobbers is the recognition given the Coleman Quick-Lite Lamps by the National Board of Underwriters. This organization has placed the Quick-Lite Lamps on its "Permitted List." The Coleman Company considers this significant recognition and the greatly increased business in Quick-Lites which dealers and jobbers are handling all over the country and their growing popularity for lighting purposes as additional proof of their safety.

Regarding the permit granted by the National Board of Underwriters, Chas. E. Parr, General Sales Manager of the Coleman Lamp Company, which has its main offices and factory at Wichita, Kansas, says:

"It is interesting to note that larger and larger sales have been experienced by dealers in this line as the old prejudice against gasoline lighting has been dispelled. There never was much danger from the use of gasoline for lighting purposes. The only trouble has been its improper use by the careless or ignorant, in lamps never intended for the purpose. Continued use has now demonstrated the practicability and safety of gasoline lamps when properly made according to National Underwriters' specifications.

"We are glad to say that each year finds gasoline lighting more and more in evidence. This is evident by the hundreds of thousands of Quick-Lite Lamps which hardware merchants are placing in homes both in this country and abroad. The great number of Quick-Lites in use have demonstrated their capabilities and dealers report great satisfaction over sales results.

## ORDERS FOR HEEL PLATES BEING FILLED

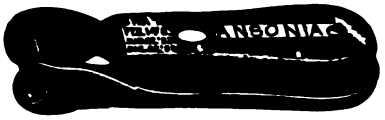
An unusual announcement for the present manufacturer comes from The Star Heel Plate Co., Louis Sacks, Inc., Newark, N. J., that the company is filling orders for the well known Star Heel Plates promptly. The demand for Star Heel Plates has increased considerably, due to their superior quality, yet the makers are making prompt shipments and suggest that jobbers place their orders immediately covering their present and future requirements. The Star Heel Plate Co. will also be pleased to mail on request a copy of the latest catalog No. 14 and price list applying to same, illustrating lasts and stands, cobbler sets, shoe repairing tools, etc.

Cox & Lough have purchased the business of Hanneman Bros. at Magnolia, Iowa.

The store of the Dunlap Hardware Company, at La Conner, Washington, was filled to overflowing one day towards the end of April, when the company held a demonstration of oil stoves, which has been advertised some time previously.

**"ANSONIA" NAIL CLIP**

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.




Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

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## INDOOR RIFLE CHAMPIONS OF 1920

When it comes to proficiency in the use of the small bore rifle, the team representing the Quinnipiac Rifle and Revolver Club of New Haven, Conn., has demonstrated in the winning of the National Rifle Association Indoor Gallery Championship Matches for 1920 that it is in a class by itself. Never in the history of rifle shooting has such scores been recorded as were credited to the Quinnipiac team this past winter.

In the ten matches the shooters scored 9991 x 10,000. In six of the ten matches the team made perfect scores —the five highest shooters comprising the team (ten men shooting)—in one match, the seventh, nine of the ten men made perfect scores and the tenth shooter marked up 199 x 200, and in the ninth match every one of the ten shooters scored a "possible" 200, but better still, a composite target shows that the entire 200 shots can be covered by a five cent piece.

And then we get down to one of the individuals, A. A. Clouet, the captain. All this shooter did was to score 1999 x 2000, scoring 200 in each of nine matches and 199 x 200 in the other. The only fellow who can make a better score than Clouet is the lad who can go 200 in every match.

Quinnipiac has always had good shooters. They finished second to Denver in the Gallery championships last year, and this year went out with the idea of being in the front all the time. A glance at this score will readily show why they landed at the top and established new records for small bore shooting:

First match, 999; second match, 997; Third match, 997; fourth match, 1000; fifth match, 998; sixth match, 1000; seventh match, 1000; eighth match, 1000; ninth match, 1000; tenth match, 1000.

Being residents of New Haven, and having their range on Chapel Street in the center of that enterprising town, the Quinnipiac shooters secured the loan of three of the .22 caliber bolt action box magazine rifles, which were made for the American International small bore team that defeated England for the Dewar trophy last August, through the courtesy of the Winchester Repeating Arms Company. "Precision" ammunition, developed by the Winchester Co., was used throughout.

Here is the individual score of each shooter:

A. A. Clouet (Captain), 1999x2000; W. H. Richard, 1996x2000; W. O. Breuler, 1996x2000; H. J. Gussman, 1994x2000; Virgil Richard, 1989x2000; J. H J. Adams, 1988x2000; P. E. Littlehale, 1987x2000; G. E. Wilcox, 1981x2000; F. J. Haas, 1792x1800; W. B. Curtis, 1186x 1200; A. Klocker, 800x800; H. A. Neilson, 195x200.

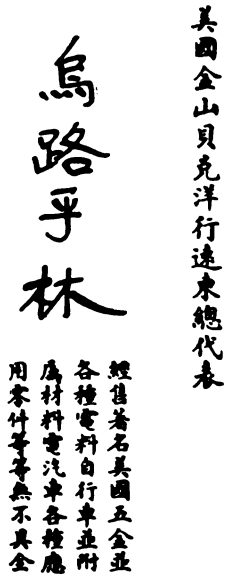
## BUSINESS LIBRARY

The organization of a business library has just been completed and the library established in the Oregon Building by Whitfield, Whitcomb & Co., Certified Public Accountants.

While designed primarily for the use of the company and its clients, it has been opened to the firms and business men of the city. An experienced reference librarian is in charge and her services are available to those who wish to use the library. The library already has a fine collection of books and pamphlets and, also, an extensive file of technical magazines covering various industries.

The books and magazines are indexed analytically. This method of indexing requires much more time than the method of indexing generally used in large libraries, but it has been proven to be practical in the technical libraries. It makes the material more readily and quickly available and thereby adds much to the library's value to the business man.

It is planned to add new books and other material as the library becomes better known. The service is entirely gratis and the library is convenient by reason of being located in the business district and in the same building as the Chamber of Commerce. It is believed that this new venture, which is thought to be the first of its kind in Portland, will prove a valuable asset to the business men of that city.



## "PLEASED TO MEET YOU"

"Why, yes, of course, come right in. I am glad to see you again." This is a translation of what we suppose is said when our good friend, G. P. Wolfrom, representing Baker, Hamilton & Pacific Co., presents this business card in China. It is far easier for us to imagine the response to the card, than it is for us to translate the subject matter printed on the card itself.

It is our general rule to approve every word published in our columns. We are at a disadvantage in this case, so that we have to take the chance that there is no offense. From our knowledge of Mr. Wolfrom, and that of his principals, we can practically assure our readers that there is nothing improper contained in the message that the card conveys.

Mr. Wolfrom left for the Orient June 8th, on the liner Korea Maru. He will probably be absent from this country for two years, presenting the Stiletto line to the far eastern buyers.

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The Western Hdwe. Co. recently opened a store at 335 American Avenue, Long Beach. The capital stock of the new concern is $50,000, and H. L. Herring, J. R. Sowden, and J. H. Lehman, are the directors and in active management.

---

F. W. Stein and T. F. Tally have purchased the interests of J. F. Lewis and his store at Camarillo, Ventura County, California. The new firm will carry a new and complete stock, and will be known as Stein & Tally.

---

C. A. Richmond, well known in Mabton, Washington, purchased and has taken possession of the Sohn Hardware Co., in that city.


**"HARDWARE WORLD" GIVES COUNTRY-WIDE DISTRIBUTION**

We want to thank you for all your kindness and tell you that the advertisement in your excellent HARDWARE WORLD has brought me a great many inquiries, and I am sure much good will come of it.

We have now jobbers from California to North and South Carolina and from Maine to New Mexico who are handling our pipe.

SAFETY INTERLOCKING STOVEPIPE CO.


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# Plumbing and Heating

## Cash and Carry in the Plumbing Business

(By Harry Gale Nye)



THERE are some people who say the plumbing business isn't all that it is supposed to be—and they are right. For one thing, it is supposed to be spot cash.

I suppose the only real, honest-to-goodness, blown-in the bottle spot cash business there ever was in the world is the stamp window of a postoffice. The cash and carry grocery may be another. In fact the cash you have to pay is a good deal larger than the groceries you have to carry.

The plumbing business is kind of a cash and carry business, too. You make a cash price, and then have to carry the customer for three or four months. That is where the cash and carry part of it comes in.

Every now and then a merchant announces that he is going to do a spot cash business. But then some perfectly good customer comes along, some fellow that you know is as good as wheat, and you make him a cash price; but, when the time for payment comes, he hasn't quite as much in his pocket as the bill comes to, so he asks you to charge it and he will come in in a day or two.

Then he loses your address, and he never can find that plumbing shop again, try as he will. In consequence you have a little account on your books that is earning 0 per cent.

Or he has a bill you can't change, or is going to want a few more things, or another little job done in a few days—anyway you fall for it. And, first thing you know, you find these "good" accounts are multiplying like guinea pigs.

So you decide to collect up these good accounts and get them off your books. But you find that A is out of money just then, or B has sold and moved away or C swears he paid you when he got the goods or had the job done; and you never get the money, or, if you do, it's a long, long trail.

That is how we accumulate these bad good accounts. Accounts are a good deal like diseases. If a man gets the smallpox he rushes off to a doctor and does something about it and has it cured up—and that's the way it is with a "bad" account. But if a man gets a cold he just lets it run along until he has pneumonia or something else. Likewise when a man gets a "good" account he lets it run along until it develops into financial pneumonia that, if he doesn't watch out, will kill him in the end.

So, if I had any advice to give, it would be to keep a close eye on your "good" accounts. The man whose credit is bad expects to be made to pay; but the "good" man knows he is perfectly good, and knows that you know he is perfectly good and so he doesn't bother his head any more about it. He lets it run along—for it has been my observation that, if the creditor is willing to let an account "run along" the debtor is always equally willing to let it do so—and it slips his memory or at least loses its importance. There are so many things in these times that "have to be paid" that a man isn't going to worry very much about the things that don't.

It is by this simple process that the good account becomes a bad one. It is'nt hard at all for a man who pays cash to become convinced that he did—and he is perfectly honest about it, if it is a small account. Why, he will tell you, he always pays cash, and he must have done it in this case.

If you ask him for a receipt, he didn't get one, didn't think it was necessary. He gets to feeling like the boy at college who wrote to his dad:

"Here I am in college and they are still making me take spelling. It makes me soar."

Likewise it makes the man who pays cash "soar" and the sorer he gets the higher he soars. You let him have a little credit in order to make a friend, and find that you have made an enemy. In his heart he is ready to accuse you of bad bookkeeping, or something worse.

That is why I say watch your "good" accounts, for they are a fruitful source of trouble and may be lingering on your books long after the "bad" account has been paid or the "bad" creditor has moved to some other town to work some other plumber for some other job.

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# The M. L. Kline Co.

WHOLESALERS

**PLUMBING, HEATING. MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

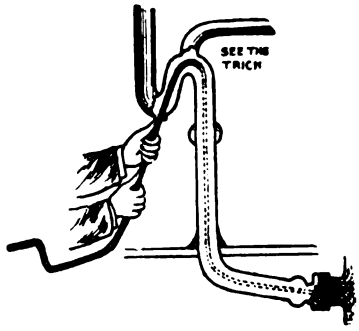
DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

# Another Winner

## "Co Ho" Pipe Cleaner




A flexible shaft with reinforced handle. Will go through a syphon jet closet or sink trap and remove lint, hair and grease or other matter which causes stoppage.

| Number | Length | Each |
|---|---|---|
| 5018 | 5½ ft. | $3.00 |
| 5019 | 11 ft. | 5.00 |
| 5020 | 25 ft. | 9.00 |

**C. W. B. CORNELIUS CO., INC.**

Manufacturers of

**PLUMBING SPECIALTIES**

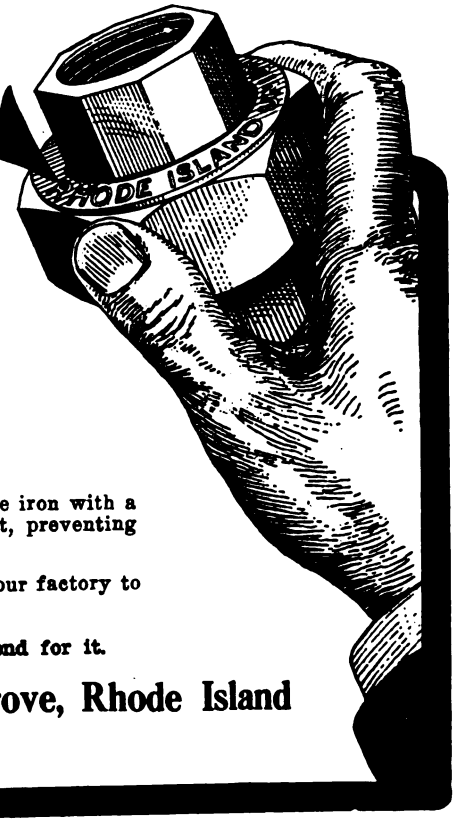
209-211 Tehama St., San Francisco

**GAS or OIL or WATER or STEAM**

*is absolutely safe* where

# Rhode Island

## UNIONS are in use




The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

**The whole story is told in our booklet. Send for it.**

**RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island**


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## PLUMBING COSTS WON'T DROP

Plumbing and heating costs throughout the United States will not be reduced, although costs in other lines revert to normal, according to William J. Wooley of the trade extension bureau of the National Association of Master Plumbers, who was the chief speaker at the closing session of the Oregon Master Plumbers' association at the recent Salem convention.

"Heating and plumbing costs in Oregon are far below those in the eastern states and the master plumbers of this section are not receiving the high prices they are entitled to.

"Plumbers in the west and middle west who transact a business of less that $50,000 a year do not receive a profit corresponding to the importance of their business and the returns from other lines of industry.

"It is up to the master plumbers to take steps to rectify this situation by devising means to raise these prices for service, so as to make them more equitable."

**New Officers Elected**

Officers were elected as follows: Charles Fullman, president, Portland; F. M. Barr, vice-president, Salem; F. J. Rowe, secretary, Portland, and Ernest Ruedy, treasurer, Portland.

The plumbers and their wives were entertained at a banquet at the Elks Club. More than 150 delegates attended the sessions.

## WE WONDER

When the workmen own the workshops
And the railroad men own the rails,
And the grocery clerk the groceries,
And the mail clerks own the mails—

When the preachers own the pulpit
And the pressmen own the shops,
And the drillers own the oil wells,
And the jails are owned by cops—

When conductors own the street cars,
And each driver owns his bus,
Will you tell us common people—
Whatinell becomes of us?

## ANSWER

(By A. C. Rulofson)

Why, we the common people,
Simply go to L dead broke.
You may thing this sounds quit funny,
But I assure you it's no joke.

## QUICK WORK

The wife of a Lansing, Mich., hardware merchant had just received an interesting bit of news and said to her little daughter, "Marjorie, dear, auntie has a new baby, and now mamma is baby's aunt, papa is baby's uncle, and you are her little cousin." "Well," said Marjorie, wonderingly, "wasn't that arranged quick!"

## QUAINT RITES OF THE BATH

Back in Bible times came the idea of a swimming pool, and in Solomon's temple there was built the most wonderful one the world has known. It would hold 3000 bathers at one time and was used by the high priests.

Bathing is for the Finn a rite for which the first building on his farm is erected. It has a main room with a huge fireplace and a smaller room leading off this. On tub day the stones which surround the fireplace are superheated, then raked out and immersed in many pails of water, which causes enough steam to envelope the whole family in their steam bath.

Into the anteroom then they go one by one and are rinsed off with a pail of water, finally finishing the process with a vigorous roll in the snow.

As the great oven in which the baking has been done is cooling, in crawls the Russian peasant and after a good sweating has his wife throw a pail of water over him, but his peculiarity is that he puts back on the same clothing and therefore is looked upon as not clean. Saturday is the day for his bath, since an immaculate Sunday is a part of his creed.

It was once customary in some parts of France for the whole family to use the same tub of water in succession, although for the guest there was a special arrangement whereby the tub was skimmed.

One can rent a full bathing outfit from traveling vendors of the bath who heat the water while you wait and charge but a modest sum.

Time is not much of a factor in the life of the West African Bantu, who prepares for his soaking by first digging a hole in the ground into which are placed seven herbs, peppers, seeds and bushes, and finally covered by boiling hot water. Then in jumps the Bantu, to steam and steam and steam for hours. A professional kneader then takes him in hand and after an hour he is considered really fit to be called clean.

Public baths are characteristic of the Japanese, who bathe quietly and without any concern for those about. The attendant keeps the water at an even 110 degrees Fahrenheit.

Great occasions call forth the concession of the Ainu whereby he will wash his face and hands. The man of the Thibet claims that the oil of the body gives him the needed warmth and will once in a while wash away the dust from his face and finger tips.

People who live in hot climates naturally spend much time in the water, but do not use soap often. As for the Esquimau, he gets quite wet during the fishing season when he wades out for the nets, but his wife knows how water feels when she disentangles the nets for him.

L. J. Carter has recently entered the plumbing and heating business with a shop of his own, at Emmett, Idaho.

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# The Stuff of Which the Pacific Organization is Made

On Friday, May 28th, our big plant Number 2, at San Pablo, was completely destroyed by fire.

The ruins cooled Saturday. Work of clearing away the debris was started Sunday.

Construction of a new plant was well under way by the middle of the week. A terrific building-pace has been set and within a month from the date of the fire the new plant will be producing at the same capacity as the old one.

In the meantime the other two Pacific plants are doing their utmost to meet the ever-growing demand for

**PACIFIC**
**PLUMBING FIXTURES**

FOR SALE BY ALL JOBBERS

Offices: 67 New Montgomery Street, San Francisco
Factories: San Pablo and Richmond, Calif.

GENUINE

## ARMSTRONG STOCKS and DIES




PIPE CUTTERS

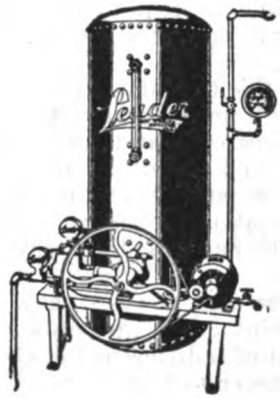
Malleable Iron Pipe Vises

MANUFACTURED BY

**THE ARMSTRONG MFG. CO.**
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

TRADE *Leader* MARK

## WATER SYSTEMS




FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

**PACIFIC PUMP & SUPPLY CO.**
853 Folsom Street
San Francisco, California

Sole Distributors


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## A THOUGHT FOR PLUMBERS

You have your regular line of goods, of course; but you are also pushing some specialty. Everybody's doing that. It makes progress slowly, as all new things do, and you rake over your brains for some idea to push it along, to boost it, to make it better known and establish a demand.

A business man was talking to me the other day, and he was a great believer in demonstrations. He thinks they are a mighty good thing for the manufacturer to pull off in the stores of his distributors, and for the merchant plumbers to extend to them a cordial welcome.

Suppose, for instance, it is some article which performs some operation, like a spigot, a sprayer, an attachment to the heater, or something of the sort. The traveling salesman could arrange to give demonstrations on Saturdays in the stores of the customers. Saturdays are poor days for a salesman to sell, because the retailers are busy that day; but would be the best days for demonstrations, because more people are in the stores.

Suppose the show window on that day should be given up to the article to be demonstrated. It would be emphasized in every way possible. It would be displayed prominently on a stand, surrounded by cards, each stating some point of merit, and a large sign would state that it would be explained inside by an expert in its use.

Inside, the salesman would have an assembled machine, and also the various parts. In his demonstration he would give a brief sketch of how each part was made, explain why iron was used here, steel there, brass in another place, and aluminum in still another.

He would then explain what it will do, how it will work, what should be done to keep it in repair, how long it will last, and how easily repairs can be made.

Just imagine what this talk and this demonstration will do! It will not only advertise the article to the consumers of that town, but it will post the plumber and his clerks all about the merits of the thing; and they will absorb and retain the information a hundred times more deeply than if they had read the literature on the subject.

They will also hear and see just how an expert salesman explains goods, interests people, and talks sales out of indifferent folks who had no intention whatever to buy.

Another point of merit is that demonstrating is not overdone. It is so seldom given that it is a distinct novelty and has all the fetching force possessed by any novel method. Advertising now is so much indulged in that extraordinary efforts must be exerted to make even the slightest dent on the hardened minds of the great public.

## WHAT THE "STRIKE-MAYOR" SAYS

I want to impress this thought upon your minds. In your business, there are but three elements to success. First, well paid labor; second, equally well paid administration; third, equally well paid capital.

Capital must receive a reasonable reward, or it sinks into hiding.

Administrative heads must be well paid, or they lose interest, initiative and efficiency.

Labor must be satisfied, must have good living conditions, and must receive the highest possible remuneration.

The dark, noisome factories must be torn down and replaced by new buildings where the sunlight of heaven pours in on the workers, for their precious eyesight must be saved.

His fingers, his legs, his life must be protected from injury by every possible safety device. His food and his housing conditions must be such that he comes to his toil whistling "My Country 'Tis of Thee; Sweet Land of Liberty."

His children must be well fed and clothed and well educated. An ignorant child is the most ignoble work of man.

The workman must feel an interest in the success of the enterprise in which he is employed.

—Mayor Ole Hanson of Seattle.

## SUGGESTION FOR DRAINING A WATER HOLE

**Tell Your Customers About This— It Will Help You Both**

We had always had considerable trouble caused by water backing up from a creek and settling in a hollow in one of our fields. This water seemed to be prevented from sinking into the soil by an underlying hardpan that would not permit the water to penetrate it. This in spite of the fact that there was a line of tile not more than twenty feet away from it.

I had read of using dynamite to break up hardpan of that kind and thereby drain surface wet spots, so decided to try it myself.

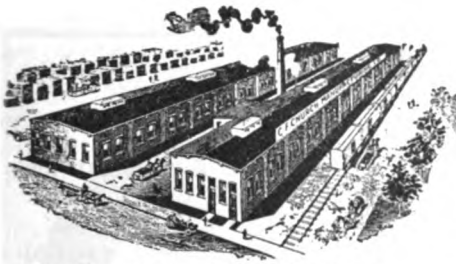
I drove a pointed bar down about four feet, at which point I struck gravel. I loaded a pound of 20 per cent dynamite in the hole and tamped it in well, repeating this at four different places along the bottom of the hollow.

As a result of this blasting, the water no longer stands on the surface, but reaches the tile without difficulty and is carried away by it.

I am informed that this experiment will not work if the impervious soil is composed of one of the sticky clay types, unless the hole which is blasted out is immediately filled with gravel, cinders or broken stone to prevent the clay from consolidating again.

Don't be afraid of your competitor— learn from him. If he is doing enough business to be dangerous he is worth studying.

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OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

# C. F. Church Mf'g. Co.

CAPITAL $ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE-PYRALIN CLOSET SEATS.
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.





## HOME OF
# SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

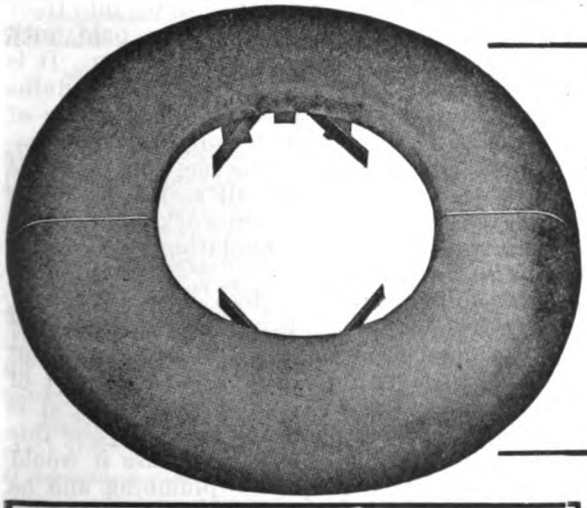
Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





**THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.**

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# THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

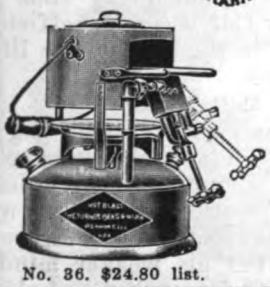
## The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

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TRY THE
# TURNER HOT BLAST
TRADE MARK

## No. 36 Gasoline Furnace



This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

No. 36. $24.80 list.

THE TURNER BRASS WORKS
SYCAMORE, ILLINOIS, U. S. A.

---




No. 32 Torch
List Price,
Each, $16.00
Ask for
Discount

## Buy the Best

Every C. & L. Fire Pot and Torch is sold under the maker's guarantee and that means much to the purchaser. What is back of that guarantee? More than thirty years of experience and the expenditure of thousands of dollars and the determination to make the BEST Fire Pots and Torches on the American market, and WE HAVE. Let us prove it to you. Try the No. 32 Torch and you will be satisfied. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**

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# The Rolling Plumber

(By Frank Farrington)

THE man who made up that old proverb to the effect that a rolling stone gathers no moss gave us something that will never go out of fashion. There will always be enough of these rolling stone workers to keep the old adage in our minds.

The here-today-and-gone-tomorrow sort of plumber or steamfitter never accumulates enough here today to have anything to take with him when he goes tomorrow to the job that looks at the distance to be better than this one.

A rolling stone, if you let it roll its own way, will roll down hill, and a rolling, rambling plumber or worker in any line who keeps moving on will soon find that he is gradually moving down the grade, and if he keeps rolling long enough, he will roll down and out, and none of the money he has handled on the way will stick in his hands.

You know the reputation of tramp printers. You know that, no matter how good a workman one of them may be, or how great the need for his services, when he once gets that roving habit fixed upon him it lasts him out, and he ends by becoming a mere tramp instead of a tramp printer.

It would be the same with a plumber. The plumber and steamfitter is no exception to the same rules that govern workers in other lines. If he keeps moving on and on he moves inevitably into the tramp class.

Of course, this inclination to keep changing jobs can be overcome at the outset, before it becomes a habit. It is nothing more than a habit formed perhaps with perfectly honest intentions of getting the best possible job.

Ordinarily the tramp worker has started in by continually looking for some easier job. He has had a lazy streak in him that has made him hope to land in a job that would be his idea of a soft snap. He lacks the sense to know that there is no such thing as a soft snap for any man who wants to get ahead or who expects to make money.

Every time a man yields to the temptation to roll along, to make unnecessary changes in his job for the sake of easier work, a position where he thinks he can take it easy, he takes a step toward becoming a rolling stone, and each change makes the next one easier. You get the habit easily.

The plumber or steamfitter who allows himself to begin roving is going to find it easy to become a tramp worker, and I don't care how good a mechanic he may be. A tramp is a tramp, whatever his line of work or whatever his ability in his trade. It never takes very long for the tramp worker to get to look like a real tramp. He cannot make enough money with his frequent changes and consequent loss of time to get to look like more than a tramp.

### No Boss Wants a Rover

And the more a worker moves himself along, the more likely he is to be shoved along. When he applies for a position where his characteristics are known, he is turned down. The boss knows that it costs him money every time he makes a change in help, and he will not take on tramp help if he can help it. He doesn't want that kind of employes. They upset the morale of the shop and make the rest of the men dissatisfied.

The constantly changing worker never becomes much interested in any place where he works. He never gets enthusiastic about his work. His affections are changed too often. He does not have time to become loyal to one outfit before he "up and leaves."

The waste of time and money in the country due to changing workers, men shifting unnecessarily from one job to another, is a great loss, and it has to be added to the cost of business operations, and in the end, of course, to our cost of living. New men do not do as good work until they get settled down into their jobs. They rarely earn all they are paid until some time after taking the new position. It is plain enough, then, that the business sustains a loss of considerable money from changes of help. A new man does not really pay the business a profit until he has become a part of the organization in spirit as well as merely being put on the pay-roll. A tramp worker is nothing more or less than a perambulating expense account.

The shifting worker does not, as a rule, change from one trade to another. He at least has the good sense to stick to his trade, but now and then we find the discontented sort of fellow who is always thinking that, while it is awfully hard work making a living in this trade, if he were only something else it would all be easy. This chap tries plumbing and he tries electrical work and garage jobs, and likely enough ends by becoming a blacksmith's helper. He was in line to become an expert if he had stuck to his first trade, but every time he changed he lacked more of becoming efficient in the new work, until in the end he was little more than a day laborer.

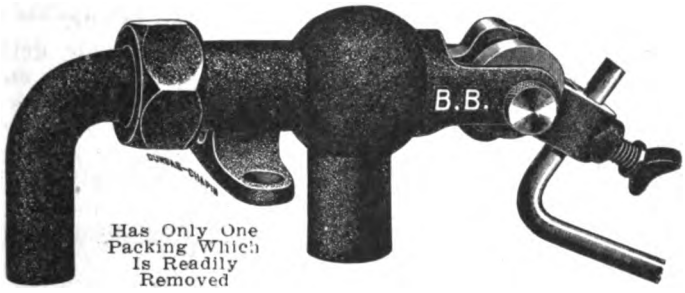
### Some Even Shift Trades

A good deal of this comes of listening to the tales of imaginative acquaintances who tell wonderful things about what they have heard of other lines of work. The fellow who tells the stories may have sense enough himself to stick where he is, but his weaker minded friend takes it all at its face value and shifts

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## B. B. HIGH PRESSURE BALL COCK

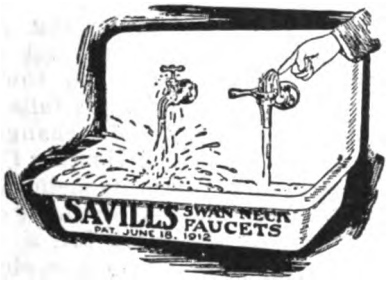



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

**BOSTON BRASS COMPANY**
Bacon and Plimpton St., Waltham, Mass.




Sold by Jobbers of Plumbing Supplies Everywhere

## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

**Full-stream flow** in a fraction of a minute.
**Gentle half-turn** either way operates.
**Protective Stop** on handle. Saves pinching.
**Best red brass,** 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**

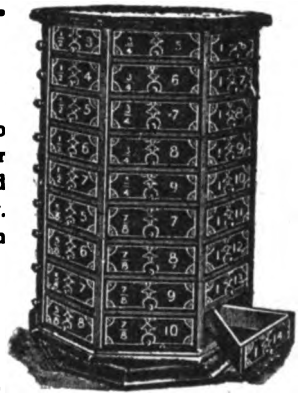
Send postal card for catalogue showing 23 styles.

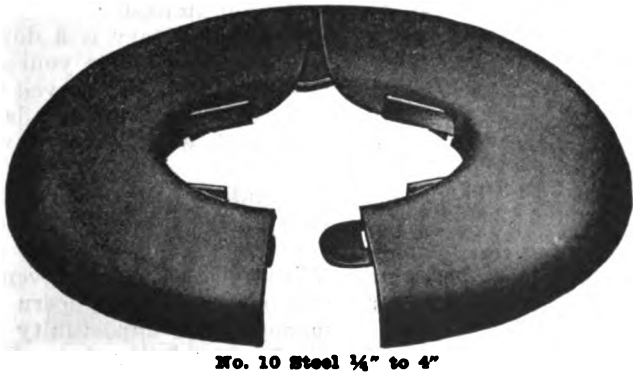


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PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**
Dayton, Ohio





No. 10 Steel ¼" to 4"

## Plates that Please

**ORDER NOW**

and be ready with a stock

**Increasing Demand for "B & C" Styles**

Catalog on request

**THE BEATON & CORBIN MFG. CO.**
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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and finds that he is still expected to work for what he gets in the new field.

If a force of men in the plumbing and heating line are to make the business successful in a high degree, they must be something more than just so many men working on the same job. There needs to be teamwork, a pulling together, just as there has to be teamwork in baseball. Nine ball players, even if they are all stars, do not necessarily make a baseball team. You have seen it tried out.

But take nine men who are fairly good players and work them together, play them in the same positions day after day and see that they learn each other's peculiarities and learn to back up one another's plays, and after a while you can take that bunch out and wipe up the earth with some all-star aggregation gathered together for the event. A baseball team or a working team will not achieve a high degree of efficiency unless they are kept working together until they feel the team spirit, the spirit of interest in the success of the business as a whole, rather than merely an interest in individual pay envelopes.

In the executive or in the selling end of the business it is particularly unfortunate to have to make frequent changes. Here teamwork is worth even more than in the mechanical part of the work, and changing salesmen frequently may easily reduce a business to a failure. The soundest business is the one that comprises an organization of men who have, for the most part, been the same individuals for years.

**Value in Same Faces**

Just in the matter of plumbing repairs certain families know certain workmen who have been in their house before and they know they like their ways and much prefer having those same men back again rather than having new men they know nothing about.

It is usually a money reason that serves as the main excuse for men making changes of job. If the reason is not directly a financial one, it is indirectly so.

Tom White reports to the boss some morning: "Mr. Jackson, the Central Plumbing & Heating Company will give me fifty cents a day more than I am getting from you, and I think I ought to go with them. You have treated me fine and I haven't any kick coming, but of course, I want to get as good pay as I can."

"That's all right," Mr. Jackson replies, without getting excited. He has had this same sort of thing happen before. He does hate to lose White though, because he is a good mechanic.

He goes on to say: "We don't want to keep you if you think you can do better, but I wish you would think it over pretty carefully. We plan to give you more money the first of January and, you know, we have some big contracts coming along, and we are going to want good men to boss them and there is a chance for you right here in our business that I doubt if you'll find with the Central people. We have a future that discounts theirs three to one.

"I know they are having trouble getting men, but I don't want to knock them and I haven't anything to say about the reasons for their offering higher wages than the going wage here. But it wouldn't surprise me to know that they cannot pay such wages for long. Think it over carefully and maybe you will decide that it is best to stick with us. You can depend on our giving you a good deal."

**Lured by Promises**

Well, Tom thinks it over, but he thinks there is some jealousy on Jackson's part as far as the Central people are concerned, and that extra fifty cents a day looks pretty big. Also there is a girl waiting somewhere and that additional pay will help that much toward getting married. In the end White falls for the extra half-dollar and makes the change.

Well, the Central Plumbing & Heating Company is an old concern, too old in its methods of going after trade. After fighting difficult conditions with increasing expenses for a few months, it gives up and the business is closed out, and there is White looking for a job, with a young wife on his hands at that.

He finds work, however, with the loss of only a week or two pay, though the new wages are less than he got from Jackson's. He doesn't feel satisfied and he looks on this new job as a sort of filler until he can find something that pays better. Finally he gets an offer from a concern he knows is somewhat shaky, and scaly in its methods. But the wages are high, and he thinks, "What's the difference as long as I do my work and get my money?" and he jumps again. This time he is getting more money than he ever got. It proves to be the top.

There is no room to improve where he is, and pretty soon the concern tells him it cannot continue to pay him so much, and he finds his wages cut. White gets sore and tells the boss he doesn't have to stay and take less money. So he goes, and he finds that looking for a job when you have a good one and looking for one when you have none are two different things.

**Moving Habit Contracted**

Of course, the rest of the story is a downhill phase, and you can write it for yourself, but that man has moved until he has moved too many times, and he has a habit that stands in the way of his getting back where he once was unless he reforms.

Men who shift around like that, even when they think they have good reasons, never get to be members of the firm. The men who are called into the office one day and given a chance for something bigger in the concern are men who put permanence and opportunity for advancement ahead of a few dollars immediate wage increase.

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# SCAIFE "Copper-Brazed" TANKS

**For Air, Gas and Liquids**




Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

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**PITTSBURGH, PA.**
**38 South Dearborn St. Chicago, Ill.**

# Garden Hose Valves
OF
# Recognized Quality

**Which command repeat orders for you**



**Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.**

**HAYS MFG. CO., *Erie, Pa.***

**W. Erwin Gilchrist**
**Pacific Coast Representative**
**681 Market Street, San Francisco.**



**Nye the Die Man**
**Pipe Die Maker to Those Who Know.**

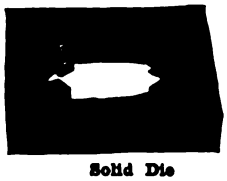
# Paper Pants in a Rain-Storm

are just as good as a poor die on tough material or important work.

They are no good in the best of weather—or a poor Die any time.

Save time on the easy job, trouble on the hard one—

You can do it in your shop only with good Dies—



**Solid Die**

**NYE, THE DIE MAN**

## The Nye Tool & Machine Works

**108-128 No. Jefferson St.**
**Chicago, Ill.**




**Nye Thin Blade Cutter Wheel**


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The advantages are all with the man who stays long enough in a shop to become a part of the outfit in every way, and to win the respect of his employers. Of course, it would be foolish to say that a man should never make a change. There are times when the opportunity you are waiting for and looking for comes in some other organization, but there are several things to be considered before you jump. The immediate pay is only one of them.

## WELL TO REMEMBER THIS

For the convenience of merchants who cannot change the habit of figuring gross profit percentages on the cost of the goods, we offer this table of equivalents. The percentage on selling price should always be in mind when comparing with expense percentage to ascertain net profit percentage.

| % Profit on Cost Price | Equals | % Profit on Selling Price |
|---|---|---|
| 20 | | 16.66 |
| 21 | | 17.35 |
| 22 | | 18.03 |
| 23 | | 18.70 |
| 24 | | 19.35 |
| 25 | | 20 |
| 26 | | 20.63 |
| 27 | | 21.26 |
| 28 | | 21.88 |
| 29 | | 22.48 |
| 30 | | 23.07 |
| 31 | | 23.66 |
| 32 | | 24.24 |
| 33 1-3 | | 25 |
| 34 | | 25.37 |
| 35 | | 25.92 |
| 36 | | 26.47 |
| 37 | | 27 |
| 38 | | 27.54 |
| 39 | | 28.06 |
| 40 | | 28.57 |
| 41 | | 29.08 |
| 42 | | 29.57 |
| 43 | | 30.07 |
| 44 | | 30.55 |
| 45 | | 31.03 |
| 46 | | 31.50 |
| 47 | | 31.97 |
| 48 | | 32.43 |
| 49 | | 32.88 |
| 50 | | 33 1-3 |
| 52 | | 34.21 |
| 54 | | 35.06 |
| 56 | | 35.90 |
| 58 | | 36.71 |
| 60 | | 37.50 |
| 62 | | 38.28 |
| 64 | | 39.02 |
| 68 | | 40.46 |
| 70 | | 41.17 |
| 75 | | 42.86 |
| 80 | | 44.44 |
| 85 | | 45.94 |
| 90 | | 47.36 |
| 95 | | 48.71 |
| 100 | | 50 |

Percentages other than those given can be closely approximately by reading between the lines. Thus 82 per cent in cost would be about 45 per cent on selling price.

## "NO ARITHMETICER"—SAFETY

"I am not much of a mathematician," said Carelessness, "but I can add to your troubles, I can subtract from your earnings, I can multiply your aches and pains, I can divide your attention, I can take interest in your work and discount your chances for safety."

Is it possible to increase each man's welfare by decreasing each man's production?

William Bigelow has acquired the interests of his former partner Arthur Estey in their plumbing business at Jerome, Arizona.

The Hahn Plumbing Shop at Ellensburg, Washington, has moved into part of the quarters of the Carr-Howard-Cram Co., of the same place.

The Gem County Plumbing & Heating Co., has recently been established at Emmet, Idaho. L. J. Carter, an experienced plumber, is president of the company.

The Glendale Plumbing Co. has been organized at Glendale, Arizona, with W. H. and Guy R. Sheets in charge. It was formerly operated by R. L. Fuller, of the same place.

The master plumbers at Helena, Montana, have recently entered into a new agreement with the journeymen covering the wage scale and working conditions for a year to come.

C. A. Keeble has moved his plumbing shop at Gallup, New Mexico, into new quarters, and is now situated so that he can take care of a larger stock and conveniently handle all of the needs of his customers. The new shop adjoins his residence.




COAL WILL BE SCARCE THIS WINTER

Write Us for Prices and Discounts on

GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete Quick Deliveries

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## CANADA'S MEMORIAL WORKSHOPS

The people of Canada have taken a most commendable and practical way of commemorating their countrymen who gave their lives for the Allied cause in the late world war and of showing their appreciation of the service rendered by survivors of the Canadian soldiers and sailors. "Memorial Shops" are being established for the training of disabled soldiers in order to bring them into the way of using gainfully such parts of their devoted bodies as the great struggle left to them.

This is putting public money and private contributions to a high and eminently common sense purpose. The shops in themselves serve as well as anything material could in the way of monuments, properly inscribed, while they are continually active not only in reducing the cost of reconstruction, but in returning to usefulness hundreds of young men who otherwise might be a burden to themselves and others.

The intensely practical phase of this plan ought to make a strong appeal to Americans. We have had suggestions for national memorials to the men of our army and navy who served in the great war, all the way from imposing, but practically useless, piles of marble, to great public highways. Why not turn the cost of such memorials into workshops for the training of our own incapacitated fighters? We are spending a tremendous amount of money just now as a nation and as individuals uselessly or wastefully. Why not divert part of it into some adaption of the Canadian plan and thus turn expenditure into noble and profitable investment?

---

"Dear Teacher—Please excuse Mary for being absent yesterday. She got caught in the rain and got wet in the A. M. and had a bad chill in the P. M."

---

The Soule Plumbing & Heating Company of Billings, Montana, has secured the services of J. M. Fleming of Denver, Colorado, an expert plumbing and heating engineer. This is in line with the policy of the Soule Plumbing and Heating Company to render to its customers the very best service available.




Patented
No. 2
Pump Furnace
No. 1
Bulb Furnace

**ALWAYS RELY**

*On the*

**"ALWAYS RELIABLE"**

**Torches, Furnaces and Braziers**

Don't accept an article which is said to be "just as good." Insist on the genuine.

If you have never used this make, just try it at your earliest convenience and be convinced of its merits.

Your nearest jobber can supply you at factory prices.

Ask for our catalog illustrating our complete line.

**OTTO BERNZ CO., NEWARK, N. J.**




No. 1 Fire Pot List Price, Each, $27.20
Ask for Discount

# Make Money

If you are a mechanic and work for yourself or for someone else, your success depends upon pleasing the person who is actually paying the money for the work you are doing. A No. 1 Fire Pot enables the user to do more and better work than can be accomplished with any other make. Try it and you will be pleased and satisfied. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.**
**Detroit, Mich., U. S. A.**

*WE WELD ANYTHING*

**"WE KNOW THE STOVE REPAIR BUSINESS"**

# Stove and Furnace Repairs

*WE WELD ANYTHING*

# MYER S. RUBENS
## STOVE AND FURNACE REPAIR WORKS

*We Furnish DUPLICATE ORDER BOOKS Free on Request*
*"We Know the Stove Repair Business"*

*WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.*

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# DEALERS!!

"Lifetime"
Trade Mark
the Guarantee
of Quality




Manufactured
at
Oakland

**ALUMINUM PRODUCTS CO.** Of the Pacific Coast **OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

*INCORPORATED*

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

| | |
|---|---|
| ORIGINAL STOVE REPAIRS | DIAMOND BREAKOFF BACKS |

Efficient Service : Superior Quality : We Solicit Your Inquiries

*"The Largest Stove Repair House in the Northwest"*


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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

**AMMUNITION—Cartridges—Metallic**

| | Box. Semi-Smkls Less Smk | Smkls |
|---|---|---|
| **Blank Rim Fire** | | |
| 22 Short | $ .20 | $ ... |
| 32 Short | .40 | ... |
| **Blank Center Fire—** | | |
| 32 S & W | .65 | ... |
| 38 S & W | .80 | ... |
| 38 Long Colt | 1.35 | ... |
| 44 W C F | 1.65 | ... |
| **Shot Rim Fire—** | | |
| 22 Long | .60 | .70 |
| 32 Long | 1.20 | ... |
| **Shot Center Fire—** | | |
| 32 S & W | 1.10 | ... |
| 32 W C F | 1.45 | ... |
| 38 S & W | 1.30 | ... |
| 38 W C F | 1.65 | ... |
| 44 W C F | 1.65 | 1.90 |
| 44 X L | 1.80 | 2.05 |
| 44 Game Getter | 1.65 | 1.90 |
| **Rim Fire, Ball—** | | |
| BB Caps | ... | .40 |
| CB Caps | ... | .50 |
| 22 Short | .30 | .35 |
| 22 Short H P | .35 | .40 |
| 22 Long | .40 | .45 |
| 22 Long H P | .45 | .55 |
| 22 Long Rifle | .40 | .50 |
| 22 Long Rifle H P | .45 | .55 |
| 22 W R F | .60 | .65 |
| 22 W R F, H P | .65 | .70 |
| 22 Win Auto | ... | .65 |
| 22 Win Auto, H P | ... | .70 |
| 25 Short Stevens | .70 | ... |
| 25 Stevens | .90 | ... |
| 32 Short | .70 | ... |
| 32 Long | .80 | ... |
| 38 Short | 1.10 | ... |
| 38 Long | 1.15 | ... |
| 41 Short | 1.10 | ... |
| **Center Fire Pistol—** | | |
| 22 Win SS | 1.45 | 1.65 |
| 25 Colts Auto | ... | 1.60 |
| 25-20 Single Shot | 1.75 | 2.05 |
| 25-20 Win | 1.55 | 1.80 |
| 25-20 Win HV | ... | 2.00 |
| 7.63 MM-Mauser | ... | 2.40 |
| 7.65 MM-Mauser | ... | 2.40 |
| 9 MM-Luger | ... | 2.60 |
| 32 Colts Auto | ... | 1.70 |
| 32 Colts Short | 1.10 | 1.20 |
| 32 Colts Long | 1.25 | 1.35 |
| 32 Colts Police Positive | 1.25 | 1.35 |
| 32 S & W | 1.10 | 1.20 |
| 32 S & W Long | 1.25 | 1.35 |
| 32-20 Marlin | 1.55 | 1.90 |
| 32 Winchester | 1.55 | 1.90 |
| 32-20 Win HV | ... | 2.00 |
| 35 S & W Auto | ... | 1.75 |
| 38 Colts Auto | ... | 2.50 |
| 38 Colts Short | 1.35 | 1.50 |
| 38 Colts Long | 1.40 | 1.60 |
| 38 Colts Police Positive | 1.35 | 1.50 |
| 38 S & W | 1.35 | 1.50 |
| 38 S & W Special | 1.60 | 1.75 |
| 38 Winchester | 1.85 | 2.30 |
| 41 Colts Short DA | 1.45 | 1.65 |
| 41 Colts Long DA | 1.75 | 1.90 |
| 44 Bull Dog | 1.50 | ... |
| 44 S & W Amer | 1.90 | 2.15 |
| 44 S & W Rus | 1.90 | 2.15 |
| 44 S & W Special | 2.15 | 2.30 |
| 44 Webley | 1.65 | ... |
| 44 Winchester | 1.85 | 2.30 |
| 45 Colts | 2.15 | 2.35 |
| 45 Colts Auto | ... | 2.85 |
| **Center Fire Military and Sporting—** | | |
| 22 Savage | ... | 1.60 |
| 250-3000 Savage | ... | 1.75 |
| 25-21 Stevens | 2.80 | ... |
| 25-25 Stevens | 1.90 | 2.85 |
| 25-35 Winchester | ... | 1.40 |
| 25-35 Short Range | ... | 1.40 |
| 25-36 Marlin | ... | 1.40 |
| 25 Remington Rimless | ... | 1.40 |
| 6 MM U S N | ... | 2.10 |
| 7 MM Spanish Mauser | ... | 2.10 |
| 7.655 MM Bel Mauser | ... | 2.10 |
| 8 MM Mauser | ... | 2.10 |
| 9 MM Mauser | ... | 2.30 |
| 30-30 Winchester | ... | 1.60 |
| 30 Remington Rimless | ... | 1.60 |
| 30 Government Rimless | ... | 2.30 |
| 303 Savage | ... | 1.60 |
| 32 Remington Rimless | ... | 1.60 |
| 32-40 Winchester | 1.20 | 1.35 |
| 32-40 Winchester H V | ... | 1.60 |
| 32 Winchester Slf Ldg | ... | 2.80 |
| 32 Winchester Special | ... | 1.60 |
| 33 Winchester | ... | 2.10 |
| 35 Remington Rimless | ... | 1.75 |
| 35 Winchester | ... | 2.30 |
| 35 Winchester Slf Ldg | ... | 2.90 |
| 351 Winchester Slf Ldg | ... | 3.30 |
| 38-55 Winchester Lead | 1.45 | 1.75 |
| 38-55 Winchester HV | ... | 1.95 |
| 38-56 Winchester | 1.45 | 1.75 |
| 40-60 Marlin | 1.50 | ... |
| 40-60 Winchester | 1.50 | ... |
| 40-65 Winchester | 1.50 | 1.75 |
| 40-70 Winchester | 1.55 | ... |
| 40-72 Winchester | 1.55 | 1.80 |
| 40-82 Winchester | 1.55 | 1.80 |
| 401 Winchester Auto | ... | 1.70 |
| 405 Winchester | ... | 2.50 |
| 45-60 Winchester | 1.55 | ... |
| 45-70-405 Government | 1.55 | 1.80 |
| 45-75 Winchester | 1.55 | ... |
| 45-90 Winchester | 1.65 | 1.80 |

**SHELLS, LOADED—**

**MEDIUM GRADE.**

**BULK—SMOKELESS.**

**12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot.....$1.25**

**8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot ..... 1.25**

**8¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot..... 1.25**

**3¼ drs. x 1⅛ oz., BB shot, drop shot ..... 1.35**

**3¼ drs. x Buck shot, drop shot ..... 1.35**

**16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot..... 1.15**

**2¾ drs. x ⅞ oz., BB shot, drop shot ..... 1.20**

**20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot..... 1.15**

**HIGH GRADE SMOKELESS—**

**12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot..... 1.40**

**3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot..... 1.45**

**16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot ..... 1.30**

**20 2¼ drs. x ¾ oz., chilled shot ..... 1.25**

**2⅛ drs. x ⅞ oz., chilled shot 1.35**

**Trap Loads—**

**12 3 drs. x 1¼ oz., 7½ chilled 1.35**

**3⅛ drs. x 1¼ oz., 7½ chilled 1.40**

**Black Powder—Loads—**

**12 3¼ drs. x 1⅛ oz., drop shot 1.05**

**Caps and Primers—**

| | | |
|---|---|---|
| Percussion | .20 | .... |
| Musket Caps | .25 | .... |
| Primers, 100 in box | .35 | .... |
| Primers, 250 in box | .80 | .... |

**Empty Paper Shells—Black pow.—**

**12, 16, 20, Ga. per 100. ... 1.50**

**10 Ga. per 100..... ... 1.65**

**MEDIUM GRADE SMOKELESS—**

**12, 16, 20, 28 Ga. per 100 ..... ... 1.80**

**10 Ga. per 100..... ... 2.10**

**HIGH GRADE SMOKELESS—**

**12, 16, 20, 28 Ga..... ... 2.30**

**10 Ga. per 100..... ... 2.40**

**Empty Brass Shells—**

**Best qual. 12, 16, 20 28, Box 25..... ... 2.75**

**2nd Qual. 12, 16, 20 28, box 25..... ... 2.10**

**Wads—**

**Cardboard, box 250... ... .20**

**Black Edge, Reg., box 250 ..... ... .50**

**Black Edge, ¼ in., 125 in box ..... ... .40**

**Black Edge, ¼ in., 250 in box ..... ... .80**

**ADZES (UNHANDLED)—Carpenter's, warranted $3.50, second grade $3.50; Railroad, warranted $3.75, second grade $3.75; ship, warranted $4.00, second grade, $4.00; Lipped Ship, warranted $5.00, second grade $3.75.**

**ALUMINUM WARE, CAST—**

| | |
|---|---|
| **Bottles, Hot Water—** | |
| **Universal** | **3.50** |
| **Griddles—** | |
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |
| **Kettles, Berlin—** | |
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |
| **Kettles, Maslin—** | |
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 13.25 |
| **Kettles, Tea—** | |
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |
| **Pans, Lipped Sauce—** | |
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |
| **Skillets—** | |
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |
| **Spoons, Basting—** | |
| 15-inch | .30 |
| **Spoons, Mixing—** | |
| 18-inch, Slotted | .80 |
| **Waffle Moulds—** | |
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

**ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.**

**Sebco, 3-16x½ in. -⅝ in. -1 in., $1.75 per hundred net; ¼x½ in. -⅝ in. -1 in., $1.96 per hundred net.**

**ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.**

**ANTIMONY—Slab, 25c lb.**

**APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.**

**AUGERS—Greenlee Carpenters' Nut, No. 57.**

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1¼ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | | 1½ | 1¾ | 2 | 2½ | 3 |
| Each | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 | |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

**ASBESTOS—**

**Mill board, 30c lb.; Cut, 35c lb.**

**Paper, 30c lb.; Cut, 35c lb.**

**Wicking, ½-lb. balls, 65c each.**

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.30 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 118 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½ 0 | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.85 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |
| 30 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .30 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 113 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.25 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 318 | 13.00 |
| 324 | 15.75 |
| 336 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, 1-lb. lots, $1.25.

Cement, per sack, $7.25; per lb, 10c.

62 each ..... 2.90 2.90 3.25 3.25 3.60 3.60

AXES—Plumbs' Hunter's handled, 12 oz., $1.85; 1 lb. $1.85; 1½ lb., $1.85.

Boy Scout—Handled with sheath, $2.25; without sheath, $1.75; sheaths, 75c.

Double Bit—Handled, $3.75; unhandled, $3.00.

Single Bit—Handled, warranted, $3.50; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBITT—Frictionless, 55c lb.; Magnolia, 50c lb.; No. 4 21c lb.; No. 2, 23c lb.; No. 1. 27c lb.; No. A (genuine), $1.20 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickeled, $1.20 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 95c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.55 each; No. 1662, $4.25 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.25 each; 6-inch, $3.25; 7-inch, $4.75; 8-inch, $6.25; 10-inch, $11.50.

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## RETAIL SELLING PRICES—Continued.

12-inch, $21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.65; 1, $1.35; 2, $1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

| BIBBS—Compression— | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.40 | 1.85 | 2.50 | .... |
| Finished brass | 1.65 | 2.10 | 2.80 | 5.00 |
| Nickel plated | 1.95 | 2.40 | 3.15 | 5.50 |
| Hose—Rough brass | 1.65 | 2.10 | 2.70 | 4.60 |
| Finished brass | 1.90 | 2.35 | 3.00 | 5.60 |
| Nickel plated | 2.15 | 2.60 | 3.35 | .... |

BITS—Auger—

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1.25 | $ .30 |
| 4 | .75 | .50 | 1.25 | .30 |
| 5 | .75 | .50 | 1.25 | .30 |
| 6 | .75 | .50 | 1.25 | .35 |
| 7 | .75 | .50 | 1.25 | .35 |
| 8 | .75 | .55 | 1.25 | .35 |
| 9 | .90 | .60 | 1.35 | .40 |
| 10 | .90 | .65 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1.25 | .... | .75 |
| 18 | 1.75 | 1.25 | .... | .80 |
| 20 | 2.00 | 1.35 | .... | .85 |
| 22 | 2.25 | 1.50 | .... | .95 |
| 24 | 2.50 | 1.60 | .... | 1.10 |

Bits in sets, common, 6 bits, $3.00; 8 bits, $4.00; 13 bits, $6.50. R. J., 13 bits, $10.50. Irwin pat., 13 bits, $8.00. Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.

Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

| | |
|---|---|
| 12 | 2.00 |
| 15 | 2.15 |
| 18 | 2.25 |
| 21 | 2.35 |
| 24 | 2.50 |

Millers Falls, No. 5—

| | |
|---|---|
| 12 | 1.75 |
| 15 | 1.75 |
| 18 | 1.90 |
| 21 | 2.00 |
| 24 | 2.35 |

Stanley, No. 1—

| | |
|---|---|
| 12 | 2.00 |
| 16 | 2.15 |
| 18 | 2.25 |
| 24 | 2.35 |

BLOCKS—Tackle—

Steel—
Single—Plain Bushed—

| Size | Each |
|---|---|
| 3-inch | .85 |
| 4-inch | 1.00 |
| 5-inch | 1.10 |
| 6-inch | 1.80 |
| 8-inch | 2.50 |
| 10-inch | 4.25 |

Double—Plain Bushed—

| | |
|---|---|
| 3-inch | 1.50 |
| 4-inch | 1.90 |
| 5-inch | 2.10 |
| 6-inch | 2.40 |
| 8-inch | 4.25 |
| 10-inch | 7.00 |

Triple—Plain Bushed—

| | |
|---|---|
| 3-inch | 2.10 |
| 4-inch | 2.60 |
| 5-inch | 2.75 |
| 6-inch | 3.50 |
| 8-inch | 6.50 |
| 10-inch | 9.50 |

Single—Roller Bushed—

| | |
|---|---|
| 4-inch | 2.25 |
| 6-inch | 3.00 |
| 8-inch | 5.25 |
| 10-inch | 8.50 |

Double—Roller Bushed—

| | |
|---|---|
| 4-inch | 4.50 |
| 6-inch | 5.50 |
| 8-inch | 9.75 |
| 10-inch | 14.50 |

Triple—Roller Bushed—

| | |
|---|---|
| 4-inch | 6.25 |
| 6-inch | 7.57 |
| 8-inch | 13.75 |

Wood—

| | |
|---|---|
| 6-inch | 3.50 |
| 8-inch | 5.75 |
| 10-inch | 8.50 |

Triple—Roller Bushed—

| | |
|---|---|
| 4-inch | 3.75 |
| 5-inch | 4.25 |
| 6-inch | 5.25 |

Steel—

| | |
|---|---|
| 10-inch | 19.50 |

Snatch—Plain Bushed—

| | |
|---|---|
| 6-inch | 4.50 |
| 8-inch | 6.75 |
| 10-inch | 10.00 |

Snatch—Roller Bushed—

| | |
|---|---|
| 6-inch | 7.50 |
| 8-inch | 10.75 |
| 10-inch | 16.00 |

Wood—

Single—Plain Bushed—

| Size | Each |
|---|---|
| 3-inch | .85 |
| 4-inch | 1.00 |
| 5-inch | 1.10 |
| 6-inch | 1.80 |
| 8-inch | 2.25 |
| 10-inch | 3.85 |

Double—Plain Bushed—

| | |
|---|---|
| 3-inch | 1.50 |
| 4-inch | 1.90 |
| 5-inch | 2.10 |
| 6-inch | 2.40 |
| 8-inch | 4.00 |
| 10-inch | 6.25 |

Single—Roller Bushed—

| | |
|---|---|
| 3-inch | 1.80 |
| 4-inch | 1.40 |
| 5-inch | 1.50 |
| 6-inch | 1.75 |
| 8-inch | 3.15 |
| 10-inch | 4.85 |

Double—Roller Bushed—

| | |
|---|---|
| 3-inch | 2.40 |
| 4-inch | 2.75 |
| 5-inch | 2.85 |
| 8-inch | 8.50 |
| 10-inch | 11.00 |

Snatch—Roller Bushed—

| | |
|---|---|
| 6-inch | 4.75 |
| 8-inch | 7.00 |
| 10-inch | 11.00 |
| 12-inch | 15.00 |

BLOWERS—With Tuyere Irons—No. 400 Champion, $37.50; No. 40, Lancaster, $25.00; Royal, $40.00.

BLOWERS—Buffalo—No. 300 (with Tuyere irons), $35.00; No. 200 (with Tuyere irons), $24.00; No. 2E Variable Speed, $44.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.00; No. 20 Springer, 54x18 in., no sleeve board, $4.75; No. 40 Springer 50x12, in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.35; 5½-foot, $1.50; 6-foot, $1.75.

BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.

BOLTS—Common Carriage—

| | 3-16 & ¼-in. | | 5-16-in. | | ⅜-in. | | ½-in. | |
|---|---|---|---|---|---|---|---|---|
| Size— | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1½ | .20 | 1.45 | .30 | 2.00 | .40 | 2.70 | .65 | 4.45 |
| 2 | .25 | 1.55 | .30 | 2.15 | .45 | 2.90 | .75 | 4.95 |
| 2½ | .25 | 1.70 | .35 | 2.30 | .45 | 3.15 | .80 | 5.35 |
| 3 | .30 | 1.85 | .35 | 2.50 | .50 | 3.40 | .90 | 5.80 |
| 3½ | .30 | 2.00 | .40 | 2.70 | .55 | 3.60 | .95 | 6.25 |
| 4 | .30 | 2.15 | .45 | 2.85 | .60 | 3.85 | 1.00 | 6.75 |
| 4½ | .35 | 2.30 | .45 | 3.00 | .60 | 4.05 | 1.10 | 7.25 |
| 5 | .35 | 2.45 | .45 | 3.15 | .65 | 4.30 | 1.15 | 7.65 |
| 5½ | .40 | 2.55 | .50 | 3.30 | .70 | 4.55 | 1.20 | 8.10 |
| 6 | .40 | 2.70 | .55 | 3.55 | .75 | 4.75 | 1.30 | 8.60 |
| 6½ | .50 | 3.30 | .65 | 4.30 | .85 | 5.75 | 1.35 | 9.10 |
| 7 | .55 | 3.45 | .70 | 4.45 | .90 | 6.00 | 1.45 | 9.55 |
| 8 | .60 | 3.80 | .75 | 4.85 | 1.00 | 6.60 | 1.55 | 10.40 |
| 9 | ... | .... | .80 | 5.30 | 1.05 | 7.10 | 1.70 | 11.46 |
| 10 | ... | .... | .85 | 5.50 | 1.15 | 7.60 | 1.85 | 12.25 |
| 11 | ... | .... | .... | .... | 1.20 | 8.10 | 2.00 | 13.20 |
| 12 | ... | .... | .... | .... | 1.30 | 8.65 | 2.10 | 14.10 |

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

| | 5/32" | | 3/16" | | ¼" | | 5/16" | |
|---|---|---|---|---|---|---|---|---|
| Size— | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| ⅜" | .10 | .50 | .10 | .50 | ... | ... | ... | ... |
| ½" | .10 | .50 | .10 | .50 | .10 | .75 | ... | ... |
| ⅝" | .10 | .50 | .10 | .50 | .10 | .75 | ... | ... |
| ¾" | .10 | .50 | .10 | .50 | .10 | .75 | .15 | 1.00 |
| ⅞" | .10 | .55 | .10 | .55 | .10 | .80 | .15 | 1.10 |
| 1" | .10 | .55 | .10 | .55 | .10 | .80 | .15 | 1.15 |
| 1¼" | .10 | .60 | .10 | .60 | .15 | .85 | .15 | 1.20 |
| 1½" | .10 | .65 | .10 | .65 | .15 | .90 | .15 | 1.25 |
| 1¾" | .10 | .70 | .10 | .70 | .15 | .95 | .20 | 1.30 |
| 2" | .10 | .75 | .10 | .75 | .15 | 1.00 | .20 | 1.40 |
| 2¼" | ... | ... | .10 | .80 | .15 | 1.05 | .20 | 1.45 |
| 2½" | ... | ... | .15 | .85 | .15 | 1.10 | .25 | 1.50 |
| 3" | ... | ... | .15 | .90 | .20 | 1.20 | .25 | 1.60 |
| 3½" | ... | ... | .15 | 1.00 | .20 | 1.30 | .30 | 1.80 |
| 4" | ... | ... | .15 | 1.15 | .25 | 1.45 | .30 | 2.00 |

Machine, Square Head and Nut—

| | ¼-in. | | 5-16-in. | | ⅜-in. | | 7-16-in. | |
|---|---|---|---|---|---|---|---|---|
| Size | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1-1½ | .30 | 2.15 | .40 | 2.55 | .45 | 3.05 | .65 | 4.20 |
| 2 | .35 | 2.30 | .40 | 2.70 | .50 | 3.25 | .70 | 4.50 |
| 2½ | .35 | 2.35 | .45 | 2.85 | .50 | 3.45 | .75 | 4.80 |
| 3 | .35 | 2.45 | .45 | 3.00 | .55 | 3.70 | .75 | 5.10 |
| 3½ | .40 | 2.55 | .50 | 3.20 | .60 | 3.85 | .80 | 5.40 |
| 4 | .40 | 2.65 | .50 | 3.30 | .60 | 4.10 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.60 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | ... | .... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | ... | .... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | ... | .... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | ... | .... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | ... | .... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | ... | .... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| | ½-in. | | ⅝-in. | | ¾-in. | |
|---|---|---|---|---|---|---|
| Size— | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1-1½ | .80 | 5.10 | 1.20 | 7.80 | 1.70 | 11.65 |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 |

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## RETAIL SELLING PRICES—Continued.

| | | | | | | |
|---|---|---|---|---|---|---|
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 |
| 30 | 4.00 | 27.65 | 6.00 | 40.30 | 8.80 | 58.50 |

**BOLTS—Barrel—**

Extra Heavy Wrought Steel, Japanned—

| | |
|---|---|
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |

Cast Iron, Japanned—

| | |
|---|---|
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |

CHAIN—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |

Cast Iron, Amber or Bronzed—

| | |
|---|---|
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |

Cast Iron, Ant. Copper or Dull Brass—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |

CUPBOARD, Japanned—

| | |
|---|---|
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |

Cupboard, Other Finishes—

| | |
|---|---|
| 3-inch | .75 |
| 6-inch | 1.00 |

FLUSH, Angle—All Finishes, Cast Bronze—

| | |
|---|---|
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |

LEVER—Cast Bronze, All Finishes—

| | |
|---|---|
| 3½-inch | 1.10 |
| 5-inch | 1.25 |

T-HEAD—Wrought Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |

Cast Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |

FOOT—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |

Amber or Bronzed—

| | |
|---|---|
| 6-inch | .55 |
| 8-inch | .75 |

Other Finishes—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |

Foot Wrought Steel—Cupboard, Japanned—

| | |
|---|---|
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

**BOTTLES—Vacuum—**

Thermos—

| | |
|---|---|
| 10 | 2.35 |
| 10Q | 3.75 |
| 11 | 3.00 |
| 11Q | 5.00 |
| 14 | 3.50 |
| 14Q | 5.50 |
| 15½ | 3.75 |
| 15 | 4.00 |
| 15Q | 6.00 |
| 6 | 4.50 |
| 6Q | 6.50 |

Universal—

| | |
|---|---|
| 21 | 2.75 |
| 22 | 4.50 |
| 61 | 2.50 |
| 62 | 4.00 |
| 71 | 3.50 |
| 72 | 5.00 |
| 91 | 4.00 |
| 92 | 6.00 |
| 81 | 4.50 |
| 82 | 6.50 |
| 592 | 7.25 |

Ferrostat—

| | |
|---|---|
| 504R | 10.00 |
| 505R 2-qt | 14.50 |
| 505N | 14.50 |

**BOXES—Mitre—**

| Goodell— | Each |
|---|---|
| 265 26x4 | 24.00 |
| 385 25x5 | 25.50 |
| 806 30x5 | 27.00 |
| Stanley— | |
| 50½ | 12.25 |
| 246 | 26.50 |
| 358 | 30.00 |
| 460 | 36.50 |
| Acme— | |
| 72 | 22.50 |

**BRACES—**

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.

**FILLERS—Thermos and Universal—**

| | |
|---|---|
| ½ Pint | 1.75 |
| 1 Pint | 2.00 |
| 1 Quart | 3.25 |

**LUNCH KITS—**

Thermos—

| | |
|---|---|
| 392 and 396 | 4.00 |
| 393 and 397 | 4.25 |
| 394 and 398 | 5.00 |

Universal—

| | |
|---|---|
| 310 | 4.00 |
| 410 | 4.35 |
| 420 | 4.85 |
| 320 | 4.50 |
| 4070 | 5.75 |
| 3070 | 3.75 |

| Thermos—Food Jars. | | Fillers |
|---|---|---|
| 600 | 4.25 | 2.25 |
| 601 | 5.75 | 2.50 |
| 602 | 7.50 | 3.75 |

| Thermos— | Jugs. | Fillers |
|---|---|---|
| 556 | 8.25 | 3.60 |
| 557 | 8.50 | 4.75 |

Thermos—Cases—

| | |
|---|---|
| 104 | 6.50 |
| 104Q | 9.50 |
| 114 | 10.00 |
| 114Q | 15.00 |
| 130 | 10.00 |
| 130Q | 15.00 |
| 78 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |

New Langdon Imp—

| | |
|---|---|
| 72 | 23.00 |
| 73 | 24.00 |
| 74 | 25.50 |
| 75 | 27.00 |

Stearn's Perfection—

| | |
|---|---|
| 20 | 4.75 |

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

**BOXES—Mail—Apartment—** Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

**BRACKETS—Shelf—**

| Japanned— | Pair | Copper, Brass, Nickel— | Pair |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

| BRADS—Wire— | Bulk per lb. | ⅛-lb. pkgs. | ¼-lb. pkgs |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¾ to 2-inch | .20 | .20 | .15 |

**BRASS—Sheet—Soft, per lb., 70c; Half Hard, 75c; Sign, 75c; Spring, $1.05.**

**BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.**

**BRIGHT WIRE GOODS—See Hooks and Eyes.**

**BROOMS—House or Parlor—**

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c.

Push or Street

| | | | |
|---|---|---|---|
| Bassine, 14-in. | 1.25 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in. | 1.50 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in. | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 18-in. | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

**BRUSHES—**

CASTING—

| | |
|---|---|
| Round | .80 |
| Oblong | .60 |

Counter—

| | |
|---|---|
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |

FLOOR—

| | |
|---|---|
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |

Garage—

| | |
|---|---|
| Fibre, 16-inch | 2.00 |
| Fibre, 18-inch | 2.25 |
| Fibre, 20-inch | 2.50 |
| Fibre, 24-inch | 3.25 |

Gear—

| | |
|---|---|
| Handles | .65 |
| Hand or Nail | .10 |

Horse—

| | |
|---|---|
| Rice-Root, 12½ lb. | .85 |
| Rice-Root, 13 lb. | 1.15 |
| Palmyra Fibre, 12½ lb. | .65 |
| Palmyra Fibre, 13 lb. | .85 |
| Mixed Fibre, 13 lb. | .90 |
| Ox Fibre, 3½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |

Kalsomine—

| | |
|---|---|
| 7-in., single | 2.40 |
| 8x7½ in blocks | 6.75 |

Marking—(Round)—

| | |
|---|---|
| White bristles— | |
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

| Paint—(Chinese bristles)— | | | | | |
|---|---|---|---|---|---|
| Grade. | 1 | 2 | 3 | 4 | 5 |
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

| | |
|---|---|
| **Roofing—Knotted—** | |
| 8 knots 14-lb. | 2.00 |
| 4 knots, 18 lb. | 2.50 |
| **Sash—Chisel Point—** | |
| ½x1½-in. | .20 |
| ¾x1¾-in. | .25 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |
| **Scrub—** | |
| Gray Tampico, 7-lb. | .30 |
| Gray, Tampico, 9-lb. | .40 |
| Ox Fibre, 6-lb. | .35 |
| Ox Fibre, 8-lb. | .45 |
| Ox Fibre, 11-lb. | .50 |
| White Tampico, 4-lb. | .25 |
| White Tampico, 6-lb. | .35 |
| White Tampico, 8-lb. | .45 |
| White Tampico, 11-lb. | 45 |
| **Shoe—** | |
| Dauber, wood | .20 |
| Dauber, iron | .30 |
| Brush only, ⅞-in. | .35 |
| Brush only 1¼-in. | .75 |
| Combination | .35 |
| Extra bristles | .50 |
| Best 1¼-in. bristles | .85 |
| **Sink—** | |
| Ox Fibre | .15 |
| Split Bamboo | .05 |
| **Shaving—Rubber Set—** | |
| Ebonized handle | .55 |
| Boxwood, small | 1.00 |
| Boxwood, medium | 1.10 |
| Boxwood, large | 1.35 |
| White Bone, small | 1.00 |
| White Bone, medium | 1.25 |
| Octagon Bone | 2.00 |
| Octag. Bone, polished | 4.00 |
| **Stencil—** | |
| 1⅛-in., 2½-lb. | .25 |
| 1¼-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

**BRUSHES—Continued—**

| | | | |
|---|---|---|---|
| Window— | | Squeegee, 10-in. | .30 |
| Gray fibre | .75 | Squeegee, 12-in. | .35 |
| Black horsehair | .90 | Squeegee, 14-in. | .40 |
| Pope's Eye | 1.15 | Squeegee, 16-in. | .50 |

**BUCKETS—(See Galv. Ware)—**

**BURNERS**—Lamp—⅝-inch wick, 10c each; 1-inch, 15c; 1⅛-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

**BUTTS—(See Hinges)—**

**CALKS**—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

**CAPS**—Roofing. Per lb., 20c.

**CARBORUNDUM**—Grain, per lb., bulk, 50c.

**CARRIERS**—Timber—No. 425, 4-ft. maple, $3.75.

**CARRIERS**—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

**CATCHERS—GRASS**—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.65; 5G, $2.00.

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 13x13 Bell | 4.75 | 3.75 |

**CHAINS—Tire.**

| Size Tire—Weeds | Pair | | |
|---|---|---|---|
| 3 x30 | 4.50 | 4½x33 | 7.25 |
| 3½x30 | 5.00 | 4½x34 | 7.50 |
| 3½x32 | 5.50 | 4½x35 | 8.00 |
| 4 x31 | 6.00 | 4½x36 | 8.00 |
| 4 x32 | 6.00 | 4½x37 | 8.75 |
| 4 x33 | 6.50 | 5 x35 | 9.00 |
| 4 x34 | 7.00 | 5 x36 | 9.00 |
| 4 x35 | 7.50 | 5 x37 | 9.75 |
| 4 x36 | 7.50 | 5½x36 | 12.00 |
| 4½x32 | 7.00 | 5½x37 | 13.00 |
| | | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

**CHAIN**—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
**Norway Straight Link (coil)**—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
**Passing Link (coil)**—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.
**Proof Straight Link (coil)**—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.
**Proof Twisted Link (coil)**—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
**B. B. Proof Straight Link (coil)**—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
**Jack: Iron**—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
**Jack: Brass**—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
**Safety Brass and Nickel Plated**—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.
**Sash**—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
**Sash Chain Fastenere**—12, 15c set; 100, 45c set.

**CHALK**—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

**CHECKS—Door**—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

**CHOPPERS—Meat and Food—**

| Enterprise No. | Each. | Universal | |
|---|---|---|---|
| 5 | 4.00 | 0 | 2.25 |
| 10 | 6.25 | 1 | 2.75 |
| 12 | 5.75 | 2 | 3.25 |
| 22 | 9.75 | 8 | 4.50 |
| 32 | 12.75 | 804 | 8.75 |
| | | Russwin | |
| 501 | 2.50 | 0 R. | 2.75 |
| 602 | 3.00 | 1 R. | 3.25 |
| 703 | 4.00 | 2 R. | 4.00 |
| | | 3 R. | 5.25 |

**CHISELS—**

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ¼ | .20 | .35 | .50 | .50 | .50 |
| 5-16 | .20 | .35 | .50 | .50 | .55 |
| ⅜ | .20 | .35 | .50 | .55 | .60 |
| ½ | .25 | .45 | .65 | .65 | .75 |
| ⅝ | .35 | .50 | .75 | .70 | .85 |
| ¾ | .50 | .65 | .85 | .90 | 1.00 |
| ⅞ | .65 | .90 | ... | ... | 1.25 |
| 1 | .85 | 1.00 | ... | ... | 1.50 |

**CHURNS**—Barrel—No. 0, $8.75 each; 1, $10.00; 2, $11.00; 3, $12.25; 4, $15.50; 5, $18.25.
**Improved Cylinder**—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.
Sturges Steel—No. 1, $9.00; 2, $11.00; 3, $12.50.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c each; 20, 90c; 30, $1.25; 40, $1.50.
Dazey—Tin, No. 200, 2-ga.l,$5.25; 300, 3 gal., $6.75; 400, 4-gal., $8.25; 600, 6-gal., $10.50.
Dash—IX Tin, 2-gal., $2.25; 3-gal., $2.50; 4-gal., $2.75; 5-gal., $3.00; 6-gal., $3.25. Dash and handle, 25c extra.

**CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $4.75; 1½ ft., $5.25; 2 ft., $5.50.**
Carpenters'—Open 3 ft., $8.50 pr.; 4 ft., $9.50; 5 ft., $11.50; 6 ft., $17.50; 8 ft., $22.
Carriage Makers—Common 2½-inch, 75c each; 3-inch, 85c; 4-inch, $1.25; 5-inch, $1.75; 6-inch, $2.00; 8-inch, $3.00; 10-inch, $4.00; 12-inch, $5.00.
Quilt Frame—No. 1, 10c each; 3, 15c; 32, 15c; 33, 20c.

**CLEANERS—Window—**

| Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .40 | 16-inch | .60 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .70 | 16-inch | .75 |
| 14-inch | .55 | | | | |

**CLEVISES**—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

**CLIPS**—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

**CLIPPERS—Bolt—**

| New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.50 | No. 1 | 2.75 |
| No. 2 | 7.75 | No. 2 | 3.75 |
| No. 3 | 10.00 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.85 | 14-inch | 3.00 |

**CLOCKS**—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

**CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.**

**CLOTH, WIRE—**

| Hardware Galvanized Mesh. | Sq. ft. | Screen | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ¾ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05¾ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .11 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .12 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

**COCKS—**

| No. | | Each | No. | | Each |
|---|---|---|---|---|---|
| Ball 660— | ½-inch... | 1.60 | Floats 395— | 5-inch... | .55 |
| | ⅝-inch... | 1.85 | | 6-inch... | .85 |
| | ¾-inch... | 2.35 | | 7-inch... | 1.50 |
| | 1 -inch... | 4.25 | | 8-inch... | 2.35 |
| | 1¼-inch... | 6.75 | | 10-inch... | 4.25 |
| 1285 | ½-inch... | 2.65 | Gas Hose— | ⅜-inch... | .55 |
| | ⅝-inch... | 2.85 | | ½-inch... | .60 |
| | ¾-inch... | 3.65 | | ¾-inch... | .80 |
| | 1 -inch... | 6.65 | | | |
| | 1¼-inch... | 10.25 | | | |

Service, Standard—Square or Flat Head—

| | ¼" | ⅜" | ½". | ¾" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

**COPPER**—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

**COOLERS**—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

**COPPER WARE—Rome Nickel Plated—**

| Tea Kettles. | Each | | |
|---|---|---|---|
| 8½ inch..... | 3.00 | 6 pints ..... | 2.75 |
| 9½ inch..... | 3.25 | Tea Pots. | Each |
| 10½ inch..... | 3.50 | 2 pints ..... | 1.75 |
| Coffee Pots. | Each | 3 pints ..... | 2.00 |
| 3 pints ..... | 2.00 | 4 pints ..... | 2.25 |
| 4 pints ..... | 2.25 | 5 pints ..... | 2.50 |

**COPPERS, SOLDERING—Family—**

| | |
|---|---|
| 1 ..... | 1.65 |
| 2 ..... | 1.50 |

Tinners—

| | |
|---|---|
| ½ pound, per pair..... | .25 |
| 1 pound, per pair..... | .40 |
| 1½ pound, per pair..... | .60 |
| 2 pound, per pair..... | .80 |
| 3 to 14 pounds..... | .75 |

**CORD**—(Sash)—Samson Spot Braided. Common, $1.60 per lb.; Silver Lake, $2.00 per lb.; Waterproof-coil, $2.00 per lb.; 3-16 inch, $3.00 per hank; 7-32 inch $4.00 per hank; ¼ inch, $5.00 per hank; 5-16 inch, $7.75 per hank; ⅜ inch, $10.75 per hank.

**CORD, TINNED PICTURE—**

**No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.**

**COTTERS—Hammer Lock or Regular Spring.**

| Length | 1-16, 5-64, 3-32 in. 100 | 1000 | ⅛ in. 100 | 1000 | 5-32 in. 100 | 1000 |
|---|---|---|---|---|---|---|
| ½-inch..... | $ .20 | $1.25 | $ .30 | $2.00 | $ .35 | $2.40 |
| ¾-inch..... | .25 | 1.40 | .30 | 2.00 | .40 | 3.00 |
| 1 -inch..... | .25 | 1.65 | .35 | 2.25 | .45 | 3.25 |
| 1¼-inch..... | .25 | 1.80 | .40 | 2.55 | .50 | 3.50 |
| 1½-inch..... | .30 | 2.05 | .45 | 2.85 | .60 | 4.00 |
| 2 -inch..... | .35 | 2.50 | .50 | 3.40 | .70 | 4.75 |

| Length | 3-16 in. | | ¼ in. | | 5-16 in. | |
|---|---|---|---|---|---|---|
| ½-inch..... | $ .50 | $3.75 | .... | .... | .... | .... |
| 1 -inch..... | .60 | 4.25 | $1.00 | $6.75 | $1.75 | $11.00 |
| 1¼-inch..... | .70 | 5.00 | 1.10 | 8.00 | 2.00 | 14.50 |
| 1½-inch..... | .80 | 5.50 | 1.25 | 9.00 | 2.00 | 14.50 |
| 1¾-inch..... | .90 | 6.00 | 1.50 | 10.00 | 2.25 | 16.00 |
| 2 -inch..... | 1.00 | 6.75 | 1.75 | 11.50 | 2.50 | 17.50 |
| 2½-inch..... | 1.10 | 7.75 | 2.00 | 14.00 | 3.00 | 20.00 |

**CRAYON—Lumber, 10c; Soapstone, 5c.**

**CUTTERS**—Pipe—Barnes, No. 1, $4.00 each; 2, $5.25; 3, $8.60; 4, $16.75; 5; $26.50.

Saunders—No. 1, $4.75 each; 2, $6.50; 3, $11.25.
Trimo—No. 1, $4.00 each; 2, $5.25; 3, $8.60.

**DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.**

**DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.**

**Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.**

**DOLLIES—Timber—**

**No. 649, 6-inch .....$9.00 No. 650, 8-inch .....$12.50**

**DOORS—Ash Pit—**

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

**ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.**

**DOORS—Screen, Black—**

| | | |
|---|---|---|
| Common, ⅞-inch, | 2-6x6-6 ..... | 3.75 |
| Common, 1⅛-inch, | 2-6x6-6 ..... | 4.00 |
| Common, 1⅛-inch, | 3x7 ..... | 5.00 |

**DRILLS—**

Goodell-Pratt Bench Drills—

| No. | Each | No. | Each. |
|---|---|---|---|
| 8 ..... | 7.25 | 87 ..... | 11.50 |
| 8½ ..... | 9.50 | 97 ..... | 12.50 |
| 9½ ..... | 13.25 | 118 ..... | 7.25 |
| 10½ ..... | 23.60 | | |
| 490½ ..... | 17.80 | Yankee—Millers Falls, Hand— | |
| 1003 ..... | 13.00 | 1 ..... | 3.25 |
| 1005 ..... | 21.50 | 2 ..... | 4.75 |
| 11 ..... | 22.00 | 2B ..... | 4.25 |
| Goodell-Pratt Breast Drills— | | 3A ..... | 3.75 |
| 6 ..... | 5.85 | 5 ..... | 3.75 |
| 07 ..... | 5.50 | 98 ..... | 5.75 |
| 245 ..... | 5.00 | 105 ..... | 3.50 |
| 279 ..... | 13.25 | 306 ..... | 4.75 |
| Millers Falls (Breast)— | | 343 ..... | 3.00 |
| 12 ..... | 6.50 | 1980 ..... | 6.00 |
| 12 A ..... | 6.25 | | |

Drill Presses—Millers Falls

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 28 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

Hand Drills—

| No. | Each. | | |
|---|---|---|---|
| 4 ..... | 3.10 | 445 ..... | 7.00 |
| 4½ ..... | 2.55 | 455 ..... | 8.00 |
| 5½ ..... | 5.00 | 545 ..... | 10.50 |
| 5½B ..... | 5.00 | 550 ..... | 10.50 |
| 49 ..... | 2.00 | 555 ..... | 13.75 |
| 52 ..... | 2.75 | 1430 ..... | 3.75 |
| 53 ..... | 3.30 | 1445 ..... | 7.00 |
| 54 ..... | 3.65 | 1455 ..... | 8.00 |
| 154 ..... | 5.00 | 1530 ..... | 6.25 |
| 259 ..... | 6.00 | 1540 ..... | 8.50 |
| 329 ..... | 3.10 | 1545 ..... | 12.00 |
| 385 ..... | 7.25 | 1550 ..... | 10.50 |
| 379 ..... | 3.30 | 1555 ..... | 13.75 |

Chain Drills—Goodell-Pratt

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 6.60 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

Yankee Automatic

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.75 |

Yankee Chucks and Drill Points

| No. | Set. | No. | Set. |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

Yankee Drill Points

Set of 8, $1.00; each 15c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Ea. | | Ea. |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ⅛ ..... | .90 |
| ⅛ ..... | .28 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

Straight Shank Carbon steel, Short Set—

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| ⅛ ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5-32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

Straight Shank, Wire Gauge Carbon Steel—

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | .16 | | |

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## RETAIL SELLING PRICES—Continued.

**ELECTRICAL APPLIANCES—**

Universal Goods—
Dishes, Chafing—
E921 ..... 15.75
E940 ..... 25.00
E9850 ..... 22.50
Grills—
E982 ..... 12.50
E984 ..... 15.00
Heaters, Immersion—
E970 ..... 7.00
Irons, Curling—
E9901 ..... 7.25
E99011 ..... 8.00
Irons, Pressing—
E901 ..... 9.00
E902 ..... 8.00
E905 ..... 8.00
E9023 ..... 7.25
E9035 ..... 8.00
E9051 ..... 9.00
E9081 ..... 8.50
Irons, Waffle—
E930 ..... 20.00
Pads, Heating—
E9940 ..... 13.50
Percolators—
E9025 ..... 13.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 17.00
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 12.00
Ranges, Table—
E9841 ..... 24.00
Stoves—
E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00
Toasters—
E945 ..... 9.00
E946 ..... 8.00
Urns, Coffee—
E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

Hot Point Goods—
Chafing Dishes—No. 20501, $12.00 each; 20502, $19.00; 20503, $22.00.
Coffee Percolators—No. 20610, $11.00 each; 20611, $11.00; 20620, $13.50; 20621, $13.75; 20622, $18.75; 20650, $18.75; 20651, $25.00; 20652, $28.50.
Grills—20101, $11.50 each; 20103, $15.00; 20104, $11.50.
Percolator Sets—414S4, $48.75; 414S6, $38.95; 415S5, $46 75.
Curling Irons—112L1, $7.50; 112L2, $6.25.
Heaters—No. 30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $30.00; 30604, $42.00.
Heating Pads—50142, $8.00; 50151, $9.75:
Immersion Heaters—50201, $6.25; 50202, $7.50; 50203, $8.50.
Irons—No. 11203, $6.25; 11205, $7.25; 11206, $7.25; 11307, $9.50; 11308, $9.50; 11310, $11.00; 11312, $16.00; 11315, $17.50.
Ovenette—No. 40701, $8.50.
Stoves—No. 20301, $7.00; 20302, $7.00; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.
Toaster—No. 114T5, $8.25; 114T5½, $7.50; 115T1, $8.25.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.
Attachments, $10.00.

| **ELECTRICAL SUNDRIES—** | Each |
|---|---|
| Attachment Plugs, No. 903, Benjamin | .30 |
| No. 500, Bryant | .20 |
| Bells, 2½-inch Eclipse, Iron Box | .85 |
| 3-inch Eclipse, Iron Box | .85 |
| Buzzers, Iron Box | .75 |
| Watch Case | .75 |
| | Pair |
| Cleats, 2 and 3 wire, unglazed | .06 |
| | Each |
| Clusters, No. 92, Benjamin, 2-light | 1.15 |
| No. 93, Benjamin, 3-light | 1.75 |
| No. 94, Benjamin, 4-light | 1.75 |
| Porcelain Rings for Clusters | .10 |
| | Foot |
| Cord, No. 18, Green and Yellow Twisted Lamp | .06 |
| No. 18, Heater, Twisted | .10 |
| | Each |
| Fuses, 6, 10, 15, 20, 25, 30 amp | .10 |
| Globes, 6x3¼, R. I. Ball | .60 |
| 8x3¼ or 4, Ball | 1.25 |
| Knobs, No. 5½, solid | .08½ |
| No. 5½, split | .05 |
| Lamp Guards, Style A—16 C. P | .30 |
| Style H—16 C. P | .35 |
| Style H—32 C. P | .45 |
| Loxon, 40 watt (guard only) | .65 |
| Loxon, 60 watt (guard only) | .70 |
| Key for Loxon Guards | .10 |
| | Foot |
| Loom, 7-32 (250 feet in coil) | .10 |
| ¼ (250 feet in coil) | .11 |
| | Each |
| Receptacles, No. 226, Porcelain Cleat | .25 |
| No. 195, Freeman Key, brass | .65 |
| No. 188, Freeman Key, brass | .75 |
| Rosettes, No. 319, Cleat | .15 |
| No. 333, Concealed | .25 |
| Switches, No. 400, Common Snap | .50 |
| No. 403, Indicating Snap | .50 |
| No. 459, 3-way Snap | .85 |
| No. 4401, Single Pole Push | .60 |
| No. 4403, 3-way Push | .75 |
| No. 707, Single Pole, 1-way Baby Knife | .40 |
| No. 708, Single Pole, 2-way Baby Knife | .60 |
| No. 709, Double Pole, 1-way Baby Knife | .65 |
| No. 710, Double Pole, 2-way Baby Knife | .85 |
| Sockets, ⅛-inch and Pendant Cap Key BB | .45 |
| Pull Chain | .85 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3¼-inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | Lb. |
| Tape, Durafix Friction, ½-lb. rolls | .85 |
| Sticktite Friction, ½-lb. rolls | .85 |
| Paraweld Rubber, ½-lb. rolls | .85 |
| | Foot |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | Lb. |
| No. 18, Single Bell | .90 |
| No. 20, Twisted Bell | .90 |
| | 100 Feet |
| No. 18, Black R. C. Fixture | 1.40 |

**EMERY**—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

**FASTENERS**—Casement, common brass plated, 80c; Sash common brass plated, 15c, two for 25c.

**FAUCETS**—Cork Lined— 8-inch, each ..... $ .20
7-inch each ..... $ .15 9-inch, each ..... .25

**FIBRE WARE**—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

**FIGURES AND LETTERS (STEEL)—**

| Figures. | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.25 | .20 | | | |
| 3-16 inch | 1.50 | .25 | ⅛ inch | 3.75 | .20 |
| ¼ inch | 2.00 | .30 | 3-16 inch | 4.50 | .25 |
| 5-16 inch | 2.50 | .40 | ¼ inch | 6.00 | .30 |
| ⅜ inch | 3.00 | .60 | 5-16 inch | 7.50 | .40 |
| ½ inch | 4.50 | .85 | ⅜ inch | 9.50 | .60 |
| ⅝ inch | 19.25 | ... | ½ inch | 16.50 | .85 |
| ¾ inch | 39.00 | ... | | | |

**FILES**—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

**FIXTURES**—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

**FLASHLIGHTS**—Eveready Daylos—

| Tubular Nos. | 2602 | 2604 | 2612 | 2616 | 2619 | 2627 | 2628 |
|---|---|---|---|---|---|---|---|
| Complete ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.35 | $1.10 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| Tubular Nos. | 2630 | 2631 | 2632 | 2633 | 2634 | 2638 | 2659 |
| Complete, ea. | $1.55 | $1.85 | $2.25 | $2.75 | $2.35 | $3.10 | $3.25 |
| Case & Bulb, ea. | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| Pocket Nos. | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| Complete, ea. | $1.25 | $1.00 | $1.25 | $1.00 | $1.25 | $1.25 | $1.50 |
| Case & Bulb, ea. | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| Tubular Battery Nos. | | | | 705 | 706 | 790 | 791 |
| Battery only, each | | | | $ .50 | $ .25 | $ .35 | $ .30 |
| Pocket Battery Nos. | 700 | 708 | 750 | 751 | 792 | 793 | |
| Battery only, each | $ .30 | $ .40 | $ .30 | $ .40 | $ .30 | $ .45 | |

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## RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

| Kwiklites | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 5220 | 5221 | 5223 | 5229 | 5331 | 6240 | 6240B |
| Complete, ea. | $1.85 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |
| Tubular Nos. | 6241 | 6241B | 6249 | 6249B | 6343 | 6343B | 6351 |
| Complete, ea. | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, ea. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |
| Pocket Nos. | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
| Complete, ea. | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

| Nos. | 1202 | 1208 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
|---|---|---|---|---|---|---|---|---|
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $38.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 5.65 |
| 2 | 4.60 | 3 | 6.75 |
| 3 | 5.55 | 4 | 8.25 |
| 4 | 6.80 | 6 | 10.45 |
| 6 | 8.60 | 8 | 13.50 |
| 8 | 11.10 | 10 | 18.00 |
| Toy | 4.00 | 12 | 21.55 |
| White Mountain | | 15 | 25.60 |
| 1 | 4.85 | 20 | 33.20 |

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—
Perfection—½-inch, 95c each; ¾-inch, $1.15; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.50.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.
Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.

GAUGES—BUTT—Stanley—

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.25 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting In Glass— | Per light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

GLASSES—

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | $ .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

GLASSES, GAUGE—Standard—

| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
|---|---|---|---|---|---|
| 6 | .25 | ... | ... | ... | .... |
| 8 | .25 | ... | ... | ... | .... |
| 10 | .25 | .25 | .30 | .55 | .75 |
| 12 | .25 | .30 | .35 | .60 | .90 |
| 14 | ... | .35 | .45 | .70 | 1.05 |
| 16 | ... | .40 | .50 | .85 | 1.25 |
| 18 | ... | .45 | .55 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | .... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| CX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

Imperial Liquid—

| Size | 1 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

Le Page's Liquid—

| Size | 1 Oz. | 2 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea. | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

GOUGES—Bucks, Firmer—

| Size, inches | ⅛ | ¼ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. | 7.75 | 8.25 | 8.75 | 9.30 | 10.10 | 11.10 |
| Sug. Ret., Ea. | 1.00 | 1.10 | 1.20 | 1.25 | 1.35 | 1.50 |
| Size, inches | | 1 | 1¼ | 1½ | 1¾ | 2 |
| List, Doz. | | 11.65 | 13.05 | 14.50 | 16.00 | 17.95 |
| Sug. Ret., Ea. | | 1.60 | 1.75 | 2.00 | 2.25 | 2.50 |

Bucks, Turning—

| Size, inches | ⅛ | ¼ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. | 4.45 | 4.80 | 5.30 | 5.65 | 6.45 | 7.20 |
| Sug. Ret., Ea. | .60 | .65 | .75 | .80 | .90 | 1.00 |
| Size, inches | | 1 | 1¼ | 1½ | 1¾ | 2 |
| List, Doz. | | 8.05 | 10.15 | 12.95 | 15.05 | 18.25 |
| Sug. Ret., Ea. | | 1.15 | 1.40 | 1.75 | 2.00 | 2.50 |

P. S. & W. Firmer—

| | | | |
|---|---|---|---|
| 160—¼ inch | 1.50 | 1 inch | 2.10 |
| ⅜ inch | 1.50 | 1¼ inch | 2.25 |
| ½ inch | 1.65 | 1½ inch | 2.50 |
| ⅝ inch | 1.70 | 1¾ inch | 2.75 |
| ¾ inch | 1.80 | 2 inch | 3.25 |
| ⅞ inch | 2.00 | | |

## GALVANIZED WARE

Boilers, Coffee
1½ quarts.... .90
2 quarts..... 1.10
3 quarts..... 1.35
4 quarts..... 1.90
6 quarts..... 2.15
8 quarts..... 2.60
10 quarts..... 3.00
12 quarts ..... 3.40

Boilers, Wash
18 ..... 2.75
21 ..... 3.25
22 ..... 3.50

Bowls, Wash
11 inch diam... .30
13-inch diam... .40

Buckets, Fire
12 quarts..... .90
14 quarts..... 1.00
14 quarts..... 1.25

Buckets, Well
10 quarts..... .90
12 quarts..... 1.00
14 quarts..... 1.10

Cans, Ash
10 gals..... 4.80
16 gals..... 5.75
20 gals..... 6.75
23 gals..... 7.75

Cans, Garbage
5% dis. in lots 3 doz.
Smooth, Pail Handle
2 gals..... 1.15
5 gals..... 1.50
6 gals..... 1.85
8 gals..... 2.00
10 gals..... 2.50
16 gals..... 3.00

Corrugated, Side Handles
15 gals..... 6.25
16 gals..... 6.75
21 gals..... 7.25

Gasoline Cans (1 P & B, 1)
5 gals..... 3.00
1 gal. ..... .85
(Side faucet)
5 gals. ..... 2.50
(Top faucet)
5 gals..... 2.50

Oil Cans
1 gal ..... .70
2 gals. ..... 1.15
5 gals. ..... 2.50
(Double seamed)
5 gals. ..... 2.00
(Side faucet)
5 gals. ..... 2.50

Dippers
1 quart ..... .30

Coal Hods
16 inch..... 1.00
17 inch ..... 1.20

Camp Kettles
1 gal..... .40
1½ gals..... .55
2 gals ..... .70
3 gals..... .90
4 gals..... 1.05

Cement Pails
14 quarts ..... 2.25

(Puritan)
14 quarts..... 3.00

Chamber Pails
10 quarts..... 1.35
12 quarts..... 1.40

Stock Pails
14 quarts..... 1.25
16 quarts..... 1.35
18 quarts..... 1.55
20 quarts..... 1.75

Water Pails
8 quarts..... .65
10 quarts..... .75
12 quarts..... .80
14 quarts..... .90
16 quarts..... 1.10
(Extra quality)
12 quarts..... 1.25

Refrigerator Pans
12-inch ..... .80
14-inch ..... .95
16-inch ..... 1.15

Water Pots or Sprinklers
4 quarts..... 1.10
6 quarts..... 1.35
8 quarts..... 1.50
10 quarts..... 1.75
12 quarts..... 2.00
16 quarts..... 2.50

Foot Tubs (oval)
16-inch ..... .95
17-inch ..... 1.00
18-inch ..... 1.20
20-inch ..... 1.40
21-inch ..... 1.75

Wash Tubs
18-inch ..... 1.75
20-inch ..... 2.00
22-inch ..... 2.25
24-inch ..... 2.75

(Extra heavy)
20-inch..... 3.25
22-inch..... 3.35
24-inch..... 3.60

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## RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.35; 25 lb. pails, $3.00.

Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.

Transmission—5 lb. cans, 20c each.

GRINDSTONES—

| Loose— | Cwt. |
|---|---|
| 15 to 40 lbs. | 6.50 |
| 40 to 200 lbs. | 6.50 |
| Over 200 lbs. | 7.00 |
| **Fixtures and Axle—** | |
| 15 inch | 1.25 |
| 17 inch | 1.40 |
| 19 inch | 1.50 |
| **Mounted—Hand—** | |
| 7 inch | 3.00 |
| 8 inch | 3.25 |
| 10 inch | 4.00 |
| 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAWS—

| Lenox, Power— | | | | | |
|---|---|---|---|---|---|
| Lgth. | Width. | Lt. | Heavy. | | |
| 8" | 9-16 | .90 | .... | | |
| 10" | 5/8 | 1.15 | .... | | |
| 10" | 3/4 | 1.35 | 1.95 | | |
| 10" | 1 | .... | 2.45 | | |
| 12" | 5/8 | 1.35 | .... | | |
| 12" | 3/4 | 1.60 | 2.35 | | |
| 12" | 1 | 2.30 | 2.95 | | |
| 14" | 5/8 | 1.70 | .... | | |
| 14" | 3/4 | 1.90 | 2.75 | | |
| 14" | 1 | 2.65 | 3.50 | | |
| 16" | 3/4 | 2.15 | 3.15 | | |
| 16" | 1 | 3.05 | 3.90 | | |
| 17" | 3/4 | 2.80 | .... | | |
| 17" | 1 | 3.25 | 4.15 | | |
| **Hand, Lenox—** | | | | | |
| Length. | | Each | | Doz. | |
| 8-inch | | .10 | | .75 | |
| 9-inch | | .10 | | .85 | |
| 10-inch | | .10 | | 1.00 | |
| 11-inch | | .10 | | 1.10 | |
| 12-inch | | .15 | | 1.20 | |
| **Hand, Victor—** | | | | | |
| 8-inch | | .10 | | .85 | |
| 9-inch | | .10 | | .95 | |
| 10-inch | | .15 | | 1.10 | |
| 12-inch | | .15 | | 1.25 | |

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41½, $2.75 each; Nail Hammers, No. 11½, $2.25; Ball Pein, No. 2, $2.00.

HAMMERS—Maydole Carpenter's Nail—No. 1, $2.25 each; 1½, $2.10; 2, $2.00; 11, $2.25; 11½, $2.10; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 200, $3.00, 611½, $3.15; 710, $2.75; 711, $2.25; 711½, $2.10; 712, $2.00; 811½, $2.35.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.35; 770½, $2.85; 771, $2.65; 772, $2.40; 773, $2.15; 774, $2.00; 775, $1.85; 776, $1.75; 777, $1.65; 778, $1.50.

HAMMERS—

| | | | |
|---|---|---|---|
| **Plumb's Carpenter's Nail—** | | 1371 | 1.25 |
| K1 | 1.25 | 1372 | 1.25 |
| TC 1½ | 1.25 | 1373 | 1.40 |
| A 11 | 1.20 | 1374 | 1.50 |
| A 11½ | 1.15 | 1375 | 1.60 |
| A 12 | 1.10 | 1376 | 1.75 |
| C 11½ | 1.50 | 1377 | 2.00 |
| C 12 | 1.45 | 1379 | 2.25 |
| P 80 | 2.25 | **Plumb's Riveting—** | |
| P 81 | 2.15 | 220 | 1.25 |
| P 82 | 2.00 | 221 | 1.25 |
| P 83 | 1.90 | 222 | 1.35 |
| P 84 | 1.80 | 223 | 1.50 |
| P 85 | 2.25 | 251 | 1.40 |
| P 86 | 2.15 | 252 | 1.50 |
| P 87 | 2.00 | 253 | 1.60 |
| **Plumb's Engineer's—** | | 254 | 1.70 |
| 261 | 2.00 | **Plumb's Brick—** | |
| 262 | 2.10 | 461 | 2.00 |
| 263 | 2.25 | 462 | 1.75 |
| 264 | 2.40 | 3154 | 1.15 |
| **Plumb's Machinist's Ball Pein—** | | 3155 | 1.35 |
| | | **Plumb's Prospector's Pick** | |
| 18 | .60 | 470 | 2.75 |
| 1370 | 1.25 | 471 | 2.85 |

HANDLES—Adze, extra select, $1.00; second growth, $1.00.

Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.

Chisel—Hickory, 10c; Leather Tip, 15c.

Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c.

**Peavey Handles—**

| | Hickory. | Maple. | | Hickory. | Maple. |
|---|---|---|---|---|---|
| 2¼x4 | 1.50 | 1.10 | 2¾x4½ | 1.75 | 1.50 |
| 2¼x4½ | 1.50 | 1.15 | 2¾x5 | 2.00 | 1.60 |
| 2½x4½ | 1.60 | 1.25 | 2¾x5½ | 2.25 | 1.75 |
| 2½x5 | 1.75 | 1.25 | 3 x5 | 2.80 | 1.75 |
| 2½x5½ | 1.85 | 1.35 | | | |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c.

Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60. Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.00; No. 3, $1.50; No. 4, $2.75; No. 5, $3.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

| Flat Track— No and Brand. | Pair. |
|---|---|
| 3—Myers | 2.75 |
| 4—Myers | 2.25 |
| 25—Lanes | 1.25 |
| 34—Richards | 1.90 |
| 37-1—Richards | 1.80 |
| 38-1—Richards | 1.80 |
| 38-2—Richards | 2.10 |
| 42-3—Richards | 1.80 |
| 42-4—Richards | 2.10 |
| 42-5—Richards | 3.15 |
| 42-6—Richards | 4.10 |
| 43—Richards | 1.35 |
| 248—Richards | 1.90 |
| **Round Track—** | |
| 5—Wilbern | 2.75 |
| 462-2—Richards | 1.90 |
| **Trolley Track—** | |
| 20—Richards | 3.40 |
| 20½ B—Richards | 4.50 |
| 24-2—Richards | 3.75 |
| 27½ B 1—Richards | 6.25 |
| 120—Richards | 8.50 |
| 150—Richards | 9.75 |

HANGERS, HOUSE DOOR—

| No. or Brand | Set. | No. or Brand. | Set. |
|---|---|---|---|
| 01—Johns | 8.35 | 15—Frisco | 6.50 |
| 1—Johns | 6.60 | 0105—Lanes | 4.85 |
| 5 S—Prouty | 4.85 | 0105 A—Lanes | 4.65 |
| 5 D—Prouty | 9.75 | 0105 NT—Lanes | 8.75 |
| 011—Richards | 2.75 | 105 A—Lanes | 9.45 |
| 11—Richards | 7.50 | 105—Lanes | 9.75 |
| 012—Richards | 3.75 | 105 NT—Lanes | 7.75 |
| 12—Richards | 13.50 | 140-1—Richards, pair. | 3.50 |
| 015—Frisco | 3.35 | | |

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.10; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.

Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.

Flooring—1 Plumb, $2.75; White, $3.00.

Broad—1 Plumb, $2.50; 2, $2.75; 3, $3.00; 4, $3.25; 5, $3.50; 6, $4.00.

Bench—(single or double bevel)—8 White, $2.75; 7, $2.85; 6, $3.00; 5, $3.10; 4, $3.50.

Claw—1 Plumb, $2.00; 2, $2.25; 3, $2.50.

Shingling—1 Plumb, $1.90; 2, $2.00; 3, $2.10.

Half—1 Plumb, $1.85; 2, $1.95.

Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75

HEADS—MOP—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 80c each; No. 015, $1.10; No. 018, $1.25; No. 020, $1.40.

HINGES AND BUTTS (Screws included)—

| Hinges— No. 900 Lt. Strap Hinges. | Pair |
|---|---|
| 3-inch | .20 |
| 4-inch | .25 |
| 5-inch | .25 |
| 6-inch | .30 |

| No. 904 Lt. Tee Hinges— | Pair |
|---|---|
| 3-inch | .20 |
| 4-inch | .25 |
| 5-inch | .25 |
| 6-inch | .30 |

| No. 935 Cor. Strap Hinges— | Pair |
|---|---|
| 4-inch | .25 |
| 5-inch | .35 |
| 6-inch | .45 |
| 8-inch | .60 |
| 10-inch | .85 |
| 12-inch | 1.35 |
| Double-acting, Surface, Comp. type— | |

| No. 937 Cor. Tee Hinges— | Pair |
|---|---|
| 4-inch | .40 |
| 5-inch | .50 |
| 6-inch | .60 |
| 8-inch | .85 |
| 10-inch | 1.25 |
| 12-inch | 1.65 |

| HINGES—FLOOR— | Set |
|---|---|
| Bommers, Jap | 2.50 |
| Copper, Brass | 2.75 |
| Sanded, N. P. | 3.00 |
| Ch'go., Copper, Brass | 4.50 |
| Sanded, N. P. | 5.25 |
| Copper, Brass (large) | 6.00 |
| Sanded, N. P. | 6.35 |
| Corbin, Jap | 2.75 |
| Copper, Brass | 2.75 |
| Sanded, N. P. | 3.00 |
| Katz, Copper, Brass | 3.75 |
| Brass, Sanded | 4.00 |
| Copper, Brass (large) | 5.50 |
| Brass, Sanded, N. P. | 6.75 |
| Copper, Brass (tile or concrete) | 5.25 |
| Brass, Sanded, N. P. | 6.50 |
| Rixon, 7 | 12.00 |
| 8 | 13.50 |
| 10 | 16.50 |
| 15 | 18.75 |
| 20 | 32.00 |
| 25 | 38.00 |
| 30 | 50.00 |
| 40 | 75.00 |
| Standard, R. EA, 450. | 7.00 |
| SHA, E, 450 | 8.50 |
| R, EA, 452 | 12.00 |

BUTTS—

| Butts—No. 838. | Pr. | Dz. Pr. |
|---|---|---|
| ¾-inch | .10 | .70 |
| 1-inch | .10 | .80 |
| 1¼-inch | .10 | .95 |
| 1½-inch | .10 | 1.10 |
| 1¾-inch | .10 | 1.10 |
| 2-inch | .15 | 1.15 |
| 2¼-inch | .15 | 1.35 |
| 2½-inch | .20 | 1.50 |
| 2¾-inch | .20 | 1.65 |
| 3-inch | .20 | 1.95 |
| 3½-inch | .25 | 2.25 |
| 5½x5½-inch. | ... | 1.25 |
| **No. 840** | | |
| 1½-inch | .15 | 1.35 |
| 1¾-inch | .15 | 1.60 |
| 2-inch | .15 | 1.65 |
| 2¼-inch | .20 | 1.75 |
| 2½-inch | .20 | 1.90 |
| 2¾-inch | .20 | 2.00 |
| 3-inch | .25 | 2.25 |
| **No. 733** | | |
| 2½x2½-inch | | .50 |
| 3x3-inch | | .55 |
| 3½x3½-inch | | .55 |
| 4x4-inch | | .70 |
| 4½x4½-inch | | 1.00 |
| 5x5-inch | | 1.20 |
| 5½x5½-inch | | 1.65 |
| 6x6-inch | | 2.10 |
| **No. 731½** | | |
| 2½x2½-inch | | .50 |
| 3x3-inch | | .50 |
| 3½x3½-inch | | .55 |
| 4x4-inch | | .65 |
| 4½x4½-inch | | .95 |
| 5x5-inch | | 1.15 |
| **No. 241 F&D2** | | |
| 2½x2½-inch | | .50 |
| 3x3-inch | | .55 |
| 3½x3½-inch | | .60 |
| 4x4-inch | | .75 |
| 4½x4½-inch | | 1.10 |
| 5x5-inch | | 1.85 |
| 5½x5½-inch | | 1.85 |
| 6x6-inch | | 2.80 |
| **No. 241 SF2** | | |
| 2½x2½-inch | | .60 |
| 3x3-inch | | .65 |
| 3½x3½-inch | | .65 |

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## RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

| | |
|---|---|
| 4x4-inch | .80 |
| 4½x4½-inch | 1.15 |
| 5x5-inch | 1.40 |
| 5½x5½-inch | 1.95 |

**No. 160 F&D2**

| | |
|---|---|
| 2½-inch | .55 |
| 3-inch | .70 |
| 3½-inch | .75 |
| 4-inch | .95 |
| 4½-inch | 1.25 |

**241 H&N**

| | |
|---|---|
| 2½x2½-inch | .65 |
| 3x3-inch | .70 |
| 3½x3½-inch | .75 |
| 4x4-inch | .85 |
| 4½x4½-inch | 1.15 |
| 5x5-inch | 1.75 |
| 5½x5½-inch | 2.00 |
| 6x6-inch | 2.50 |

**160 N**

| | |
|---|---|
| 2½-inch | .65 |
| 3-inch | .80 |
| 3½-inch | .85 |
| 4-inch | 1.05 |
| 4½-inch | 1.40 |

**160 SF2**

| | |
|---|---|
| 2½-inch | .65 |
| 3-inch | .75 |
| 3½-inch | .85 |
| 4-inch | 1.00 |

**165 F&D2**

| | |
|---|---|
| 1½-inch | .50 |
| 2-inch | .55 |
| 2½-inch | .60 |
| 3-inch | .75 |
| 3½-inch | .80 |
| 4-inch | 1.00 |
| 4½-inch | 1.35 |

**165 N&SF2**

| | |
|---|---|
| 1½-inch | .60 |
| 2-inch | .65 |
| 2½-inch | .70 |
| 3-inch | .80 |
| 3½-inch | .90 |
| 4-inch | 1.05 |

**295 F&D2**

| | Pr. | Dz. Pr. |
|---|---|---|
| 1½-inch | .35 | 2.75 |
| 2-inch | .35 | 3.00 |
| 2½-inch | .40 | 3.50 |
| 3-inch | .45 | 4.00 |

**295N**

| | Pr. | Dz. Pr. |
|---|---|---|
| 1½-inch | .45 | 3.60 |
| 2-inch | .45 | 4.00 |
| 2½-inch | .50 | 4.10 |
| 3-inch | .50 | 4.95 |

**289 F&D2**

| | Pr. | Dz. Pr. |
|---|---|---|
| 2x2-in | .35 | 3.15 |
| 2½x2-in | .40 | 3.80 |
| 2½x2½-in | .40 | 3.85 |
| 3x3-in | .50 | 4.85 |

**289N**

| | | |
|---|---|---|
| 2x2-inch | .45 | 4.50 |
| 2½x2-inch | .50 | 4.75 |
| 2½x2½-in | .50 | 4.85 |
| 3x3-in | .60 | 6.00 |

**295 SF2**

| | | |
|---|---|---|
| 1½-inch | .30 | 3.15 |
| 2-inch | .35 | 3.35 |
| 2½-inch | .40 | 3.75 |
| 3-inch | .45 | 4.25 |

**295H**

| | | |
|---|---|---|
| 1½-inch | 35 | 3.60 |
| 2-inch | .40 | 4.20 |
| 2½-inch | .45 | 4.50 |
| 3-inch | .50 | 5.40 |

**289 SF2**

| | | |
|---|---|---|
| 2x2-in | .40 | 3.25 |
| 2½x2-in | .45 | 3.35 |
| 2½x2½-in | .45 | 3.45 |
| 3x3-inch | .50 | 3.60 |

**289 H**

| | Pr. | Dz. Pr. |
|---|---|---|
| 2x2-in. | .45 | 4.80 |
| 2½x2-in | .50 | 5.40 |
| 2½x2½-in | .55 | 6.00 |
| 3x3-in | .60 | 7.20 |

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.

Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.

Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.

Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.

Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.

Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.

Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.

Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.

Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.

Ham Boilers—No. 8, $7.15 each; No. 9, $7.75.

Waffle Irons, regular style, $2.75.

| No. | 40, steel | .20 | .25 | .30 | .40 | .45 | .50 | .95 |
|---|---|---|---|---|---|---|---|---|

**HOOKS AND EYES—(Price per dozen)—**

| No. | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .60 | ... | .45 | ... |
| 1 | .50 | ... | .40 | ... |
| 2 | .45 | ... | .35 | ... |
| 3 | .40 | ... | .30 | ... |
| 4 or 104 | .30 | ... | .25 | ... |
| 5 or 105 | .25 | ... | .20 | .75 |
| 6 or 106 | .15 | .75 | .15 | .60 |
| 7 or 107 | .15 | .60 | .15 | .45 |
| 8 or 108 | .15 | .45 | .10 | .40 |
| 9 or 109 | .10 | .35 | .10 | .35 |
| 10 or 110 | .10 | .30 | .10 | .30 |
| 11 or 111 | .10 | .25 | .10 | .25 |
| 12 or 112 | .10 | .20 | .10 | .20 |
| 13 or 113 | .10 | .15 | .10 | .15 |
| 14 or 114 | .10 | .10 | .10 | .10 |

**Gate Hooks and Eyes—**

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel | .20 | .25 | .30 | .40 | .45 | .50 | .95 |
| No. 1040, brass | .75 | .90 | 1.10 | 1.50 | 1.75 | 2.00 | 3.50 |

Gross lots, 35% off list.

| Ceiling— | Ea. |
|---|---|
| 2½-inch cast iron | .45 |
| 2¾-inch cast iron | 1.50 |
| 2¾-inch, other finishes | 1.60 |
| Cast, coppered | .40 |
| Wire, coppered | .30 |
| Wire, Japanned | .30 |
| Wire, tinned | .35 |
| Wire, nickel plated | .45 |
| Wire, brass plated | .45 |
| **Coat and Hat—** | **Ea.** |
| Double, cast, heavy | .60 |
| Single, cast | .40 |
| Medium, cast | .90 |
| Heavy, cast | 1.25 |
| Cast, nickel plated | 1.25 |
| Cast, copper finish | .95 |
| Cast, brass finish | 1.00 |
| Cast bronze, all fin | 4.75 |
| Porcelain, solid | 2.00 |
| Wire, Japanned | .20 |
| Wire, tinned | .25 |
| Wire, nickel plated | .35 |
| Clothes Line— | Ea. |
| Malleable iron, Jap | .10 |
| Malleable iron, Galv | .15 |
| Grass— | Ea. |
| 14-in., 16-in., 18-in | .05 |
| Bronzed | .65 |
| 12-in. enameled, green | .60 |
| 12-in, enameled, black | .75 |
| Finest quality steel | .90 |
| Forged tool steel | .60 |
| Hammock— | Ea. |
| To screw | .15 |
| With plate | .15 |
| Hay Fork— | Ea. |
| ⅝-inch pl. wr'ght steel | .80 |
| ¾-inch pl. wr'ght steel | .45 |
| ¼-inch galvanized | .15 |
| ⅜-inch galvanized | .15 |
| 7-16-inch galvanized | .20 |
| ½-inch galvanized | .25 |

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled, in 50 foot lengths—5 ply, ½-in., 17c per foot; 5 ply, ¾-in., 21c; 6 ply, ½-in., 20c; 6 ply, ¾-in., 25c; 7 ply, ½-in., 25c; 7 ply, ¾-in., 31c; Tested, 5 ply, ½-in., 20c; Tested, 5 ply, ¾-in., 25c.

Reel, not coupled—Goodrich Ribbed, ½-in., 30c per foot; ¾-in., 40c; Second Quality, ½-in., 28c; ¾-in., 35c; Third Quality, ½-in., 22c; ¾-in., 26c.

IRON—Bars, Small Lots (Cutting Extra).

| | | |
|---|---|---|
| Common Bar | .06 lb. | Base |
| Angle Iron, ⅛-inch | .10 | |
| Angle Iron, 3-16-inch | .08 | |
| Angle Iron, ¼-inch and heavier | .07¾ | |
| Rd., sq. and sq. twisted— | | |
| ¼-inch and smaller | 7.50 | Base |
| 5-16 inch | 7.00 | |
| ⅜ to 2¾-inch | 6.50 | |
| 3-inch and larger | 7.50 | |
| Flats, all sizes | 6.50 | |

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single | 1.05 |
| 1⅝-inch—Block | .55 | 1¾-inch Double | 1.25 |
| 1¾-inch Single | .80 | 2-inch Double | 1.45 |
| 2-inch Single | .85 | 2⅛-inch Double | 1.55 |
| 2⅛-inch Single | .90 | 2⅜-inch Double | 1.65 |
| 2⅜-inch Single | 1.00 | 2⅝-inch Double | 1.70 |

IRONS—Sad. Common, 25c lb. Mrs. Potts—No. 50, $3.75 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

LACING—Belt—

| Rawhide, Cut | | | |
|---|---|---|---|
| Size ¼, per ft | .04 | 2, coil | .70 |
| Size 5-16, per ft | .04½ | 3, coil | .80 |
| Size ⅜, per ft | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft | .07½ | | |
| Size ⅝, per ft | .09 | **Hooks** | **Doz.** |
| Size ¾, per ft | .10½ | 10 | .05 |
| **Wire** | | 8, 9, 10 | .05 |
| 0 and 1, coil | .60 | 6, 7 | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

| Hot Blast Lanterns | | Same, Brass Fount and Top | 2.00 |
|---|---|---|---|
| Little Star Tin Lanterns | .90 | No. 2 Large Fount Blizzard Lanterns | 1.65 |
| Hy-Lo Tin Lanterns | .90 | Little Wizard Tin Lanterns | 1.10 |
| Victor Tin Lanterns | .95 | No. 2 Wizard Tin Lanterns | 1.45 |
| Monarch Tin Lanterns | .95 | Same, Brass Fount and Top | 2.00 |
| O. K. Tin Lanterns | .100 | No. 2 Large Fount Wizard Lanterns | 1.65 |
| No. 2 Royal Tin Lants. | 1.10 | Same, Brass Fount and Top | 2.10 |
| **Cold Blast Lanterns** | | **Dash and Wagon Lanterns** | |
| Junior Tin Lanterns | 1.00 | Buckeye Dash Lant'ns | 1.25 |
| Junior Brass Lanterns | 1.75 | | |
| Junior Brass Nickel-plated Lanterns | 2.00 | | |
| No. 2 Crescent Tin Lanterns | 1.35 | | |
| No. 2 Blizzard Tin Lanterns | 1.45 | | |

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## RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.25
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish .... 4.75
Same, Nickel-plated on Tin ..... 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 2.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ..$24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 17c lb.; Sheet (full), 25c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular hanlde, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 40c; 75 foot 20 gauge, 55c; 100 foot 20 gauge, 65c; 50 foot 18 gauge, 60c; 75 foot, 18 gauge, 75c; 100 foot 18 gauge, 90c.
Wire, Solid—100 foot, 9 gauge, 80c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ⅛-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.25; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—

| | Each. |
|---|---|
| Short Cutter, Standard, 5⅛ lbs | 1.75 |
| Long Cutter, Standard, 6 lbs | 1.75 |
| Pick, Standard, 6 lb | 1.75 |
| Handled, D E 3 | 1.00 |
| Handled, C E 3½ | 1.65 |
| Handled S Q 3½ | 1.25 |

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.25; 18-lb., $2.75; 20-lb., $3.00.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior .....42.00
Medium .....48.00
Senior .....65.00
Force Feed .....30.00

MOPS—Handled—

| Brown Duby | | O-Cedar | | Cotton | |
|---|---|---|---|---|---|
| 6 | 1.00 | 4 | 1.00 | 120 | .80 |
| 8 | 1.15 | 8 | 1.50 | 140 | .90 |
| 7BD | 1.25 | 10B | 1.25 | 180 | 1.00 |
| 9BD | 1.50 | 11B | 1.25 | 220 | 1.25 |

MOP STICKS—No. 2, 25c each: No. 7, 35c each; No. 13, 35c each; No. 70 or Janitor's, 75c each.

MOWERS—
Great American—
15-inch ..... 18.50
17-inch ..... 20.00
19-inch ..... 22.00
Common—
12-inch ..... 8.50
14-inch ..... 9.00
16-inch ..... 9.50
Pennsylvania—
14-inch .....17.00
16-inch .....19.00
17-inch .....26.00
19-inch .....29.00
21-inch .....32.50

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch, 20-gauge—List Roll, 12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch ..... 1.35
6-inch ..... 1.50
7-inch ..... 1.85
8-inch ..... 2.15
Nettleton's—
6-inch ..... 1.45
8-inch ..... 1.60
10-inch ..... 1.85
12-inch ..... 2.00
14-inch ..... 2.45
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Common, 5-inch..... 1.50
Common, 6-inch..... 1.75
Jeweler's, 3½-inch... 1.90
Jeweler's, 4½-inch... 2.10

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb; 5-16, 55c; ⅜, 45c; 7-16, 40c; ½, 30c; 9-16, 30c; ⅝, 25c; ¾, 25c; ⅞, 25c; 1, 25c.
Hot Pressed U. S. S. Square, Tapped—¼, 30c lb; 5-16, 30c; ⅜, 25c; 7-16, 20c; ½, 20c; ⅝, 20c; ¾, 15c; ⅞, 15c; 1, 15c.
Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 40c; ⅜, 50c; 7-16, 70c; ½, 80c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair, 45c; 2¼-in., per pair, 75c; 2½-in., per pair, 85c.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 15c each; 8-oz., can, 25c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.50
12 ..... 2.75
13 ..... 3.25
Cannon Pump—Tin—
1 ..... 1.50
2 ..... 1.75
2½ ..... 2.00
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .10
0 ..... .15
1 ..... .15
2 ..... .20
3 ..... .25
4 ..... .30
5 ..... .35
6 ..... .45

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .30 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. |
|---|---|
| 012 | 5.25 |
| 055 | 5.75 |
| 0200 | 5.25 |
| 450 | 5.50 |
| Perfection— | |
| 121 G | 6.25 |
| Pinney & Boyle— | |
| 13 | 3.25 |
| 17 | 4.00 |
| 550 | 5.50 |
| 700 | 5.50 |
| 750 | 6.50 |
| 755 | 6.75 |
| 17 G | 3.75 |
| 122 G | 7.50 |
| 33 | 3.50 |
| 37 | 4.15 |
| 37 G | 4.25 |

**PACKING**—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, $2.25; Steam or Water, Low Pressure, $1.25.

**PADS**—Sweat—No. 63 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

**PADLOCKS—Corbin—**

| No. | Each. |
|---|---|
| 958 | .35 |
| 2802¼ | .45 |
| 2822¼ | .65 |
| 2869 | 1.25 |
| 2879 | 2.10 |
| 2880 | 2.35 |
| 2881 | 3.00 |
| 2883 | 4.50 |
| Miller— | |
| 1 | 1.85 |
| 016 | .35 |
| 18 | .40 |
| 18 B | .40 |
| 19 | .40 |
| 21 | .50 |
| 75 | .55 |
| 76 | .85 |
| 78 | 1.00 |
| 96 | .55 |
| 96C | .75 |
| 121 | .55 |
| 5441 | 1.15 |
| Slaymaker— | |
| 1902 | .75 |
| 1908 | .60 |
| 9902 | .85 |
| 9902 N C | .75 |
| 21090 | 1.00 |
| Yale— | |
| 223 | 1.00 |
| 225 | 1.40 |
| 453 J | .45 |
| 453 X | .45 |
| 563 | 1.30 |
| 565 | 2.25 |
| 585 | 2.50 |
| 635 | 2.25 |
| 645 J | .80 |
| 803 | 2.50 |
| 805 | 2.50 |
| 805½ | 3.00 |
| 813 | 2.75 |
| 815 | 2.50 |
| 823 | 3.00 |
| 833 | 3.50 |
| 843 | 4.00 |
| 853 | 4.50 |
| 8454 | 3.50 |

**PAINT SUNDRIES—**

Alcohol—(Denatured)—
1 gallon ..... 2.10
5 gallon ..... 1.80

Alum—
Pwd, less than 100 lbs, lb. ..... .17

Benzine—
New cans, cased, gal .60
Old cans, uncsd, gal. .40

Coal Tar—
5-Gal. .....Gal. .50
1-Gal .....Gal. .65

Creosote—
Gal. ..... .85

Distillate—
Light, gal ..... .40

| Glue— | Lb. |
|---|---|
| No. 2 Gelatine.... | .50 |
| Chicago White ... | .50 |

Kalsomine, White—
Bbls, 280 lbs..... .08
Kegs, 100 lbs..... .09
4 25-lb. pkgs. bulk .09¼
25 lbs., bulk..... .09½
Less 25 lbs..... .11
100 lbs. 5-lb. pkgs .10
Less 100 lbs. pkgs .11

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 2.25
1's .....Gal. 2.50
½'s .....½-Gal. 1.35
¼'s .....Qt. .75
⅛'s .....Pt. .40

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

| Oil— | Gal. |
|---|---|
| Floor | .75 |
| Gloss | 1.50 |
| Lard, No. 1 | 1.80 |
| Lin-O-Oil | .90 |
| Neatsfoot No. 1 | 2.40 |
| Neutral | .60 |
| Paraffine | .70 |

Paint, Dry Colors—
Umber ..... .11
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .05
Yellow Ochre .... .05

Painters' Petroleum—
1-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white—
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½

| Putty, Bulk— | Lb. |
|---|---|
| 1-lb. Cans ..... | .15 |
| 2-lb. Cans ..... | .12½ |
| 3-lb. Cans ..... | .09½ |
| 5-lb. Cans ..... | .09 |
| 10-lb. Cans ..... | .08½ |
| 25-lb. Cans ..... | .08 |
| 85 lb. Cans..... | .06½ |

| Rosin— | |
|---|---|
| Lb. ..... | .14 |

| Tints, Kalsomine— | Lb. |
|---|---|
| Barrels, 280 lbs... | .09 |
| Kegs, 100 lbs..... | .10 |
| 100-lb. bulk ..... | .11 |
| 25-lb. bulk..... | .10½ |
| Less 25 lbs..... | .12 |
| 100 lbs. 5-lb. pkgs. | .09½ |
| Less 100 lbs. 5-lb. pkgs. ..... | .10 |

Turpentine—
5's .....Gal. 2.35
1's .....Gal. 2.50
½'s .....½-Gal. 1.35
¼'s .....Qt. .75
⅛'s .....Pt. .40

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

**PANS—Acme Frying—**

| | | | |
|---|---|---|---|
| No. 00, each..... | .20 | No. 4, each..... | .50 |
| No. 0, each..... | .30 | No. 5, each..... | .60 |
| No. 1, each..... | .35 | No. 6, each..... | .75 |
| No. 2, each..... | .40 | No. 7, each..... | .85 |
| No. 3, each..... | .45 | | |

**PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.**

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 3.75 | 2.50 |
| No. 1—1000 | 7.35 | 4.75 |
| No. 2—500 | 5.25 | 4.00 |
| No. 2—1000 | 10.25 | 2.50 |
| No. 3—500 | 7.00 | 5.50 |
| No. 3—1000 | 13.75 | 10.00 |

Red Resin—17-lb., $1.50; 20-lb., $1.75; 25-lb., $2.25; 30-lb., $2.75.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT**—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.

**INSULATING**—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

| ROOFING—(Per square)— | 1-Ply | 2-Ply. | 3-Ply. |
|---|---|---|---|
| Aztec Smooth | 3.25 | 3.75 | 4.25 |
| Aztec Sanded | 2.75 | 3.25 | 3.75 |
| Cronolite | 3.00 | 3.50 | 4.25 |
| Asbestos | 4.50 | 4.75 | 5.25 |
| Malthoid | 3.85 | 4.75 | 5.75 |
| Ruberoid | 3.85 | 4.00 | 5.75 |
| Pioneer—Flaxine | 3.25 | 3.75 | 4.25 |
| Pioneer—Sanded | 2.75 | 3.25 | 3.75 |
| Security Sanded | 1.85 | 2.15 | 2.60 |
| Standard | 2.50 | 3.25 | 3.75 |

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum ... | .80 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B & A..... | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec ..... | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite ..... | .80 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

**SHEATHING**—Red or gray—20-lb., $1.50 per roll; 25-lb., $1.85; 30-lb., $2.00.

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 | 3.40 | 4.75 | 2¾x4½ | 3.85 | 4.60 |
| 2¼x4½ | 3.65 | 4.85 | 2¾x5 | 4.00 | 4.65 |
| 2½x4½ | 3.75 | 5.00 | 2¾x5½ | 4.25 | 5.00 |
| 2½x5 | 3.85 | 5.00 | 3 x5 | 4.25 | 5.25 |
| 2½x5½ | 4.00 | 5.25 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.50 | 74 | 6.75 |
| 46 | 6.00 | 76 | 7.50 |
| 48 | 6.50 | 79 | 8.25 |
| 52 | 5.50 | 714 | 9.00 |
| 54 | 6.00 | 464 | 7.00 |
| 56 | 6.50 | 466 | 7.75 |
| 58 | 7.25 | 469 | 8.50 |
| 64 | 6.25 | 474 | 7.50 |
| 66 | 7.00 | 476 | 8.25 |
| 69 | 7.75 | 479 | 9.00 |
| 614 | 8.50 | | |

Percolator Tops, 10c each.

**PICKS**—Drifting, 3-lb. $1.85 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75
Contractors—8-9 lbs., $2.25.

**PINS**—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

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## RETAIL SELLING PRICES—Continued.

PIPE—

| | Standard Black Cut Length Pr. Ft. | Standard Black Full Length Pr. 100 | Galvanized Cut Length Pr. Ft. | Galvanized Full Length Pr. 100 | Cutting and Threading Cuts Each | Threads Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .06 | 5.25 | .08 | 7.75 | .03½ | .072 |
| ¼-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ⅜-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ½-inch | .09 | 7.50 | .11 | 10.00 | .03½ | .072 |
| ¾-inch | .11 | 9.75 | .14 | 12.50 | .03½ | .072 |
| 1 -inch | .16 | 14.20 | .20 | 18.75 | .03½ | .072 |
| 1¼-inch | .22 | 19.20 | .27 | 25.20 | .04¾ | .09½ |
| 1½-inch | .27 | 23.00 | .35 | 30.00 | .06 | .12 |
| 2 -inch | .35 | 30.80 | .45 | 40.40 | .08½ | .16¾ |

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, Full Joints—3-inch, 40c joint; 4-inch 40c; 5-inch, 40c; 6-inch, 45c; 7-inch, 45c; 8-inch, Japan, 40c; 4-inch, Japan, 45c; 5-inch, Japan, 45c; 8-inch, Galvanized, 40c; 4-inch, Galvanized, 45c; 5-inch, Galvanized, 55c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 25c.
Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price, each.

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Caps | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Couplings | .10 | .15 | .10 | .15 | .10 | .15 | .15 | .20 |
| Crosses | .15 | .20 | .15 | .20 | .25 | .40 | .35 | .55 |
| Elbows, 90 degree | .10 | .15 | .10 | .15 | .10 | .15 | .10 | .15 |
| Elbows, 45 degree | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Elbows, Reducing | .15 | .20 | .15 | .20 | .15 | .20 | .20 | .30 |
| Elbows, Street | .10 | .15 | .10 | .15 | .15 | .20 | .25 | .35 |
| Floor Flanges | .20 | .40 | .20 | .40 | .25 | .50 | .25 | .50 |
| Lock Nuts | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| *Reducers | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Return Bends Close | .20 | .30 | .20 | .30 | .25 | .35 | .30 | .45 |
| Tees | .15 | .20 | .15 | .20 | .15 | .25 | .15 | .25 |
| Unions | .25 | .35 | .25 | .35 | .25 | .40 | .30 | .45 |

| | 1 Blk. | 1 Gal. | 1¼ Blk. | 1¼ Gal. | 1½ Blk. | 1½ Gal. | 2 Blk. | 2 Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .15 | .10 | .20 | .15 | .25 | .20 | .40 |
| Caps | .20 | .25 | .25 | .40 | .30 | .45 | .45 | .75 |
| Couplings | .20 | .30 | .25 | .40 | .30 | .50 | .45 | .60 |
| Crosses | .55 | .85 | .60 | 1.00 | .75 | 1.35 | 1.20 | 2.10 |
| Elbows, 90 degree | .20 | .30 | .30 | .45 | .35 | .60 | .60 | 1.00 |
| Elbows, 45 degree | .25 | .40 | .50 | .75 | .55 | .80 | .80 | 1.20 |
| Elbows, Reducing | .25 | .35 | .35 | .60 | .45 | .70 | .80 | 1.30 |
| Elbows, Street | .25 | .40 | .35 | .60 | .40 | .70 | .80 | 1.30 |
| Floor Flanges | .30 | .55 | .35 | .70 | .40 | .85 | .60 | 1.25 |
| Lock Nuts | .15 | .25 | .25 | .35 | .25 | .35 | .30 | .55 |
| Plugs | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| *Reducers | .25 | .35 | .25 | .45 | .30 | .50 | .55 | .90 |
| Return Bends Close | .55 | .85 | .75 | 1.25 | .95 | 1.50 | 1.35 | 2.40 |
| Tees | .20 | .35 | .35 | .60 | .50 | .80 | .80 | 1.40 |
| Unions | .40 | .55 | .50 | .80 | .65 | 1.00 | .85 | 1.30 |

NIPPLES—

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 4-inch Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 5-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| 6-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| Close | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| Long | .10 | .15 | .15 | .25 | .20 | .30 | .30 | .45 |
| 4-inch Long | .10 | .15 | .15 | .20 | .20 | .35 | .25 | .45 |
| 6-inch Long | .12 | .25 | .20 | .30 | .20 | .35 | .25 | .45 |
| 6-inch Long | .15 | .25 | .20 | .35 | .25 | .45 | .35 | .50 |

FITTINGS—From 2½ to 4-inch—Black only.

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Bushings | .30 | .40 | .55 | .70 |
| Caps | .65 | .95 | 1.15 | 1.60 |
| Couplings | .60 | .90 | 1.20 | 1.50 |
| Crosses | 1.90 | 3.15 | 3.45 | 6.00 |
| Elbows, 90 degree | 1.05 | 1.60 | 2.10 | 3.40 |
| Elbows, 45 degree | 1.10 | 1.50 | 2.10 | 3.00 |
| Plugs | .25 | .35 | .50 | .55 |
| *Reducers | .85 | 1.25 | .... | 2.10 |
| Tees | 1.25 | 1.95 | 2.50 | 3.95 |
| Unions | 1.75 | 2.35 | 4.10 | 4.90 |

NIPPLES—

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Close | .35 | .40 | .60 | .75 |
| 5-inch Long | .50 | .60 | .90 | 1.00 |
| 6-inch Long | .60 | .70 | .90 | 1.00 |
| 8-inch Long | .80 | 1.00 | .... | 1.40 |
| 10-inch Long | .75 | 1.20 | .... | 1.70 |

*Reducers 1-inch and larger reducing to ⅛-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16. 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, 4.15; 18, $4.00; 19, 4.15.
Block, Stanley—No. 60, $3.65 each; 60½, $3.35; 61, $3.25; 65, $4.25; 100, 80c; 101, 65c; 102, $1.25; 103, $1.65; 110, $1.65; 120, $2.35; 130, $2.40; 131, $3.85; 203, $2.00; 220, $2.40.
Iron, Bailey—No. 2, $5.35 each; 3, $5.60; 4, $6.15; 4½, $7.00; 5, $7.00; 5½, $8.00; 6, $9.10; 7, $10.50, 8, $12.50; 2C, $5.75; 3C, $6.00; 4C, $6.65; 4½C, 7.65; 5C, $7.65; 5½C, $8.60; 6C, $9.75; 7C, $11.25; 8C, $13.25.
Iron, Stanley—No. 602, $6.15 each; 603, $6.65; 604, $7.25; 604½, $8.40; 605, $8.40; 605½, $9.00; 606, $10.50; 607, $12.00; 608, $14.25; 602C, $5.50; 603C, $7.00; 604C, $7.75; 604½C, $9.00; 605C, $9.00; 605½C, $9.75; 606C, $11.50; 607C, $13.00; 608C, $15.75.
All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $4.00 each; 23, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.
Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75; 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $2.75. No. 201 or 312, 5-inch, $3.00; 6, $3.25; 7, $3.50; 8, $4.25; 9, $5.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.
Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 13, $4.25; 25, $5.25; 80, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 80 | .85 |
| 5-inch | .75 | No. 81 | .95 |
| 6-inch | .85 | | |

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.
POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00
Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.75.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.50; 01, Black Eagle, 45c; 95 Black Eagle, $1.75; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 20c; 1, Rising Sun, 15.

POTS—Fire.

| Gasoline, C & L. | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22 75 | 10 Quart | 1.75 |
| 21 | 19.25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22 75 | Tin— | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.25 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $3.75; 2, $4.25; 3, $4.80; 4, $5.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RAIL (HOUSE DOOR)—Prouty—
No. 5 ..... foot, $ .18

**Richards-Wilcox**

| | | | |
|---|---|---|---|
| 9 | foot, $ .15 | 16, 019 | foot, $ .45 |
| 132, 0132 | .60 | 150 | .18 |

RASPS—Flat Wood, 8-inch, 70c; 10-inch, 95c; 12-inch, $1.25; 14-inch, $1.65; 16-inch, $2.25. Half Round Wood, 8-inch, 75c; 10-inch, $1.00; 12-inch, $1.35; 14-inch $1.80; 16-inch, $2.35. Half Round Cabinet, 8-inch, 95c; 10-inch, $1.25; 12-inch, $1.65; 14-inch, $2.10; 16-inch, $2.65. Horse, Hellers Plain, 12-inch, 55c; 14-inch, 75c; 16-inch, $1.00. Horse, Hellers Flanged, 14-inch, $1.00; 16-inch, $1.35.

**RAZORS (SAFETY)—**

| No. | | No. | |
|---|---|---|---|
| **Eveready** | | | |
| 700, each | $1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 3.00 | | |
| **Gem** | | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| **Enders** | | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| **Durham Domino** | | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| **Gillette** | | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B Blades, pkg. | .50 |
| 12 X B Blades, pkg | 1.00 | | |
| **Auto Strop** | | | |
| 1, set | 5.00 | 2541, set | 5.00 |
| 15, set | 6.00 | 600 B Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REGISTERS—

REVOLVERS—

| Colts, Model | Each. | | Each. |
|---|---|---|---|
| Police Positive | 34.00 | 304 B | 17.25 |
| Police Positive Special | 35.50 | 323 B | 17.00 |
| Police Positive Target | 36.00 | 324 | 17.00 |
| Army Special | 38.00 | 324 B | 17.25 |
| New Service | 39.00 | 343, 353 | 17.75 |
| Single Action | 36.75 | 343 B, 353 B | 18.00 |
| **Harrington & Richardson** | | 344, 354 | 18.00 |
| 203, 223 | 11.50 | 344 B, 354 B | 18.50 |
| 203 B, 223 B | 12.00 | 364 B | 19.25 |
| 204, 224 | 12.00 | 365 B | 19.50 |
| 204 B, 224 B | 12.50 | | |
| 263, 273 | 12.50 | **Smith & Wesson—** | |
| 263 B, 273 B | 12.75 | | |
| 264, 274 | 12.75 | 1905 Military, Police | 34.50 |
| 264 B, 274 B | 13.00 | Regulation Police | 32.50 |
| **Iver Johnson—** | | 1903 Hand Ejector | 30.50 |
| 300, 303, 323 | 16.50 | 38 S. & W. Perfected | 30.50 |
| 300 B, 303 B | 16.75 | 1908 Military | 35.00 |
| 304 | 16.75 | 1911 Target | 35.00 |
| | | New Departure 38 | 30.50 |

RIFLES—No. and Model—

| Daisy Air— | Each | | |
|---|---|---|---|
| 25 | 5.25 | **Marlin—** | |
| 40 | 5.25 | 20 TD—Octagon Brl. | 18.50 |
| 3 | 8.00 | 27 TD—Round Brl. | 21.80 |
| 30 | 2.85 | TD—Octagon Barrel | 24.55 |
| 11 | 2.35 | 29 TD—Round Brl. | 15.60 |
| 12 | 2.00 | 1897 TD—Round Brl. | 22.75 |
| **King Air—** | | TD—Octagon Barrel | 24.80 |
| 4 | 2.25 | **Remington—** | |
| 5 | 2.65 | 4 TD—Octagon Brl. | 15.00 |
| 21 | 1.35 | 6 TD—Round Brl. | 10.00 |
| 22 | 1.50 | 8 A TD Round Brl. | 81.25 |
| | | 12 TD—Round Brl. | 19.40 |
| | | TD—Octagon Brl. | 27.50 |
| | | 14 A TD—Standard | 56.00 |
| | | TD—Carbine | 56.00 |
| | | 16 A TD—Standard | 42.50 |
| | | **Savage—** | |
| | | 1899 250-3000 | 61.50 |
| | | 1899 TD, Feath'wt | 56.50 |
| | | 1899 SF | 46.00 |
| | | 1904 TD, Single shot | 9.75 |
| | | 1914 TD, Hammerless | 28.50 |
| | | **Stevens—** | |
| | | Little Scout | 5.75 |
| | | Crack Shot | 7.25 |
| | | Marksman | 9.50 |
| | | Favorite | 11.00 |
| | | 70 TD, .22 | 17.25 |
| | | 1919, .22 | 23.50 |
| | | **Winchester—** | |
| | | 1886 SF—Round Brl. | 48.00 |
| | | TD—Round Brl | 56.75 |
| | | 1890 TD—Oct. Fancy | 57.50 |
| | | TD—Oct. Plain. | 30.00 |
| | | 1892 SF—Round Brl. | 37.50 |
| | | SF—Oct. Brl. | 33.50 |
| | | TD—Oct. Brl. | 45.75 |
| | | SF—Carbine | 32.00 |
| | | 1894 SF—Round Brl. | 35.00 |
| | | SF—Oct. Brl. | 42.00 |
| | | SF—Carbine | 35.50 |
| | | TD—Oct. Brl. | 54.50 |
| | | 1895 SF | 47.00 |
| | | 1895—Govt. Model | 50.50 |
| | | 1895 TD | 59.25 |
| | | 1902 TD—.22 | 10.00 |
| | | 1903 TD—Plain | 42.50 |
| | | TD—Fancy | 69.00 |
| | | 1904—TD—.22 | 10.00 |
| | | 1906 TD | 27.50 |
| | | 1907 TD | 58.00 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.

| Copper—With Burrs— | | | | | |
|---|---|---|---|---|---|
| Size. | ½ Lbs. | Lbs. | Size. | ½-Lbs. | Lbs. |
| 7—St'r Lgths | .50 | .75 | 7—Asst | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .50 | .85 |
| 10 " | .50 | .85 | 10 " | .50 | .90 |
| 12 " | .50 | .90 | 12 " | .50 | .95 |

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 80c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.10; ¼ to 5-16, $1.10 lb.; ⅜ to ¾, $1.10; ⅞ to 1, $1.15.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.
Aluminoid, Zig Zag—4 ft., $1.75; 5 ft., $2.00; 6 ft., $2.25.

SAWS—One Man—Cross-cut—

| | Disston | Chinook | Chinook |
|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 | .... |
| 3½ ft. | 4.60 | 6 ft. | 8.65 | 12.80 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 | 14.40 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 | 16.00 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 | 17.60 |

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

| 12 Disston or 69 Atkins. | | No. 7 Disston | |
|---|---|---|---|
| 20 inch | 4.15 | 18 inch | 2.50 |
| 22 inch | 4.65 | 20 inch | 2.65 |
| 24 inch | 5.00 | 22 inch | 2.85 |
| 26 inch | 5.25 | 24 inch | 3.10 |
| 28 inch | 5.75 | 26 inch | 3.20 |
| 30 inch | 6.00 | 28 inch | 3.75 |
| **D8 Disston, or 51 Atkins** | | **No. 120 Disston** | |
| 18 inch | 3.00 | 26 inch | 5.75 |
| 20 inch | 3.25 | 28 inch | 6.00 |
| 22 inch | 3.65 | **No. 112 Disston—** | |
| 24 inch | 3.85 | 26 inch | 4.15 |
| 26 inch | 4.00 | 28 inch | 4.50 |
| 28 inch | 4.65 | **D100 or D20 Disston—** | |
| 30 inch | 5.00 | 26 inch | 4.00 |
| | | 28 inch | 4.40 |

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

| Back | | Compass No. 2 | |
|---|---|---|---|
| 12-inch | 2.50 | 12-inch | .85 |
| 14-inch | 2.85 | 14-inch | .90 |
| 16-inch | 3.25 | 16-inch | .95 |
| 22 inch | 4.00 | **Kitchen No. 2** | |
| 24 inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| **Butcher No. 10** | | **Mitre** | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

Neat, Complete
No. 3..... 2.50

Pruning
No. 50 California, 12 in. 1.85

Buck—
Com Sgl Brace V tooth..... 1.50
Com Dbbl Brace Tuttle tooth..... 2.50
Com Dbl Brace V tooth..... 2.25
No. 150 Special..... 1.75

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

**SAW CLAMPS**—No. 3, $2.00; 0, $1.85. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

**SAW SETS—**

201 G. & P..... 1.05
Spec. Morrill ..... 2.00
105 Morrill ..... .60
1 Morrill ..... 1.60
10 ..... 1.10
77 ..... .95

X Cut—
Morrill No. 3..... 1.35
Baker No. 3..... 2.35
Colonial ..... 1.35
7 Taintor ..... 1.75
28 Triumph ..... 1.65
Hammer ..... .85
Lever ..... .25

**SAW TOOLS—**

Clipper Outfit ..... .80
Morin Raker Gauge—
No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50
Atkins Raker Swage.. .40
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns .70
Morin No. 3..... 4.00

Morin No. 2½..... 4.60
Morin No. 3..... 2.00
Setting Tool Disston—
No. 100..... .80
No. 4 Setting Blocks—
No. 4 Blocks, Morin.. 2.00
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex ..... 1.00
Atkins, Excelsior..... .85

**SCALES**—Family, testing without scoop, $3.50; with scoop, $4.25; Peddlers', glass sash, $4.50; glass sash with chains, $4.75; brass dial, $5.00; brass dial with chains, $5.25. Spring Balance, No. 50, 30c each; 51, 55c; family, $5.75; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.85; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 578, $1.85; 578¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—No. 2, $2.40 each; 3, $2.50; 4, $2.60; 5, $2.75; 6, $2.85; 7, $2.90; 8, $3.00; 9, $3.10; 10, $3.25.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.10; 24x33, $1.25; 24x37, $1.35; 30x37, $1.65.

**SCREWS—Cap and Set—**

Machine—Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .30 | .35 | .40 | .45 | ... |
| 4 | .35 | .40 | .45 | .50 | .60 |
| 6 | .45 | .50 | .55 | .60 | .75 |
| 8 | .65 | .75 | .85 | .90 | 1.10 |
| 10 | .90 | 1.05 | 1.20 | 1.40 | 1.70 |
| 12 | 1.20 | 1.40 | 1.55 | 1.70 | 2.00 |
| 14 | 1.50 | 1.75 | 2.00 | 2.30 | 2.75 |
| 16 | 2.40 | 2.65 | 2.90 | 3.15 | 3.65 |
| 18 | 3.00 | 3.40 | 3.70 | 4.00 | 4.75 |
| 20 | 3.80 | 4.15 | 4.55 | 5.00 | 5.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in |
|---|---|---|---|---|
| 4 | .75 | .90 | 1.15 | 1.40 |
| 6 | 1.00 | 1.25 | 1.55 | 1.90 |
| 8 | 1.35 | 1.55 | 1.90 | 2.25 |
| 10 | 2.00 | 2.20 | 2.50 | 2.85 |
| 12 | 2.35 | 2.70 | 3.10 | 3.50 |
| 14 | 3.10 | 3.45 | 3.85 | 4.25 |
| 16 | 4.00 | 4.55 | 5.15 | 5.75 |
| 18 | 5.20 | 5.70 | 6.35 | 7.10 |
| 20 | 6.60 | 7.45 | 8.25 | 9.00 |

Iron, Flat or Round Head—

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .30 | .35 | .40 | .45 |
| 8 | .35 | .40 | .40 | .45 | .55 |
| 10 | .55 | .55 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .80 |
| 14 | .75 | .75 | .80 | .85 | 1.00 |
| 16 | ... | .95 | 1.00 | 1.05 | 1.20 |
| 18 | ... | ... | 1.35 | 1.45 | 1.60 |
| 20 | ... | ... | ... | 1.75 | 1.95 |

| Size | 1¼-in. | 1½-in. | 1¾-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .55 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.05 | 1.20 | 1.35 |
| 12 | .95 | 1.15 | 1.30 | 1.45 |
| 14 | 1.15 | 1.35 | 1.50 | 1.75 |
| 16 | 1.40 | 1.70 | 2.00 | 2.35 |
| 18 | 1.95 | 2.25 | 2.55 | 2.90 |
| 20 | 2.25 | 2.55 | 2.90 | 3.20 |

Cap Screws—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.25 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.30 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ½ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown

Brass, Flat or Round Head—

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## RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 3.35 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.80 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

Flat Head, Bright—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .35 | .35 | ... | ... | ... | ... | ... |
| 3 | .35 | .35 | .35 | .35 | .35 | .35 | .40 |
| 4 | .35 | .35 | .35 | .35 | .40 | .40 | .45 |
| 5 | ... | .35 | .35 | .35 | .40 | .45 | .45 |
| 6 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 7 | ... | .40 | .40 | .45 | .45 | .50 | .50 |
| 8 | ... | .45 | .45 | .45 | .50 | .50 | .55 |
| 9 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 10 | ... | ... | .55 | .55 | .55 | .60 | .60 |
| 11 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 12 | ... | ... | .60 | .60 | .65 | .70 | .70 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .80 |
| 14 | ... | ... | ... | .65 | .75 | .80 | .85 |
| 15 | ... | ... | ... | ... | .85 | .85 | 1.00 |
| 16 | ... | ... | ... | ... | .90 | 1.00 | 1.25 |
| 17 | ... | ... | ... | ... | ... | ... | 1.35 |
| 18 | ... | ... | ... | ... | ... | ... | 1.40 |
| 20 | ... | ... | ... | ... | ... | ... | 1.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .55 | .65 | .75 | .80 | .95 | ... |
| 6 | .55 | .60 | .70 | .75 | .80 | 1.00 | 1.50 |
| 7 | .55 | .60 | .75 | .80 | .85 | 1.05 | 1.50 |
| 8 | .60 | .65 | .75 | .80 | .90 | 1.10 | 1.55 |
| 9 | .60 | .70 | .80 | .85 | .95 | 1.15 | 1.55 |
| 10 | .65 | .70 | .80 | .90 | 1.00 | 1.20 | 1.60 |
| 11 | .70 | .75 | .85 | .95 | 1.05 | 1.25 | 1.60 |
| 12 | .80 | .85 | .90 | 1.00 | 1.10 | 1.30 | 1.65 |
| 13 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.35 | 1.70 |
| 14 | .95 | 1.00 | 1.15 | 1.25 | 1.35 | 1.45 | 1.75 |
| 15 | 1.10 | 1.20 | 1.30 | 1.40 | 1.55 | 1.65 | 1.90 |
| 16 | 1.25 | 1.40 | 1.45 | 1.55 | 1.75 | 1.85 | 2.10 |
| 17 | 1.40 | 1.60 | 1.75 | 1.85 | 1.95 | 2.10 | 2.40 |
| 18 | 1.65 | 1.90 | 2.00 | 2.10 | 2.30 | 2.35 | 2.75 |
| 20 | 2.00 | 2.15 | 2.25 | 2.40 | 2.65 | 2.90 | 3.25 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

**SAFETY SET—(Bristo)—**
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

| | ¼, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1¼ | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.50 | .45 | 3.00 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.75 | .50 | 3.30 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.75 | .50 | 3.30 | .70 | 4.60 | .... | .... | .... | .... |
| 2½ | .50 | 3.00 | .55 | 3.60 | .75 | 5.00 | 1.10 | 7.30 | .... | .... |
| 3 | .50 | 3.20 | .60 | 3.95 | .80 | 5.45 | 1.20 | 7.85 | 1.65 | 11.15 |
| 3½ | .50 | 3.40 | .65 | 4.20 | .85 | 5.85 | 1.25 | 8.45 | 1.80 | 12.00 |
| 4 | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.10 |
| 4½ | .60 | 3.85 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.55 | 2.05 | 13.50 |
| 5 | .60 | 4.10 | .75 | 5.10 | 1.05 | 7.00 | 1.50 | 10.10 | 2.15 | 14.30 |
| 5½ | .65 | 4.30 | .80 | 5.40 | 1.15 | 7.50 | 1.60 | 10.70 | 2.25 | 15.10 |
| 6 | .70 | 4.50 | .85 | 5.65 | 1.20 | 7.85 | 1.70 | 11.25 | 2.35 | 15.85 |
| 6½ | ... | ... | .90 | 5.95 | 1.25 | 8.25 | 1.75 | 11.75 | 2.50 | 16.65 |
| 7 | ... | ... | .95 | 6.20 | 1.30 | 8.65 | 1.85 | 12.40 | 2.60 | 17.45 |
| 7½ | ... | ... | 1.00 | 6.55 | 1.35 | 9.05 | 1.95 | 12.95 | 2.75 | 18.25 |
| 8 | ... | ... | 1.05 | 6.85 | 1.45 | 9.50 | 2.05 | 13.50 | 2.85 | 19.00 |
| 9 | ... | ... | ... | ... | 1.55 | 10.25 | 2.20 | 14.65 | 3.10 | 20.60 |
| 10 | ... | ... | ... | ... | 1.65 | 11.10 | 2.35 | 15.75 | 3.30 | 22.10 |
| 12 | ... | ... | ... | ... | ... | .... | 2.70 | 18.00 | 3.75 | 25.30 |

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, $1; 6, $1.15; 8, $1.35; 10, $1.65; 12, $1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00, 31, $4.00; 35, $2.25; 60, $1.00; 130, $3.75.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—

| Bush— No. | Each. | Grass— No. | Each. |
|---|---|---|---|
| 400 | 2.50 | 200 | 2.50 |
| 450 | 2.35 | 250 | 2.35 |
| Weed— | | 100 | 2.50 |
| 300 | 2.50 | 150 | 2.35 |
| 350 | 2.35 | | |

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $6.25. Galv., 26, $9.50; 28, $8.50. Rockface Siding, $9.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 13c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 15c full sheet.

SHIELDS—Expansion—Sebco—Per hundred list.

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

SHINGLES—Tin, 5x7, $2.50; 7x10, $4.00.

SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.

SHOVELS—D Handle, Round Point, No. 102, $2.50 each; 201 $2.35; 401, $2.00; 1003, $2.25; 1004, $2.35; 1005, $2.50.
D Handle, Square Point—No. 104, $2.50 each; 203, $2.35; 307, $3.00; 403, $2.00; 404B, $2.00; 1009, $2.65; 1010, $2.50; 1111, $2.25; 1112, $2.35.
Long Handle, Round Point—200, $2.35; 300, $2.50; 400, $1.90; 400A, $2.15; 700, $2.50; 701, $2.50; 800, $2.50; 801, $2.65; 1000, $2.25; 1001, $2.35; 1002, $2.50.
Long Handle, Square Point—No. 103, $2.50 each; 202, $2.35; 304, $2.50; 402, $2.00; 702, $2.50; 1006, $2.25; 1007, $2.35; 1008, $2.50.

| SLEDS—Hand and Coaster— Flexible Flyer— | | Jr. Racer | 4.25 |
|---|---|---|---|
| No. 1 | 3.00 | Racer | 5.00 |
| No. 2 | 3.50 | Tux. Racer | 7.50 |
| No. 3 | 4.50 | Fire Fly— | |
| No. 4 | 5.50 | No. 9 | 1.75 |
| No. 5 | 7.50 | No. 10 | 2.25 |
| No. 6 | 15.00 | No. 11 | 2.75 |
| | | No. 13 | 3.25 |

SMOOTH-ON—65c lb.

SOLDER—⅛ and ¼, 65c lb.; No. 1, 90-100, 65c; Wiping, 40-60, 55c; Wire, 50-50, 65c; Electrical Wire, 40-60, 55c.

SPORTING GOODS—

| | Each | | |
|---|---|---|---|
| Official Baseballs | 2.50 | Handballs | .35 |
| Second Grade Baseb'ls | 2.00 | Boxing Gloves, 8-oz. | 13.50 |
| Playground B. B., Out or Plain Seam— | | Striking Bags | 9.00 |
| 14-inch | 3.00 | Championship Tennis Balls | .55 |
| 12-inch | 2.75 | Best Grade Rackets, Sutton | 12.00 |
| Baseball Bats, league | 1.75 | Cotton Gym Shirts | .75 |
| Baseball Masks, | 10.00 | White Running Pants | 1.00 |
| Chest Protectors | 8.50 | Bike Jockey Strap | .75 |
| Official— | | Rubber Soled Tennis Gym Shoes | 1.95 |
| Rugby Footballs | 10.00 | Rubber Soled Tennis or Gym High | 2.25 |
| Soccer Footballs | 12.00 | Basketball Shoes | 5.00 |
| Basketballs | 15.00 | | |
| Volley Balls | 8.00 | | |

SPRAYERS—Myers' Bucket Pump, 8 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 10c; 9-32, 10c; 11-32, 10c; 13-32, 10c; ⅜, 15c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch, 20c each; 10-inch, 25c; 11-inch, 30c; 12-inch, 40c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 55c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—3-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

**STAPLES**—Fence Wire—Polished, 8c lb.; galvanized, 9c
Poultry Wire—¾-inch, 15c lb.

**STARRETTS TOOLS**—Add to Catalogue—

| | |
|---|---|
| Micrometers, 50% | |
| Thickness Gauges, 50% | End Meas. Rods, 50% |
| Gr. Flat Stock, 50% | Caliper Gauges, 50% |
| Handy Equiv. Table, 50% | Micrometer Cases, 50% |

Balance of Book (not itemized) add to list 40%.

**STEEL**—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

**STONES**—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

**STOP AND WASTE**—
Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle.
½-inch, $1.25; ⅝-inch, $1.75.
No. 30 High Grade Cap Pattern T or Lever Handle—
½-inch, $1.50; ⅝-inch, $2.00.
Glauber or Muellers—
½-inch, $1.75; ⅝-inch, $2.25.
Compression—
½-inch, $2.25; ⅝-inch, $2.50.

**STRIP**—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt. ½-inch, 5c ft.; ¾-inch, 7c ft.

**SUPPORTS**—Wagon Tongue—

| Lindquist's— | | Haggard Spiral— | |
|---|---|---|---|
| 1 | 2.00 | 0 | 1.35 |
| 2 | 2.50 | 1 | 1.75 |
| 3 | 3.25 | 2 | 1.90 |
| | | 3 | 2.15 |

**SWEEPERS CARPET**—Bissel's American Queen, $7.50; Club, $13.00; Elite, $8.25; Gold Medal, $7.00; Grand Rapids (Nic), $7.00; Grand Rapids (Jap), $6.25; Grand (Jap), $8.00; Parlor Queen, $7.75; Princess, $7.25; Prize, $7.00; Universal (Nic), $6.75; Universal (Jap), $6.00.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

**TACKS**—Bills Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire ¼-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

438 Cut, or 488 Wire ⅛-lb. papers. No. 3, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—324. No. 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—304 Cut, ¼-lb. papers. No. 1½, 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued ⅛-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

**TAPES—MEASURING—(Lufkin)—(Starrett)—**

| Asses' Skin | | Pocket | |
|---|---|---|---|
| No. | Each | 143 | .95 |
| 710 | .85 | 145 | 1.10 |
| 713 | 1.25 | 165 | .25 |
| 715 | 1.75 | 3143 | .60 |
| 716 | 2.00 | 3175 | .50 |
| 730 | .90 | **Steel** | |
| 733 | 1.45 | 240 | 6.00 |
| 735 | 1.80 | 243 | 7.00 |
| 736 | 2.25 | 245 | 9.25 |
| **Linen** | | 246 | 12.00 |
| 1030 | 1.40 | 260 | 6.25 |
| 1033 | 2.25 | 263 | 7.50 |
| 1035 | 2.90 | 265 | 9.75 |
| 1036 | 3.35 | 266 | 12.75 |
| **Metallic** | | 550 | 5.50 |
| 500 L | 4.00 | 553 | 7.00 |
| 503 L | 6.00 | 555 | 9.25 |
| 505 L | 7.50 | 556 | 12.00 |
| 506 L | 9.00 | **Surveyors'** | |
| | | 276 D | 14.75 |
| | | 5100 | 11.00 |

**STEEL TAPES**—

| | | | |
|---|---|---|---|
| 100 | 5.50 | 200 D | 6.00 |
| 103 | 8.25 | 203 | 9.75 |
| 105 | 12.00 | 203 D | 9.25 |
| 106 | 14.25 | 205 | 14.25 |
| 200 | 6.00 | 205 D | 18.50 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

**TAPE**—Friction—⅛ lb., 45c; 2 oz., 15c; 1 oz., 10c.

**TENTS**—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.30 | 16x18 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.35 | A or Wedge— | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.35 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.35 | 10.85 | 12.25 |
| 7x16 | 9.85 | 12.50 | 14.10 |

**THIMBLES**—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

**TIN**—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¼x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

**TOGGLE BOLTS**—Sebco No. 1—Per hundred list.

| | —Diameter— | | |
|---|---|---|---|
| Length | ⅛-in. | 3-16-in. | ¼-in. |
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.30 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sebco No. 5—With either round or flat head machine screws—

| | —Diameter— | | |
|---|---|---|---|
| Length | ⅛-in. | 3-16-in. | ¼-in. |
| 3-inch | 2.63 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

**TORCHES**—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $11.00; 38, $11.75; 31, $12.50; 32, $13.00; 48, $15.00; 62, $17.00; 112, $11.75.

**TRAPS**—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.

Mole—Reddick, $1.25 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.

Rat—Sure Catch, 15c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.25.

**TROLLEY**—Richards—Per Set—

| No. | 3-ft. | 3½-ft. | 4-ft. | 4½-ft. | 5-ft. | 5½-ft. |
|---|---|---|---|---|---|---|
| 016 | 5.25 | 5.50 | 5.75 | 6.00 | 6.25 | 6.50 |
| 16 | .... | .... | .... | .... | 9.50 | 9.75 |
| 019 | 4.75 | 5.00 | 5.26 | 5.50 | 5.75 | 6.00 |
| 19 | .... | .... | .... | .... | 8.50 | 8.75 |
| 0132 | 5.25 | 5.60 | 6.00 | 6.40 | 6.75 | 7.25 |
| 132 | .... | .... | .... | .... | 9.50 | 9.75 |

| No. | 6-ft. | 6½-ft. | 7-ft. | 8-ft. | 10-ft. |
|---|---|---|---|---|---|
| 016 | 6.75 | .... | .... | .... | .... |
| 16 | 10.00 | 10.25 | 10.50 | 11.50 | 13.50 |
| 019 | 6.25 | .... | .... | .... | .... |
| 19 | 9.00 | 9.25 | 9.50 | 10.50 | 11.00 |
| 0132 | 7.50 | .... | .... | .... | .... |
| 132 | 10.00 | 10.50 | 11.00 | 12.00 | 13.00 |

135—1, $3.00 each; 135—2, $4.50; 137—1, $2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 8.00 |
| 9 | 8.50 |
| 28 A | 3.40 |
| 29 A | 3.65 |
| 128 B | 3.75 |
| 129 B | 4.00 |
| 229 B | 4.10 |

**Wash Bowls**

| | |
|---|---|
| 07 | .20 |
| 08 | .25 |
| 7 | .35 |
| 8 | .45 |

**Covered Buckets**

| | |
|---|---|
| 11 | .15 |
| 12 | .25 |
| 13 | .30 |
| 14 | .35 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .65 |
| 2 | .75 |
| 3 | .90 |
| 04 | 1.10 |
| 30 | .75 |
| 40 | .85 |
| 600 | 1.45 |
| 675 | 1.65 |

**Milk Cans**

| | |
|---|---|
| 1 | .35 |
| 3 | .60 |
| 4 | .75 |
| 01 | .35 |
| 03 | .60 |
| 04 | .75 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 7.50 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 31 | .50 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .20 |
| 13 | .25 |
| 14 | .30 |
| 15 | .40 |

**Cups**

| | |
|---|---|
| 09 | .15 |
| 010 | .20 |
| 23 | .25 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .15 |

**Cutters**

| | |
|---|---|
| All sizes | .10 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .25 |
| 03 | .35 |
| 4 | .20 |
| 9 | .35 |
| 10 | .30 |
| 32 | .25 |
| 34 | .30 |
| 35 | .35 |
| 42 | .40 |
| 203 | .60 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .15 |
| 30 | .20 |
| 35 | .25 |
| 120 | .20 |
| 125 | .25 |
| 130 | .30 |
| 220 | .65 |
| 225 | .75 |
| 230 | 1.00 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .45 |
| 02 | .50 |
| 027 | .55 |
| 029 | .75 |
| 047 | 2.00 |
| 049 | 3.00 |
| 067 | 2.25 |
| 069 | 3.00 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .40 |
| 200 | .55 |
| 240 | .75 |
| 280 | .95 |
| 320 | 1.15 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.35 |
| 4 Melon | 1.85 |
| 08 Jelly | .15 |
| 15 Jelly | .30 |
| 61 Cake | .40 |
| 62 Cake | .50 |

**Dairy Pails**

| | |
|---|---|
| 10 | .80 |
| 12 | .85 |
| 14 | .90 |
| 40 | .85 |
| 60 | .35 |
| 80 | .40 |
| 100 | .40 |
| 104 | 1.15 |
| 105 | 1.50 |
| 120 | .50 |
| 124 | 1.25 |
| 125 | 1.50 |
| 140 | .60 |
| 144 | 1.35 |
| 512 | 2.00 |
| 514 | 2.10 |

**Bread Pans**

| | |
|---|---|
| 01 | .30 |
| 08 | .35 |
| 15 | .30 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 130 | .55 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .30 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.35 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 30 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 300 | .15 |
| 301 | .20 |
| 302 | .30 |
| 304 | .40 |
| 306 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .25 |
| 8 | .30 |
| 9 | .35 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .30 |
| 2 | .40 |
| 4 | .50 |
| 6 | .80 |

**Tea Pots**

| | |
|---|---|
| 240 | .35 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .30 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 3 | .20 |
| 10 | .40 |
| 20 | .50 |
| 33 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 123 | .65 |

TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25. Flax—18 BB, 80c lb.; 24 BB, 80c; 18 BC, 90c; 24 BC, 90c; 36 BC, 90c; 1018 Bc, 90c; 1024 Bc, 90c; 1036 Bc, 90c; 30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

**Standard Globe and Angle Valves—**

| | |
|---|---|
| ⅛ | .80 |
| ¼ | .85 |
| ⅜ | .90 |
| ½ | 1.10 |
| ¾ | 1.40 |
| 1 | 2.00 |
| 1¼ | 2.80 |
| 1½ | 3.85 |
| 2 | 5.85 |

**Standard Gate Valves—**

| | |
|---|---|
| ⅛ | 1.60 |
| ¼ | 1.70 |
| ½ | 1.85 |
| ¾ | 2.25 |
| 1 | 3.10 |
| 1¼ | 4.10 |
| 1½ | 5.50 |
| 2 | 8.00 |

WAGONS—Boys'—

**American**

| No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5.00 |

**Samson**

| | |
|---|---|
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

**Wagners—**

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 13.00 |

**Coaster—Star—**

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

**Mars-Wells—**

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

WASHERS—Cast Iron—Size ½ to ¾, 11c lb.; ⅞ to 2, 12c lb.; Angles, all sizes, 12c lb. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.

Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WATCHES—Ingersoll—

| Brand. | Each. | | |
|---|---|---|---|
| Yankee | 1.35 | Junior-Gun | 2.75 |
| Radiolite-Nic | 2.25 | Eclipse-Nic | 2.00 |
| Triumph | 1.50 | Eclipse-Gun | 2.00 |
| Junior-Nic | 2.75 | Midget-Nic | 2.75 |
| | | Midget-Gun | 2.75 |

Dana or Eagle, 5, $3.50; 10, $4.00; 20, $4.75. White's, 3, $3.00; 00, $5.00; 8, $4.00.

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb. 20c; Oregon-Atha, 16c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 22c.

WHEELBARROWS—Brick—No. 10 B, $15.25 each; 20, $15.00..

Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.

Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.

Steel Tray and Frame—No. AX, $14.50 each; 4, $17.00; 5, $19.00; 10, $25.00.

WIRE—

| Per 100 lbs. | Plain Fence. Black. | Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganito Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.

Stove Pipe Wire, 50-ft. coils, 15c each.

WIRE CLOTH—See Cloth.

WOODENWARE—

| Spoons | | Trays, Chopping | |
|---|---|---|---|
| 13-inch | .15 | 0—10x18 ins. | .75 |
| 15-inch | .15 | 3—11x22 inch | 1.25 |

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 25c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $4.75. Dana or Eagle, 5, $3.25; 10, $3.75; 20, $4.50. White's, 3, $4.00; 00, $5.25; 8, $5.25.

| | Agr. | Coes | Crescent | Stillson Trimo | Barcalo N. |
|---|---|---|---|---|---|
| 6-inch | .90 | 1.65 | 1.10 | 1.65 | 1.25 |
| 8-inch | 1.05 | 2.00 | 1.35 | 1.85 | 1.50 |
| 10-inch | 1.25 | 2.35 | 1.65 | 2.10 | 1.80 |
| 12-inch | 1.65 | 3.60 | 2.50 | .... | 2.75 |
| 15-inch | 2.25 | 4.15 | 3.75 | .... | 4.10 |
| 18-inch | .... | 5.35 | 4.60 | 4.10 | 5.25 |
| 21-inch | .... | 6.50 | .... | .... | .... |

ZINC—Full sheets, 30c lb.; less than sheets, 35c lb.

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Germak & Payne have purchased the stock of the Williamson Hardware Company at Kennebec, South Dakota.

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One of the promising new hardware institutions of the Northwest is the Christiansen Hardware Company at Nampa, Idaho.

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The Hay Hardware Co. at Lexington, Kentucky, has met with such demands for goods that it has found it necessary to increase their stock to $40,000.

---

One of the up-to-date hardware stores in Oklahoma is the Norman Hardware Company at Frederick. The particular feature of this institution is its modern store equipment.

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Roy and Ray Thomas, of Canon City, Colorado, owners of the Thomas Hardware Company, have purchased the Mansfield business and plan to operate both stores from now on.

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The Midland Hardware Company, at Billings, Montana, has taken over the retail stock of the Ryniker-Winter Hardware Company. The Rvniker Hardware Company will be conducted on a strictly wholesale basis.

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Marshall-Wells, Ltd., of Canada have established Provincial headquarters at Vancouver, British Columbia.. J. T. Elson, the new manager, states that the company will ship extensively from that port to Australia, New Zealand and the Orient.

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The Steubenville Hardware & Supply Company at Steubenville, Ohio, is forging ahead by leaps and bounds. This is an institution which handles both wholesale and retail business, and has increased its capital stock from $175,000 to $300,000 recently.


# They Sell Themselves

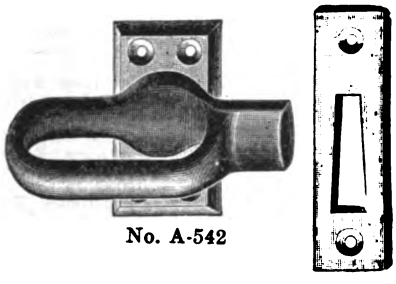
That 's why we want you to send for this beautiful display case of Golden Rule Novelty Knives made by **the World's Largest Manufacturers** of




**Souvenir Pocket Knives, Photo Handled Razors and Cutlery Specialties.** This case is sent **Free** with your first order. It has a high-grade finish, with a bevel plate glass top and is in reality a fixture of improvement for your store. It stages your goods so that every customer will see your line without a single word from you. Just the thing for you live dealers. Write today for the biggest, handsomest catalog of souvenir and novelty cutlery ever published. You take no risks when you deal with the original, old established and reliable

**GOLDEN RULE CUTLERY CO.**
**212 N. Sheldon St., Dept. 116, Chicago**

# Specials This Month



No. A-542

**CASEMENT FASTENERS**
Three Sizes—Nos. 541, 542, 543

**CASEMENT ADJUSTERS**
Slotted and Rod Designs

**FRONT DOOR HANDLES**
No. 822—Newport Jr. Design

All Staples—Universally Popular

With the co-operation of our friends in placing quantity stock orders, we will make a special run of these items in July. How many shall we add to the list for you?

Send for Special Price List No. 14

**WESTERN BRASS MFG. CO.**
**217-219 Tehama Street, San Francisco, California**




ATTRACTIVE PROPOSITION
TO JOBBERS AND DEALERS
Send for Samples and Discounts

VOGT. MFG. CORPORATION
*Weavers for more than Forty Years*
ROCHESTER NEW YORK


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# BUSINESS OPPORTUNITIES

**FOR SALE**

125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.

**SALESMAN WANTED**

By large retail store with first class trade and good location, young man with thorough knowledge of hardware and kitchen ware. Must be live, energetic, courteous and neat appearing. First class references required. State salary expected and experience. Address G. H. C., care HARDWARE WORLD.

**FOR SALE**

**A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run $25,000 to $30,000; did over $80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes $7,000 gents' furnishing and dry goods, $6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care HARDWARE WORLD.**

**WANTED**

**By wholesale hardware company operating in Inter-Mountain region, an experienced traveling salesman. One who is familiar with general hardware lines. In answering state experience, sales record, age, etc. Drawing account and percentage of profits to right man. Address H. P. S., care HARDWARE WORLD.**

**HARDWARE BUSINESS FOR SALE**

Stock of Hardware in best factory suburb of Indianapolis, Ind. Stock extra well selected, and in store strictly up to date; publishes monthly store magazine, which is mailed to 1000 of its customers. Office is completely equipped with addressograph, dictaphone, adding machine, stamp affixing machine, and all other modern equipment. Stock invoices $10,000 and fixtures, including new Vim truck, $3,000. Volume of business last year was $31,000. Been established over 16 years. For particulars, address XXX, care HARDWARE WORLD.

**UNUSUAL OPPORTUNITY**

First-class hardware man with about $5,000.00 capital can purchase half interest in a hardware store and be actively employed in its management. Store now being operated in connection with a lumber yard, but to be incorporated and run in a separate building by itself. Splendid location in a growing community in one of the best sections in Southern California. Address C. L. B. W., care HARDWARE WORLD.

**GOOD FACTORY REPRESENTATION**

Former Western Manager of ten-million dollar eastern corporation, having charge of sales in Montana, Wyoming, Idaho, Utah, Nevada, Colorado and New Mexico, selling direct to the retail hardware and furniture trade, has opened a manufacturers' sales agency office at Denver, and desires to secure a high grade nationally known line applying to the above class of trade for states mentioned or additional territory. Jay R. Wells, Room 123 Boston Bldg., Denver, Colo.

**FOR SALE**

A first class, clean hardware stock for sale in one of the best towns in North Dakota, situated on the main line of the N. P. R. R. Population 1500; good schools and churches. Stock of $10,000.00; store in the heart of the city; fire-proof building. A money maker for a live wire. Address N. D., care HARDWARE WORLD.

**FOR SALE OR EXCHANGE**

**We have for sale or exchange the following:**

**1 New Era Gas Engine, No. 1078 15 H. P. 20-inch Crescent Jointer.**
**1 36-inch J. A. Fay & Egen Band Saw**
**1 L. G. McKnight 24-inch Sander**
**1 Pony Planer, 24-in. 1 Boring Machine.**

**Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware automobile or truck. Address Steubenville Hardware & Supply Co., Steubenville, Ohio.**

## PISTON RING SALESMEN

The best piston ring manufacturers want the best salesmen; salary and commission. Good men can make $300 per month and more. Give full particulars in first letter; unless you are absolutely all right in every way don't apply. Address Z. A. W., care HARDWARE WORLD.

**SALESMAN WANTED**

Hardware salesman for central California point with population of 1500. Address C. G. F., care HARDWARE WORLD.

**WANTED**

Hardware Road Salesman. Must be thoroughly experienced, capable and ready to do hard work. Do not apply if you do not have these qualifications. Address W. R. R., care HARDWARE WORLD.

**SALESMAN WANTED**

High grade salesman calling on wholesale and large retail trade in Oregon and Washington to sell several leading factory lines, on commission. Socket Wrenches, Electric Lamps, Blow Torches, Towel Bars, Metallic Gas Tubing, Automobile Tubes, etc. Good opportunity for the right man. Add. H. G. E., care HARDWARE WORLD.

**POSITION WANTED**

**As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.**

**WANTED**

**Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.**

**FOR SALE**

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**WANTED TO BUY**

**A Hardware or Hardware and Implement Store in Idaho, Oregon or Washington. Want a store that invoices $10,000 to $12,000, complete with fixtures. Will pay cash. Write full particulars. Address W. I. care HARDWARE WORLD.**

**FOR SALE**

Hardware, Electrical and Sporting Goods store. Established 38 years in one of the busiest growing sections of San Francisco. Owner wishes to retire. Bargain for cash buyer. Address Box 2744, care HARDWARE WORLD.

**EXECUTIVE WANTED**

An established wholesale heavy hardware company, located in a Western State, wants a man with either office or traveling experience in the line. Must be willing to cooperate with the other two members of the firm actively interested. The business is excellently located in a proven field. The opening requires a man ready to enter business for himself and A1 associates. The position requires and justifies an investment. Address M. F. G., care Hardware World.

**FOR SALE**

**Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about $30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.**

**WANTED**

**Two sheet metal workers wanted in open shop. $8.00 per day, steady work. Furnish references. Address The Newman & Stuart Co., 2254 Washington St., Ogden, Utah.**

**FOR SALE**

Good, clean stock of Hardware, Implements and Plumbing goods. Invoice about $6,500.00 Excellent farming and fruit country to draw from. Center of prune district. This is a good going business, stock was turned over 4 times last year. Add. Riddle Hdw. Company, Riddle, Ore.

**FOR SALE**

Good paying Hardware Business in one of the best towns in the Snake River valley in southern Idaho. Store and fixtures will invoice $40,000.00 Did over $85,000 business last year. Reason of selling on account of poor health. Address W. M., care HARDWARE WORLD.

**FOR SALE**

Surplus stock of Monarch, Malleable, Peoria, Lexington, Coles Stoves and Ranges. If interested, write for special prices. Address Roanoke Hardware Co., Roanoke, Illinois.

**WANTED**

An energetic retail hardware clerk of two or three years' experience. Must have good habits. Applicant will please state salary expected, give age, reference and experience. Good working hours, fine climate. Address L. S. D., care Box T, Vallejo, Cal.

**TRADE RHYMES $1.00**

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

**FOR SALE**

Good hardware business, 53 miles from Los Angeles in center of good fruit and farming district. Stock and fixtures run about $6,500. Address L. C., care of HARDWARE WORLD.

**WANTED**

To buy good second hand hardware shelving and cases. Must be a bargain. Add. Western Lumber Co., Hugoton, Kan.

**EXECUTIVE POSITION WANTED**

"High caliber" Hardware Executive wants position as Manager, Buyer or Department Head, or assistant to any of the above. Eighteen years experience. Thirty-four years of age; married. Address V. W., 523 North 48th St., Seattle, Wash.

**TRADE OR SELL**

Have fifteen acres, including apples, peaches, pears and small fruits; six room house, electric lights, city water and telephone. Greenhouse, packing and storage houses, garage, cow barn and corral. All modern conveniences of city home. Ten blocks to accredited grade school, railroad station and postoffice, on well sprinkled road. Will trade this property for Hardware Stock of equal value, or sell for cash. Books show $2600.00 profit and have done no manual labor myself, hiring it all done. An ideal place for someone wanting to retire; perfect climate. Write to F. C. Paist, 430 Symes Bldg., Denver, Colorado.

**MANAGER WILL INVEST**

A married man, age 37, possessing executive ability, a pleasing personality and keen business judgment, with 17 years practical and successful experience as hardware and implement salesman and manager, is desirous of purchasing stock and assuming management or taking an active part in an established business in California. At present located in the San Joaquin Valley. Wish to invest $4,000.00 to $5,000.00. Reference required and given. Address Manager, care HARDWARE WORLD.

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Exhibit "E"

# BLACK & DECKER

No. 46
ELECTRIC COMPRESSOR

EVIDENCE

This unit electric air compressor is rated CONSERVATIVELY as delivering six cubic feet of free air per minute. It has been developed especially for pneumatic truck tire inflation, and pumps to 200 pounds pressure.

The 2 H.P. Motor, gearing and compressor are mounted in one housing, and all bearings, gearing and compressor piston and cylinder are grease-lubricated, eliminating the necessity of maintaining an oil level and frequent refilling of oil cups.

Motor, bearings and compressor are air-cooled by the patented Black & Decker method. There is no water to evaporate in summer and freeze in winter, and no water tank with attendant piping and complications.

Complete enclosure obtained by Black & Decker unit construction affords protection from abuse, excludes foreign material from moving parts, and maintains correct alignment. No exposed gearing or belting.




The No. 46 Electric Compressor inflated the Goodyear 44x10 truck tire shown in this illustration from flat to 140 pounds pressure in 6.3 minutes, which was the average time during thirty consecutive inflations. This test was made by the Development Department, Highway Transportation Division of the Goodyear Tire & Rubber Co., Akron, Ohio, who are interested in seeing that the best possible service is accorded Goodyear owners.

In tests of our own we have run these No. 46 Electric Compressors for twenty-four hours continuously against 150 pounds pressure without overheating or any appreciable loss of efficiency or noticeable wear.

We can supply this same machine with a capacity of 12 cubic feet of free air per minute for low pressure work, such as paint spraying, operation of pneumatic tools, etc.

THE BLACK & DECKER MFG. CO.
TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.
Portable Electric Drills Electric Valve Grinders Electric Air Compressors
BRANCH OFFICES:
New York, N.Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
Detroit, Mich. Cleveland, Ohio Buffalo, N.Y. Boston, Mass.


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# THE BUFFUM TOOL CO.

**LOUISIANA, MO.**

## High Grade Tools 卐 for High Grade Workmen

TO MR. BUYER:

## NEW GOODS

| | LIST EACH |
|---|---|
| No. 208-C "Special" Chisel and Punch Set (8 tools) | $3.50 |
| No. 394 "Special" Chisel and Punch Set (12 tools) | 3.50 |
| No. 285-C "Reliable" Chisel Set (8 tools) | 2.50 |
| No. 313 "Special" Auto Punch Set (7 tools) | 3.00 |
| No. 313½ "Reliable" Auto Punch Set (7 tools) | 2.75 |

**Furnished with a Canvas Roll**




**No. 285-C**
**Warranted Chisels—Oil Finish Body, Polished Ends, Spread Points**

## AJAX AUTO TOOL KIT

**in a Canvas Roll, Consisting of**

1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool .....
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel

**LIST PRICE $4.50**

**Write for Discount and Sample Tool Sets**

PROMPT SHIPMENTS PROMISED

卐

**C. W. GAUSE CO., Western Sales Agents**
**693 Mission Street, San Francisco, Cal.**

卐

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# Converse Tires

## *More Miles—Less Skid*




ANYTHING that builds up a dealer's profits, increases sales or encourages him, is a boost to our chances of success.

## *That's Why*

We put ourselves in the dealer's place and worked out a broad and wholesome merchandising policy.

One plank in our platform is a unique adjustment of consumer price to Dealer Profit. It is a refreshing Merchandising Policy—and it **Works.**

Write for the nine other planks in our merchandising platform and learn about

### DIVIDENDS FOR DEALERS

*A Story with a Wallop*

You can **insure** dealer profits by getting acquainted with the Converse Company, a thoroughly-comfortable-house-to-do-business-with.

## CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

*Service Branches:—*

300 Amsterdam Ave., New York
618 W. Jackson Blvd., Chicago
801 Boylston St., Bos

*Exclusive Distributors:—*

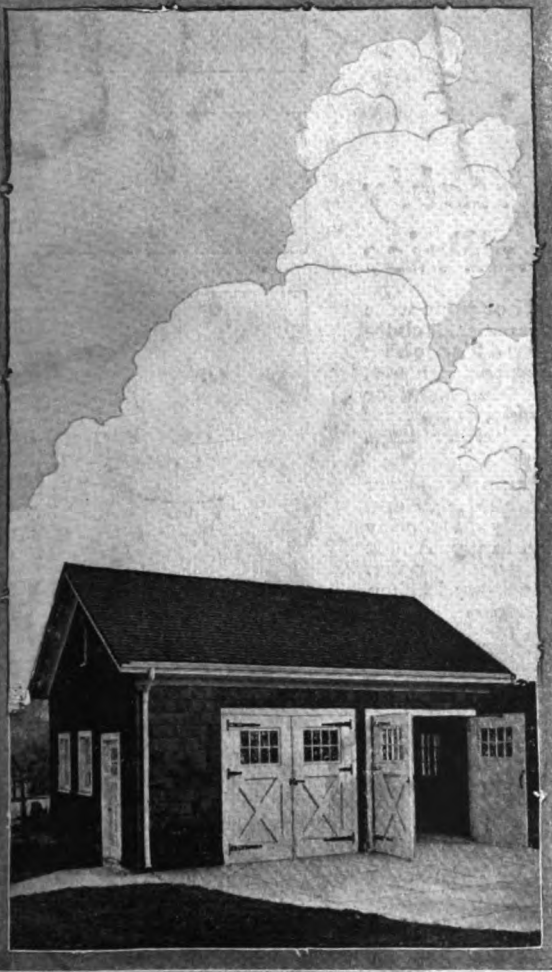
The Potter Hoy Hardware Co. Bellefonte, Pa.
Nash Hardware Co. Fort Worth, Texas
F. P. May Hardware Co. Washington, D. C.
Sloss & Britain, 77 Beale Street. San Francisco, Cal.
Stauffer, Eshleman & Co. New Orleans, La.
Failing, McCalman Co. Portland, Ore.
McGowin-Lyons Hardware & Supply Co. Mobile, Ala.
Stowe-Shaw Rubber Co. 1319 S. Figueroa St. Los Angeles, C
Charles A. Shaeffer, 7 West 19th St. Kansas City, M

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# Hardware World

PLUMBING AND HEATING

AUGUST 1920

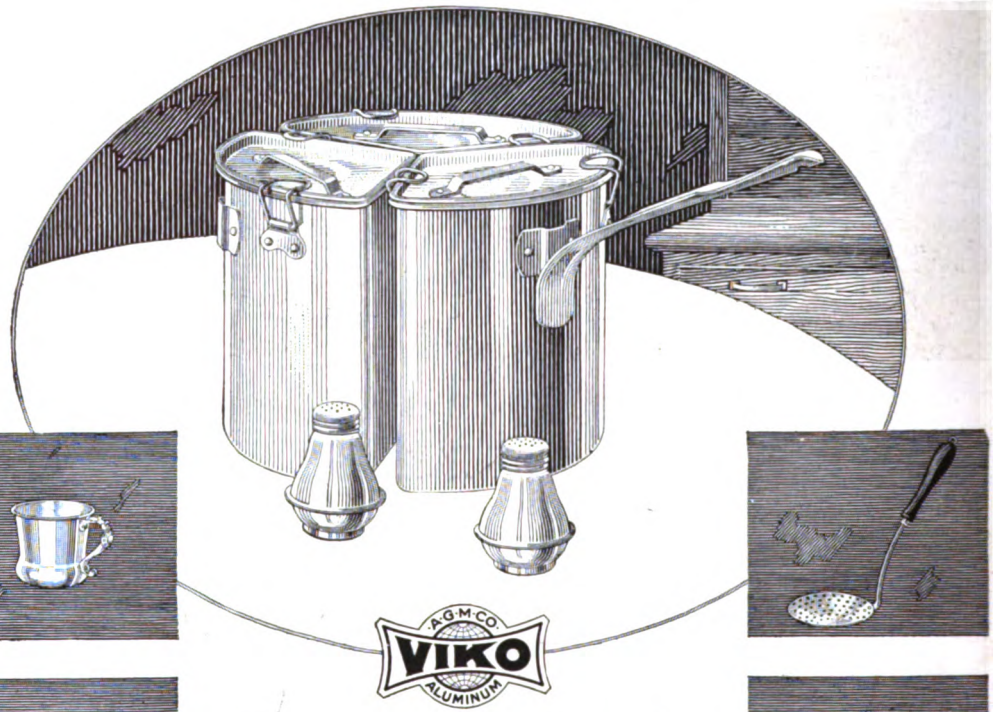
HARDWARE
specially designed for
GARAGES

TRADE S.W. MARK

THE STANLEY WORKS

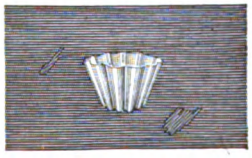
NEW YORK NEW BRITAIN, CONN. CHICAGO

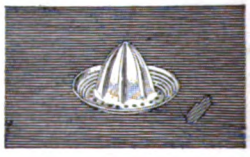

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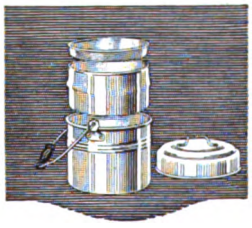














# *Retails Profitably at a Popular Price*

Probably a forked stick and hot stone were the first cooking utensils ever used. As civilization advanced, man improved his cooking devices. Now, in this twentieth century, aluminum is accepted as the ideal metal for kitchen utensils. It is durable, takes heat readily, holds it long, and neither chips nor cracks.

VIKO, The Popular Aluminum, is a better aluminum ware. Of improved design and sturdy construction, it not only sells readily but gives perfect satisfaction in use. And it can retail profitably at a popular price. There's a VIKO utensil for every kitchen need. For dealer's proposition—

*Ask Your Jobber*

**Aluminum Goods Manufacturing Company**
General Offices: Manitowoc, Wisconsin, U. S. A.
*Makers of Everything in Aluminum*

# VIKO
## The Popular Aluminum

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# WHITLOCK Guaranteed CORDAGE




Copyright, 1919. by Whitlock Cordage Company

## "The Utmost in Rope Value"

**Excels in Yardage, Durability and Strength**

**Guaranteed Superior to Government Standards**

## WHITLOCK CORDAGE COMPANY

**46 South Street, New York**

**Chicago Office, 1303 Chamber of Commerce**

**KANSAS CITY BRANCH, 339 Railway Exchange Building**


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Hardware World

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Volume XV AUGUST :: 1920 Number 8

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Boatmen's Bank Building St. Louis, Mo.

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# DISSTON
# "KLEEN-SPARK"




Dirty Spark Plugs, due to carbon deposit from combustion of oil and gas, certainly are a great source of annoyance. They result in frequent misfiring and consequent loss of power.

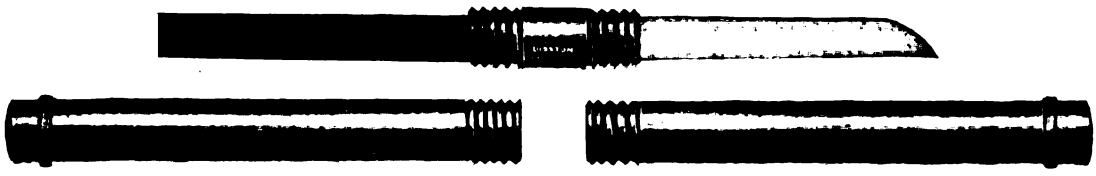
Disston, realizing the need of a compact, complete, efficient tool for the purpose of cleaning spark plugs, has invented an instrument called "Kleen Spark." It is a double tool in one piece, one end a magneto file and the other end a knife blade. Handle covers fit over either end. The tool assembled is not much larger than a pencil.

After the plugs have been soaked in kerosene or gasoline, scrape the carbon from inside the porcelain with the knife blade. Clean and sharpen up the pitted points with the file, then reset, using the thickness of file as a gauge for the proper distance between contact points, to get the best results from the spark.

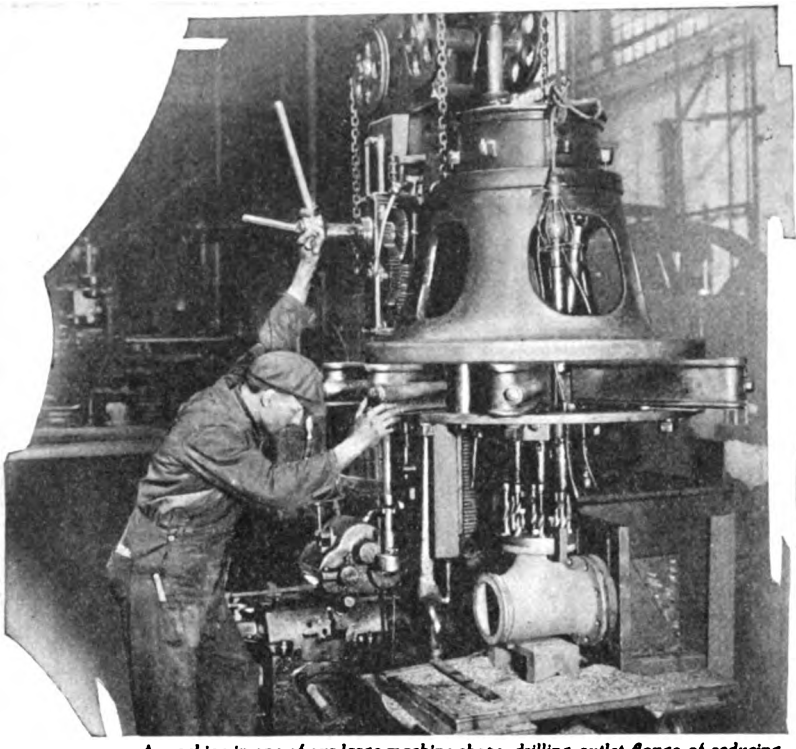
The end of the knife is beveled like a chisel for cleaning gummy, oiled surfaces of delicate mechanism.

Automobilists, motor-cyclists, motor launch devotees, aviators, farmers for their tractors, engineers and mechanics, in fact anyone working around an engine that has a spark plug, will find that this tool fills a long-felt want.

**HENRY DISSTON & SONS, INC.**
**General Offices: Philadelphia, U. S. A.**



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*A machine in one of our large machine shops, drilling outlet flange of reducing long turn tee—on an 8 spindle multiple drill*




# When You Sell Pipe Fittings—

Put yourself in the place of the man with the wrench.

Poor fittings on the job mean extra work for him.

Poor fittings after the job is done mean that he has a dissatisfied customer. Often the installation has to be done over. The kick goes through this man who did the job straight back to the man who sold the fittings. You know this from experience.

Why take the unnecessary chance? You can sell Grinnell perfect fittings and save all concerned time, trouble and money.

## *Why Grinnell Fittings are Better*

We started to make fittings for our own sprinkler work, because we had to. Our work required better fittings than we could buy. We decided if we could make fittings that came up to Grinnell Automatic Sprinkler requirements, that we would put them on the market. Here's the rest of the story in a nutshell—Grinnell fittings made good for us and they have gone on making good wherever they have been installed.

Every blank and every finished piece is rigidly inspected. We sell from the same stock that we use ourselves. Grinnell fittings are insurance of universal satisfaction.

In normal times we always carry a big stock of "G" fittings and National Pipe. We cut and thread to sketch, and we shall be glad to show you what Grinnell service means.

**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**

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# Remington UMC

# Wins Olympic Ammunition Test

## *Breaking All Previous Records at 600 Yards*

IN the United States Government test at Sea Girt, N. J., May 18 and 19, 1920, to determine the ammunition to be used by the American Rifle Team at the Olympic Games at Antwerp, Belgium, this summer, Remington .30 caliber Springfield 180 grain Palma Match ammunition won over all competitors **with the finest record ever made** in an official test at 600 yards. This is the same Ammunition used in winning the Wimbledon Cup Match at 1000 yards last year at the National Matches at Caldwell, N. J.







| | Mean Radius in Inches. |
|---|---|
| Remington 180 grain Palma | 3.41 |
| Frankford Arsenal No. 1, 170 gr. Olym. | 3.66 |
| Remington Palma (different powder) | 4.10 |
| Competitor "A," 170 grain | 4.35 |
| Frankford Arsenal No. 2, 150 grain | 4.46 |
| Frankford Arsenal No. 3, 150 grain | 4.75 |
| Frankford Arsenal No. 4, 150 grain | 4.80 |
| Competitor "B," 150 grain | 4.89 |

## REMINGTON ARMS COMPANY, INC.

Successor to The Remington Arms Union Metallic Cartridge Company, Inc.

Largest Manufacturers of Firearms and Ammunition in the World

**Woolworth Building, New York City**

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# CASTERS
## ONE SOURCE OF SUPPLY

## "Harvard"



The "Harvard"—a steel ball bearing truck caster.

This all steel caster has numerous advantages over the ordinary iron caster as it is stronger, although much lighter in weight, and is practically indestructible.

Made of extra heavy gauge steel throughout, fitted with cast iron wheel and heavy steel axle, hardened steel horn, and equipped with large size ball bearings.

It meets the demand for an extra strong yet inexpensive truck caster. For service in the factory or warehouse it cannot be equalled.

PUT YOUR CASTER PROBLEMS UP TO US

The Bassick
GENERAL
BRIDGEPORT,


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# CASTERS

## ALL STYLES AND SIZES

### "Gem"



A roller bearing caster—constructed of cast iron, with steel roller bearings and heavy steel axles.

This has been the most popular truck caster on the market for years and always in constant demand.

Made in various sizes to meet all requirements.

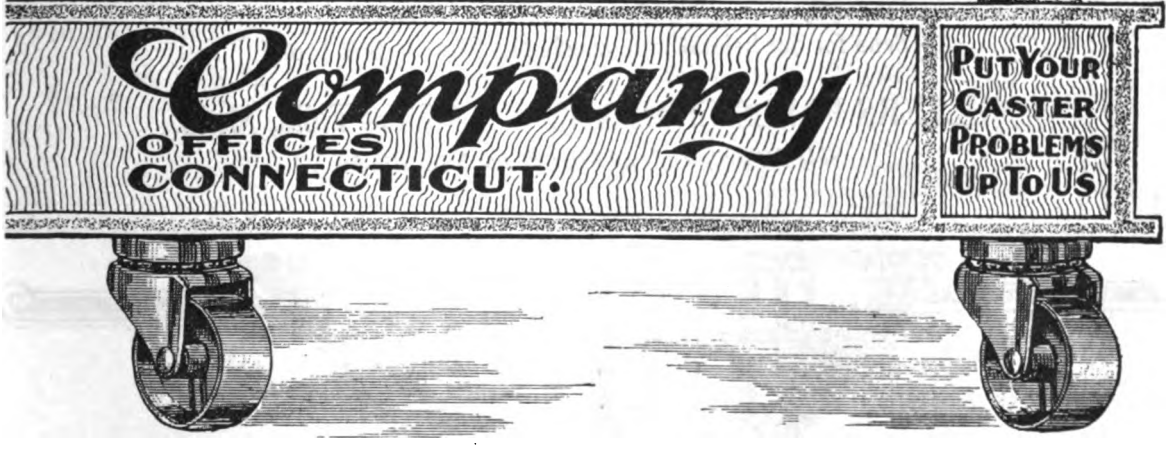
### "Yale"



A double wheel caster—constructed of cast iron with frame loosely pivoted to plate.

All, except the YALE, can be furnished with either "Feltoid" or soft rubber tired wheel if desired. You know this line—you know it is complete.

Put Your Caster Problems Up To Us.




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# "That's the Brace for Me"

says your customer. "It's a Millers Falls. I have one of their hand drills that I've used for over ten years and it's a real satisfaction. Their tools are made right."

Put a Millers Falls tool in your customer's hands. Let him look at it, handle it, get its "feel" and perfect balance. It will be your strongest sales talk.

This inner goodness of Millers Falls tools, their strength, sureness, ease of operation, make them reliable friends of skilled workmen or amateurs. And thousands of skilled workmen and amateurs are being told about Millers Falls tools through a campaign of national advertising appearing every four weeks in the Saturday Evening Post and other publications.

You should get the full benefit of this advertising by handling the full Millers Falls line. Confidence in the tools you sell means confidence in your store—steady customers.

Whether hack saws, braces, hand and breast drills, auger bits, mitre boxes, vises, in and out screw drivers, or any others of our line, you will find that Millers Falls tools make lasting friends for you.

**Send for our helpful little handbook, "How to Sell Tools"**

**MILLERS FALLS COMPANY - Millers Falls, Mass.**

***Sole Distributors of Star Hack Saw Blades***




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"That's the Brace for Me"

*Insert shows one-half page advertisement from the June 26th, Saturday Evening Post*



Millers Falls Breast Drill, No 97. "The Mechanic's Favorite" (shown here) is the most complete breast drill on the market. A great time saver. Five different and distinct actions. Can be used in the most inaccessible places. Its ball thrust bearings give it easy operation and long life. It won't get out of order



## Jobs you can do —yourself

IT is the odd jobs that have to be done around the house and on your car that help run up the cost of living.

Simple jobs, such as putting a horn on your car, are easy if you have the proper tools.

You don't have to be a mechanical genius to drive a nail with a hammer, but you do have to have the nail and the hammer. You can drill holes in wood or metal if you have a drill—otherwise, you have to hire someone who has a drill.

The present-day cost of a single job requiring *only* the use of a certain tool, and a man's time, is often more than enough to cover the purchase price of that tool.

Think of "jobs" in terms of the tools required to do them and you will quickly see the common sense of acquiring tools instead of hiring skilled labor to do simple jobs.

Any mechanic, carpenter or hardware man will recommend "Millers Falls" every time when asked about braces, auger bits, hand and breast drills, mitre boxes, hack saws and other boring and cutting tools. For fifty years Millers Falls Tools have held the highest esteem of users and sellers of fine tools.

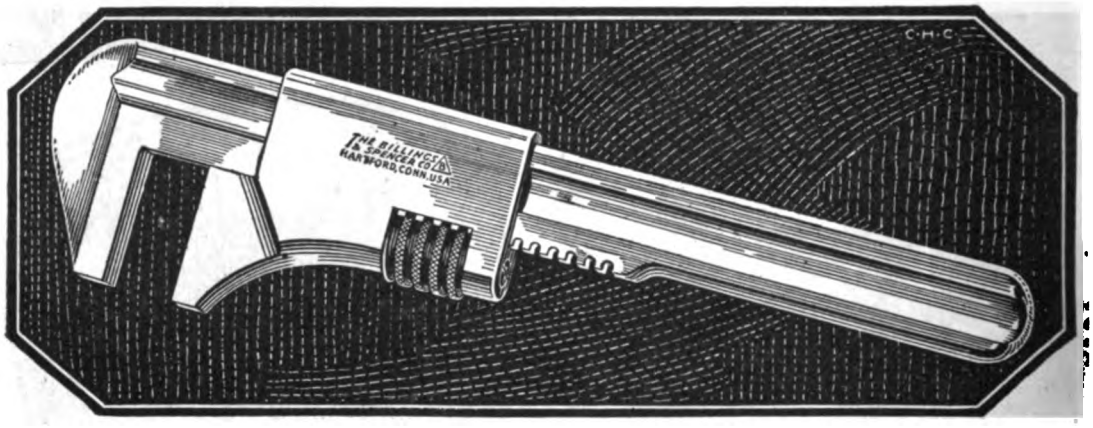
MILLERS FALLS COMPANY
MILLERS FALLS, MASS

*Sole Distributors of STAR HACK SAW BLADES*

MILLERS FALLS TOOLS

MILLERS FALLS TOOLS

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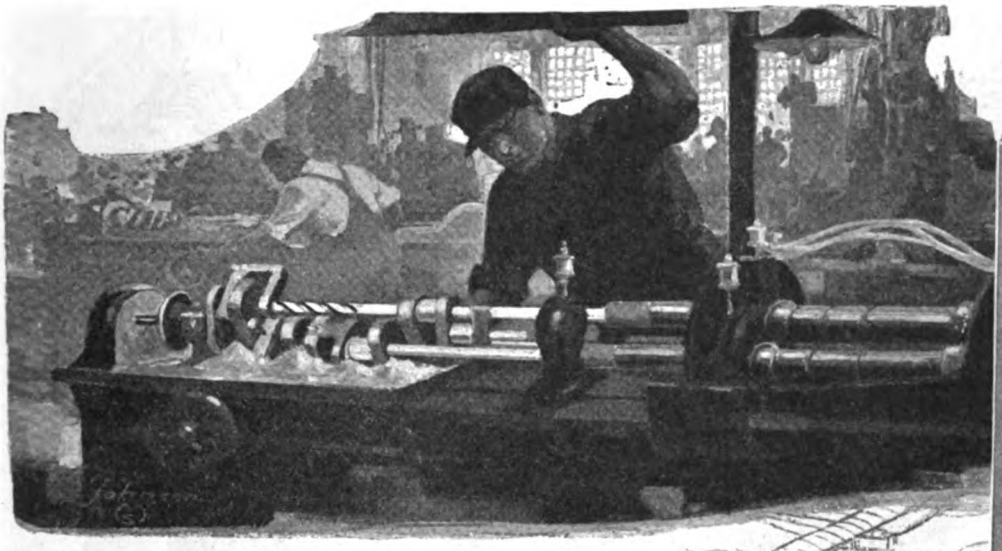

NUTS change their minds about staying set when this wrench grips. Drop forged throughout of special analysis steel, finished like the aristocrat he is, and thus worthy of the Billings name.

"RELY ON ME"

# THE BILLINGS & SPENCER CO.

HARTFORD, CONN.

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# Drilling Oil Holes in Airplane Crankshafts

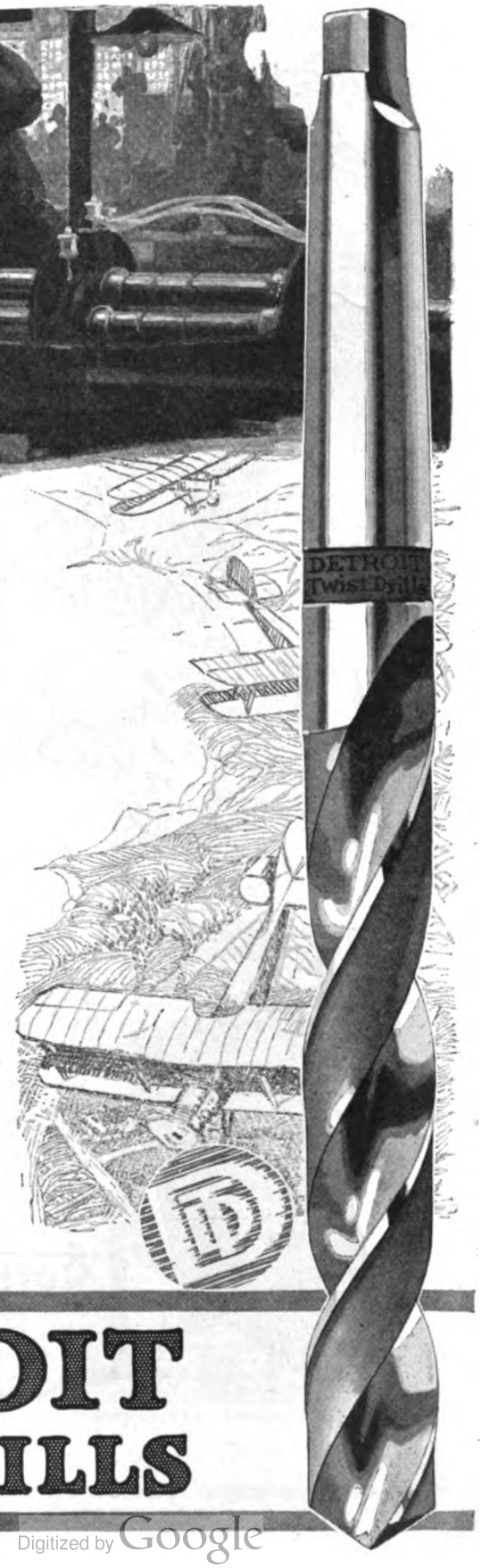
The universal demand for higher efficiency airplane engines requires the development of more positive means of lubrication. This requirement is met by drilling oil holes in the crankshaft. These holes provide the means through which a more adequate and certain supply of lubrication is furnished.

This work, drilling three 7/8" to 1" holes in one operation, demands tough, accurate drills. For the breaking of a drill or the drilling of an inaccurate hole means scraping the crankshaft.

Builders of airplane engine crankshafts use Detroit Twist Drills because these drills give accurate holes with less regrinding and breakage and less cost for power.

*Specify Detroit Twist Drills in Your Drill Order*

**Detroit Twist Drill Company, Detroit, Mich.**




# DETROIT TWIST DRILLS

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## SELL HACK SAW SATISFACTION

Selling hack saw *satisfaction*, not merely hack saw blades, is the Starrett policy. We want every package of Starrett blades that goes across your counter to be the means of gaining you a satisfied customer.

To show hack saw users how to get the full value out of the blades they buy is the idea back of "Hack Saws and Their Use," the newest Starrett Book.

Based on a long series of experiments at the Starrett plant, checked with the tests made by other manufacturers, it is the first practical book on that much misunderstood tool. It has 64 pages, and many charts and diagrams.

"Hack Saws and Their Use" is furnished to dealers for free distribution. Give it to the men who buy blades from you. It will bring you big returns in satisfied customers.

**THE L. S. STARRETT COMPANY**

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*
ATHOL, MASS.




**Sell Starrett Hack Saws**

42-62

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# ATKINS SILVER STEEL SAWS

## *Tempering*

In the Atkins factory the tempering of *Silver Steel Saws* is not done by craftsmen who pose as "wizards."

It is done by experts who work on information supplied by the laboratory and the latest devices for making accurate physical tests.

For this reason you will find *Atkins Silver Steel Saws* uniformly tough, hence they will cut and do good work for a longer time without refitting than any other saws made.

*Ask for our catalog and learn more about our products*

**E. C. Atkins & Co., Inc.**

*Established 1857*

*"The Silver Steel Saw People"*

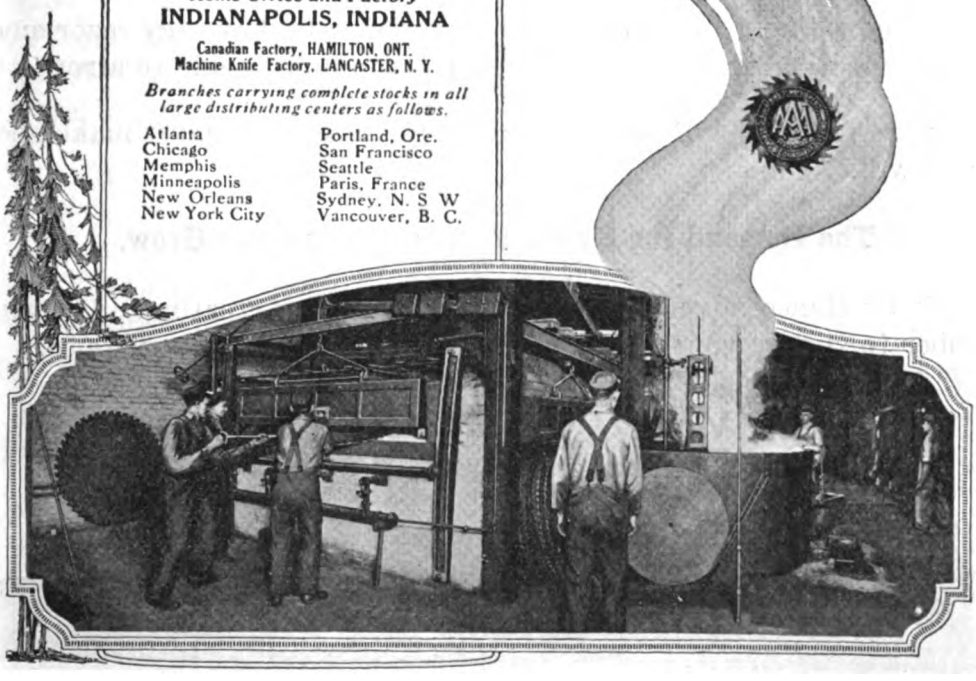
*Home Office and Factory*

**INDIANAPOLIS, INDIANA**

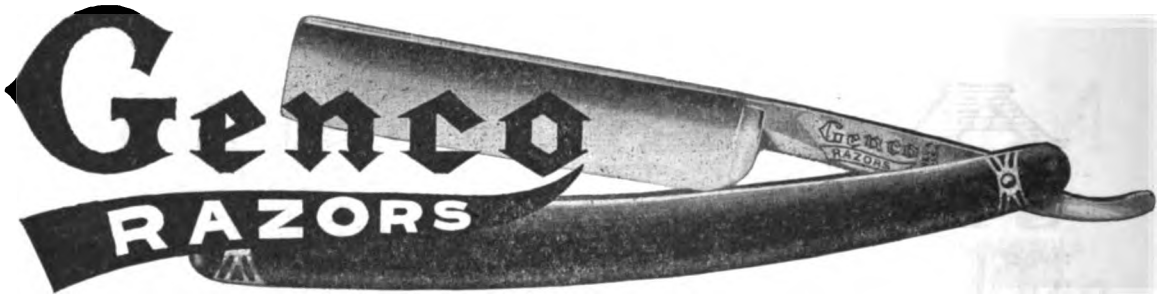
Canadian Factory, HAMILTON, ONT.
Machine Knife Factory, LANCASTER, N. Y.

*Branches carrying complete stocks in all large distributing centers as follows.*

| | |
|---|---|
| Atlanta | Portland, Ore. |
| Chicago | San Francisco |
| Memphis | Seattle |
| Minneapolis | Paris, France |
| New Orleans | Sydney, N. S W |
| New York City | Vancouver, B. C. |




Digitized by Google




# The Standard Razor

## Is Gaining in Popularity

Thousands of men write us asking where Genco razors can be purchased. These men have read the Genco advertising in Saturday Evening Post and a list of other national publications.

Advertising and the experience the men themselves have had with different types of shaving instruments have convinced them that the good old fashioned blade is the dependable one.

The men have noted that the barber—the professional shaver—continues to use a razor of the Genco type.

They know that to deliver a really comfortable shave any razor must be stropped and they know that Genco razors are made to strop.

They are familiar with our guarantee "Genco razors must make good or we will."

**The Demand for Genco Razors Continues to Grow.**

Profit by Genco advertising and the demand it is creating. Ask your Jobber to supply you with Genco Razors. If he cannot, write us.

**GENEVA CUTLERY CORPORATION**

**157 Gates Avenue, Geneva, New York**




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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST

Pacific Coast Representatives

**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**



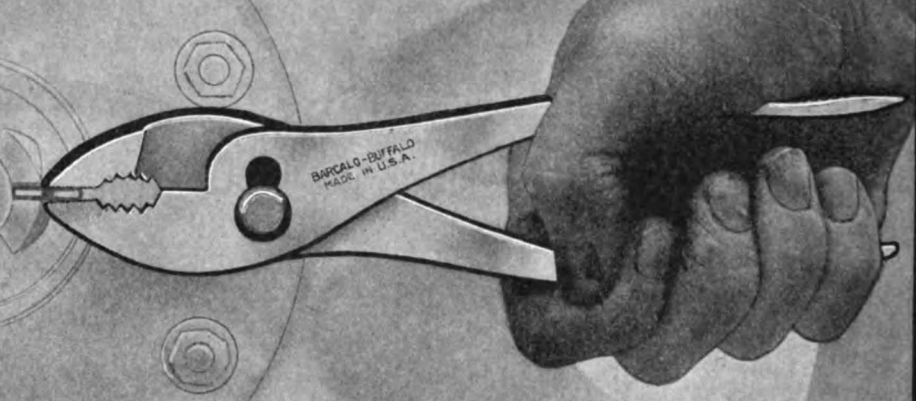

## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

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# BARCALO

## PLIERS




## BULLDOG GRIP

## DROP FORGED

SIZES · 6½" · 8" · 10"

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y. U.S.A.


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# GOODELL-PRATT

## 1500 GOOD TOOLS

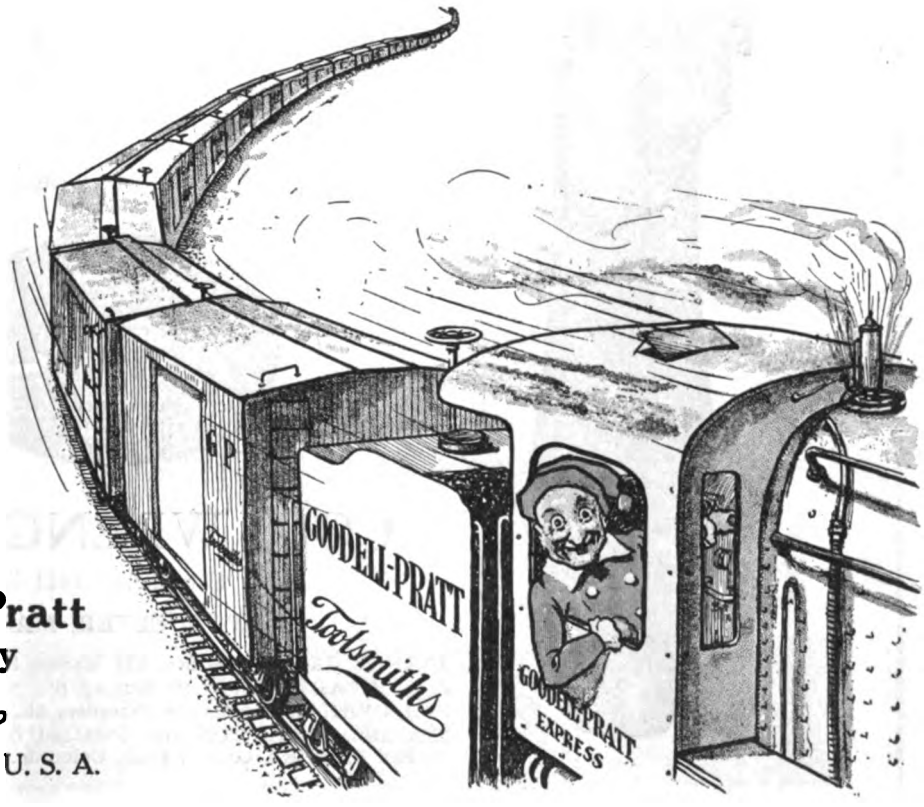
# Cooperation That Makes Easier Sales

We don't consider a tool really finished until it's finished its journey from our shop to your customer.

Toolsmith Dealers know they can depend absolutely upon the co-operation of Goodell-Pratt Company to deliver on every order as soon as it's humanly possible.

We are continually increasing our production in order to keep full stocks on hand. Our purpose is to increase your margin of profit by cutting down your margin of delay.

On the other hand, demand for Goodell-Pratt tools—the entire Toolsmith line of more than 2000 different hand tools—is so steady and brisk that you always get the benefit of new stock—the fresh, attractive tools that make the Goodell-Pratt name so popular with all kinds of tool users.

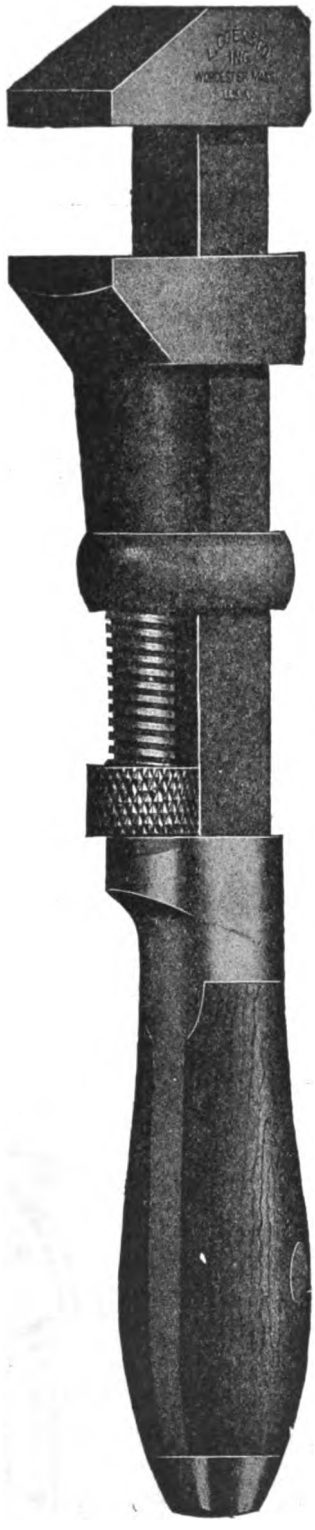



**Goodell-Pratt Company**

Toolsmiths

Greenfield, Mass., U. S. A.

Digitized by Google



# The Reason—
# Made Right for 79 Years

In a Connecticut hardware store the dealer's "handy man" was setting up wheelbarrows for Spring trade. He was using a Coes "Knife-Handle" Wrench.

A customer entered—bought a screw-driver and walked to the rear of the store where the man was at work—looking down he noticed the wrench, picked it up and remarked: "I see you use a Coes Wrench yourself."

"Yes," replied the "handy man," "we find the Coes the Easiest Wrench to Use, as well as the Easiest Wrench to Sell." "I need just such a wrench myself," said the customer, and be bought one.

It is a fact that when Hardware merchants want a wrench for their own use they usually go for the Coes.

Your jobber will supply you.

Send for Catalog in English or Spanish.




## COES WRENCH CO.

Established 1841 in

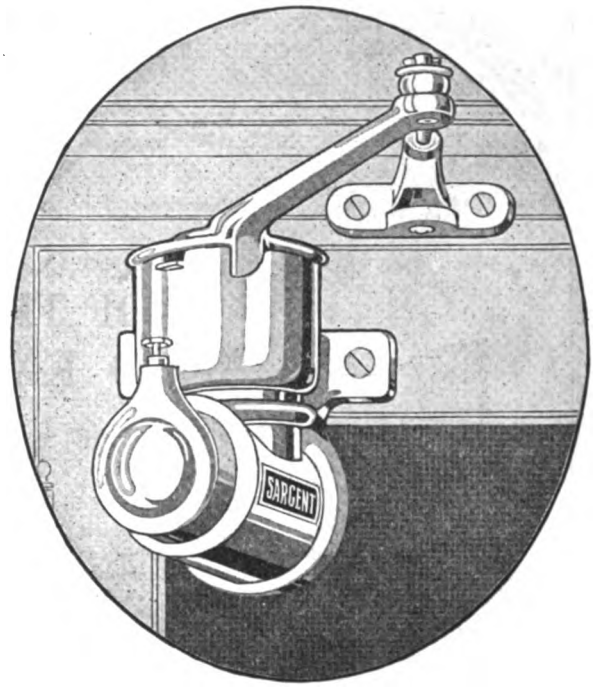
**WORCESTER, MASS.**

**JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.**
**J. C. McCARTY & CO., 29 Murray St., New York.**
**J. H. GRAHAM & CO., 113 Chambers St., New York.**
**HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.**

Digitized by Google

# Sargent Screen Door Closers

## *Will sell till the last fly is gone*




DON'T stop pushing Sargent Noiseless Screen Door Closers until the last fly has made his exit. Not until then will people be relieved of slam-banging screen doors.

It is never too late in the summer to sell a Sargent Noiseless Screen Door Closer. To have relief for slam-banging screen doors for a month is alone worth the cost of one. But when you consider that you are selling a closer that works equally as well on any light inside door, you are really doing your customers a favor. Don't forget to mention this fact when you sell a Sargent Screen Door Closer. Tell your customer that it can be used on closet doors, lavatory doors, storm or telephone booth doors.

Sargent Screen Door Closers are just as dependable as other Sargent products. They close doors quickly, quietly, and firmly. There is no rebound to them to put doors, hinges and locks out of commission.

Be sure to carry a good supply of Sargent Screen Door Closers. Push them. Display them. Write us today for window cards and other display material.

**Sargent & Company**

**Hardware Manufacturers**

**New Haven, Conn.**

**NEW YORK** **CHICAGO**

SARGENT

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# THE HONOR OF THE ACCO FAMILY

**Weed Chains for Motor Cars!**

**Anchor Chains for Ships!**

**Chains for Railroads!**

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the Acco family honorable and distinctive responsibility which is reflected in every link of every Acco product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the Acco family, loyalty to the work itself is rated above everything.

This is true of every worker whether the job is directing all of the numerous plants, or operating a 2,000,000 pound tester, or a typewriter.

The honor of the Acco family is in the hands of each member of it, even to the youngest worker.

These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the American Chain Company will hold for the purpose intended.

*The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.*

## AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

In Canada-Dominion Chain Co., Ltd., Niagara Falls, Ontario

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY

DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

Largest Manufacturers of Chains in the World

All Styles, Sizes and Finishes


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# Six "Best Sellers"

Anything that increases sales and cuts the cost of doing business, is worth looking into, isn't it?

That's what this Pexto Snips Display does.

It boosts sales by putting a choice assortment of this century-old line where your customers can't miss them. With it you'll sell snips to customers who hadn't thought about buying them or had forgotten they needed them.

It lowers costs by reducing the time and labor of making sales. No rummaging around in drawers to find the snips you want to show. No fussing with catalogs to make sure of numbers, sizes and prices.

All the information you or your clerks will need is right on the back of the display, classified so as to be read at a glance. Stand it up or hang it up, use it in the window or on the counter. It shows the six "best sellers" of the complete line of twenty-five.

**THE PECK, STOW & WILCOX CO.,**

*Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.*

**Southington, Conn.** **Cleveland, Ohio**

**Address Correspondence to 233 West Center Street, Southington, Conn.**

***100% American for 100 Years. Founded in 1819***

Pexto Tools Include:

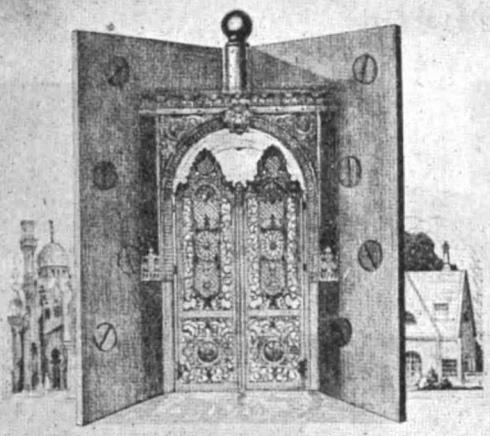
**Braces, Augur Bits, Chisels, Pliers, Wrenches, Pipe Wrenches, Hammers, Hatchets, Screw Drivers, Squares, Dividers, Compasses, Pruning Shears, Snips for Cutting Tin and Sheet Metal, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Locks and Hardware.**

# PEXTO

# TOOLS

**FOR USE ABOUT THE HOME AND FARM**
**FOR THE MECHANIC IN EVERY TRADE**

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## The Sultan's Gate, Centuries Old, made *Useful* by HINGES.

HUNDREDS of years ago Armenian Craftsmen began work on the Sultan's Gateway at Constantinople. Today it stands completed—an architectural gem of the Near East. Into its beauty the life work of many artists has been moulded.

The usefulness of this wondrous gate depends—just as that of any other door—on hinges. These were made to give the gateway life; to fulfill the purpose of its creators—yet in doing so to lend artistic harmony both by design and by work effectively done in hushed silence.

This worthy purpose embodies the creed of every McKinney Hinge. Whether for modest garden gate or monumental cathedral door, they combine uninterrupted service with artistic design.

The McKinney Manufacturing Company at Pittsburgh, Pennsylvania, has been manufacturing hinges and butts for fifty years. These products are the standard-bearers in their field.

Somewhere in your city, very likely at the most prominent hardware store, you can buy hinges stamped with the name "McKinney". Remember this name, when you consider building or repairs and buy accordingly. Then you will be rewarded by years of unfailing hinge usefulness—you will have settled the hinge question for life.

The name McKinney is important!

McKINNEY MANUFACTURING COMPANY, Pittsburgh
Western Office, Chicago Export Representation

# McKINNEY
## *Hinges and Butts*

*Also manufacturers of garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks. These McKinney One-Man Trucks eliminate the need of extra helpers and cut trucking cost in half.*

***This is the seventh advertisement in the big national campaign to make 9,000,000 prospective customers think more about McKinney products. This advertisement appears in the Saturday Evening Post. Other advertisements, appearing in Architects' and Builders' magazines, are swinging this class of buyers to a full realization of the McKinney standard.***

# *This Advertisemen Helps Your Store*

The hinge is an old, old product There is nothing startling about its make up but it performs a mighty importan service.

The McKinney Manufacturing Com pany has been impressing the value o this service upon the hardware buyin public. Millions are looking at hinge in a new light and learning the value o the name "McKinney".

The demand for McKinney product is great. Take advantage of it. Featur McKinney display material. Let ever customer know you carry McKinne products—the standards in their field fo fifty years.

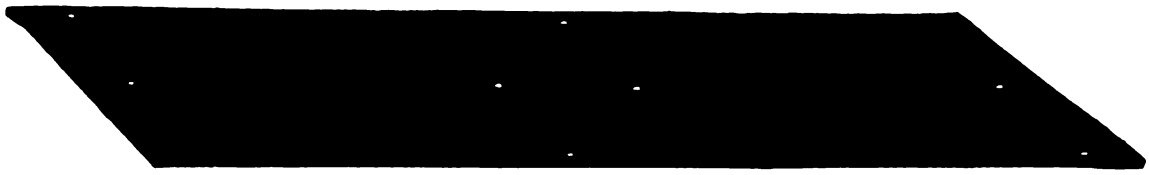
McKINNEY MANUFACTURING COMPAN
Pittsburgh
Western Office, State-Lake Bldg., Chicago
**Export Representation**

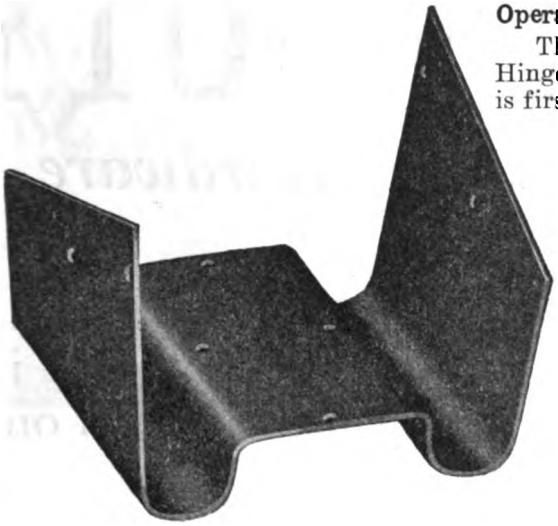
***Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.***

# McKINNEY
## *Hinges and Butts*

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# Center Web Construction of the Lawson Double Acting Nu Jamb Spring Hinge





**Operation No. 1:**

The body of the Lawson Nu Jamb Spring Hinge is made of one piece of heavy metal. It is first cut in the proper shape and punched.

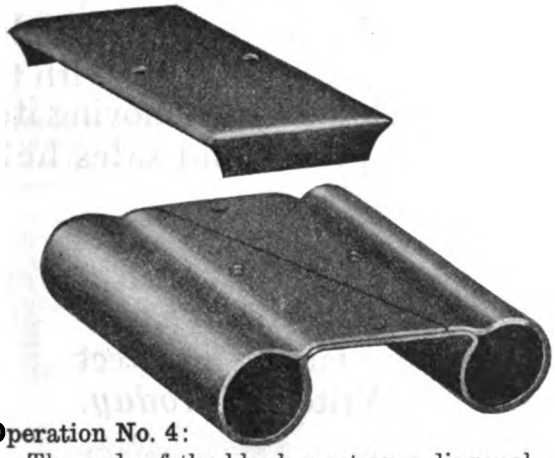
**Operation No. 2:**

The blank is bent preparatory to forming the spring barrels and center web.



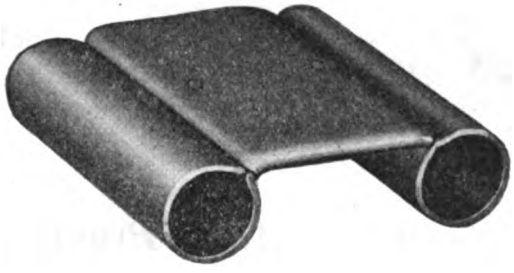
**Operation No. 3:**

Showing how the ends fold over to form the extra heavy center web construction.



**Operation No. 4:**

The ends of the blank meet on a diagonal line across the center web, giving extra strength. The reinforcing cover plate is in position ready to be applied.



**Operation No. 5:**

The cover plate is riveted to center web, making a solid three ply construction. The ends are then crimped over both thicknesses of center web, making a heavy reinforcement. This overcomes a weakness usually found in other spring hinges.

**The strength of the center web is one reason why Lawson Nu Jamb Springs are the best to be had.**

## LAWSON MANUFACTURING COMPANY

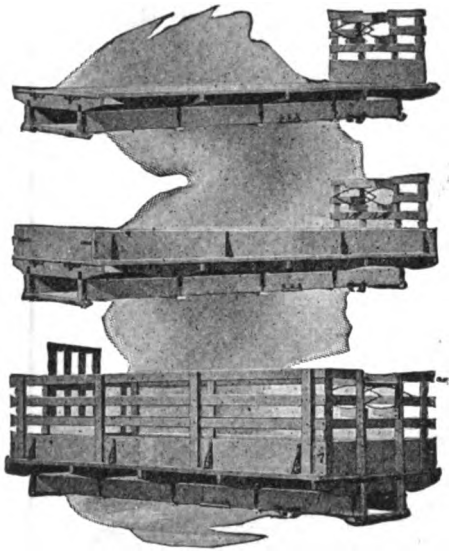
**228-230 W. Superior St. Chicago, Illinois**

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# You can add marked profits to your business by selling

# ALLITH-PROUTY

## *Convertible Wagon Bed Hardware*



Enables your customer to build himself three wagon bodies in one at less than the cost of one new body.

All irons necessary, with instructions, for building bodies are shipped complete in fibre case. Combination stock rack, hay bed, and grain box can be built with this set. A profitable and quick moving item to sell. Blue prints and sales helps furnished free.

Get an ***Allith-Prouty*** catalog 90. It puts you in a position to deal advantageously with every farmer, architect and contractor in your community. Write for it ***today.***

ALLITH-PROUTY CO. DANVILLE ILLINOIS.

CHICAGO
NEW YORK
PHILADELPHIA

BOSTON
LOS ANGELES
SAN FRANCISCO

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*This double-page Saturday Evening Post spread appears September 18th*

# Selling *KEEN KUTTER* to Your Trade

**Here are some of the Publications we are using to tell your trade about *KEEN KUTTER* quality:**

The Saturday Evening Post
The California Cultivator
The Utah Farmer
The Oregon Farmer
The Idaho Farmer
The Washington Farmer
The American Federationist
The Carpenter

Your tool and cutlery trade, every class of it, is being reached by the Keen Kutter advertising.

Double-page spreads in The Saturday Evening Post reach practically every class from the skilled mechanics to the women of the homes.

And the men who buy tools and make their living with them see full page Keen Kutter advertisements regularly in The Carpenter which reaches practically every Union carpenter in the country. There are pages, too, in the American Federationist, the official publication of the American Federation of Labor.

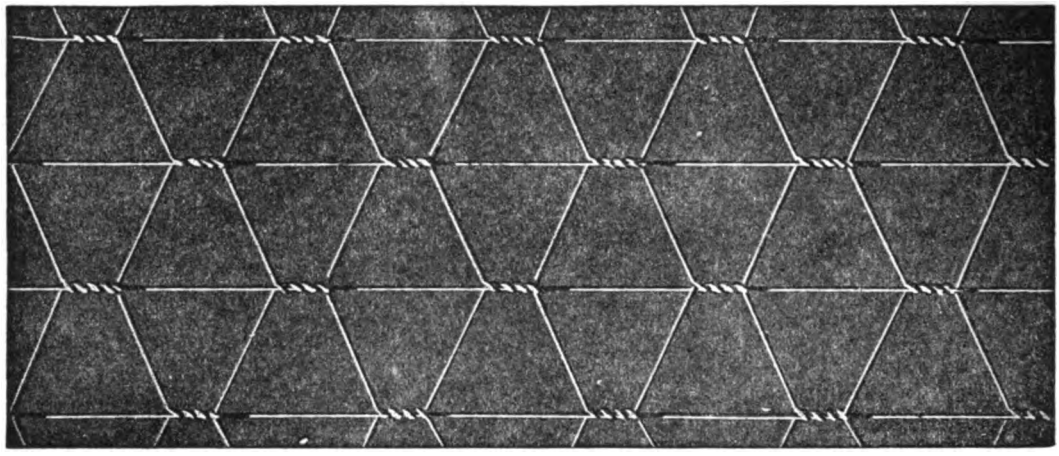
Then out through the farm homes of all the West, Keen Kutter advertising appears in the leading farm papers.

Cash in on this tremendous hardware advertising campaign—put it to work directly for you. Talk it over with our salesmen—see how thoroughly we equip you with window trims, direct advertising matter and similar means of making Keen Kutter advertising speed up turnovers for you.

**SIMMONS HARDWARE COMPANY**

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# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

**UNITED STATES STEEL PRODUCTS COMPANY**

**SELLING AGENTS**

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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The New Santa Fe Station at San Diego, Cal., Said to be the most beautiful R. R. Station in California. Toncan Metal used for all sheet metal work.

# Many Great Railroads are Large Users of Toncan Metal

The Santa Fe has used Toncan for many years for sheet metal work on stations and for other purposes.

In a recent letter, Mr. A. A. Mathews, Chief Engineer of the Cotton Belt Route, states that The Corrugated Toncan Metal used on their shops at Pine Bluff, Ark., in 1911 is still in perfect condition.

The Missouri Pacific has used large quantities of Toncan all along their line for covering trestles—a severe service that requires the best obtainable.

For every severe sheet metal service, Toncan offers great durability, splendid forming qualities and all round satisfaction—Write for our sheet metal book.

## The Stark Rolling Mill Co., Canton, Ohio

**SOLE MAKERS**

COAST DISTRIBUTORS

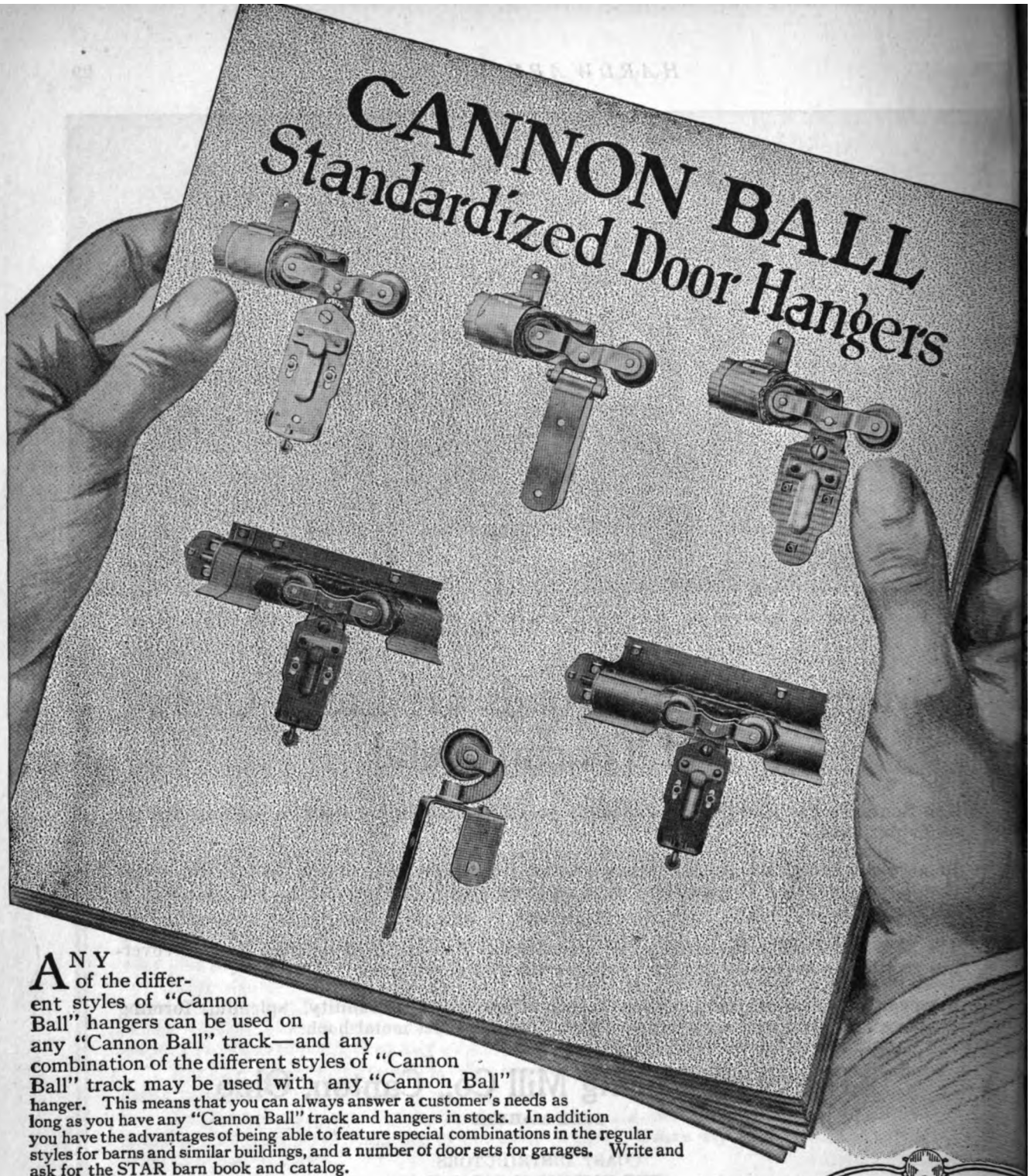
**THE FAILING-McCALMAN CO.**
**Portland, Ore.**

**THE BERGER MFG. CO. OF CAL.**
**San Francisco, Los Angeles**

**HOLBROOK, MERRILL & STETSON**
**San Francisco, Los Angeles**

Build for Bigger Better Business with TONCAN METAL Lasting, Economical, Satisfactory-USERS KNOW

Digitized by Google




ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

**Hunt, Helm, Ferris & Co.** *Complete Barn Outfitters* **Harvard, Ill.; Albany, N. Y.**

**Designers and Manufacturers of**

# STAR Equipment

## The STAR Line

*"Something to Sell the Year Round"*

**Barn Equipment**
**Litter Carriers**
**Water Bowls**
**Feed Trucks**
**"Harvester" Hay Tools**
**Door Hangers**
**Garage Equipment**
**Coaster Wagons**
**Tank Heaters**
**and Other Farm Specialties**

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# Get Your Share of These Helps

Sure, we're using the Farm Papers—Weeklies, Semi-Monthlies and Monthlies. Sure, we're using National Publications like the Saturday Evening Post, Country Gentleman, Butterick Trio, etc. **But that isn't all.** We furnish all kinds of mailing circulars and "ad-ideas" to Quick-Lite merchants who want to get the story of **better light** directly into the hands of **their** customers.

## Coleman Quick-Lite
### Lamps and Lanterns

**It's the light they give that sells them—and we co-operate in every possible way to get prospects into your store so that you may show them the Quick-Lite in actual use. Then the sale is easy.**

Nearly 20,000 wide-awake merchants are now selling Quick-Lite Lamps and Lanterns. You are one of them. So write at once for latest catalog and full information on how we help you sell more than your quota.

## The Coleman Lamp Co.

Wichita
Dallas
St. Paul
Los Angeles
Chicago
Toledo
Atlanta

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ANCHOR BRAND HARDWARE PRODUCTS
CERTIFIED QUALITY

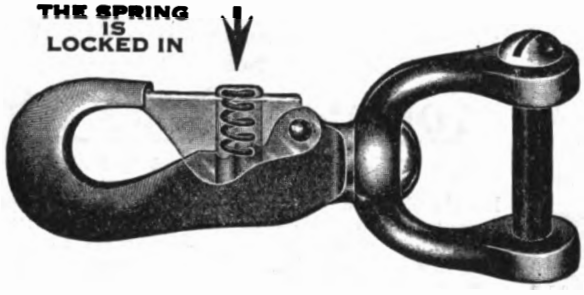
# PREPARE FOR HARVEST DAYS

## WITH A SOUND INVESTMENT

## LOXPRING

(Patented)

## HARNESS SNAPS




"ANCHOR BRAND"
IS THE GUARANTEE
OF MAXIMUM
SATISFACTION

ONE OF MANY

**Hardware Dealers everywhere are extending their sphere of trade by adding hardware for farm and truck harness to their line. They report increased profits and many new, permanent customers.**

***"LOXPRING"* Snaps can be placed on sale with every reason to expect quick results. The spiral spring is made of fine steel and is locked in; even if tongues should become spread, springs will remain in position in defiance of bumps or jars. Extra thickness of metal adds to the life of the frame. *"LOXPRING"* Snaps are made for every desirable purpose in standard sizes and finishes.**

**"Anchor Brand" Products—leaders for more than sixty years—include practically everything known in connection with modern and improved harness hardware. Send for free literature.**

**BRANCH SALES OFFICES**

NEW YORK, 127 DUANE ST.
CHICAGO, 326 W. MADISON ST.

**Wholesale Only**

**Samples Free**

**BRANCH SALES OFFICES**

ST. LOUIS, 608 VICTORIA BLDG.
SAN FRANCISCO POSTAL TEL. BLDG

200

# North & Judd Mfg. Co.
# New Britain, Conn.

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PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE

# "50-50"

**"In reviewing our past pleasant business relations I look back with a great deal of pleasure to our connections with you, as yours is one of our real 50-50 accounts which we value very highly."**

(Name on request)

Exactly what you want to know about any manufacturer whose product you are expecting to handle. Not only that the product is good, and that the price is right—but that the Manufacturer himself is right, that the whole Organization is right, and agreeable to do business with—that the manufacturer's dealings with his jobbers and thru them to the consumer, are right—his sales policy, etc.

That is why this letter coming from a well known Napier Hack Saw Distributor appeals. It tells something that you can never estimate or guess at. It gives you information on a point that you can only learn by experience. Because when a jobber in these "trying times to jobbers" says that Napier "is one of our real 50-50 accounts which I value very highly" it means something of interest to every distributor handling or expecting to handle Hack Saw Blades. This point is even more important than the fact that the Napier Saw Works have behind them a generation of manufacturing experience building good Hack Saws. It is more important than the fact that these blades are used or specified exclusively by most of the largest industrial plants of the country. It is even more important than your knowledge that a big demand exists, nationally and internationally, for Napier "Quality" and "Expert" Blades.

Practically speaking, it is the reason why we decided recently to drop the manufacture of Band Machines, Band Saws (and a few other products we made in the past in addition to Hack Saws)—to enable us to concentrate entirely and without restraint on the building and marketing of "Quality" and "Expert" Hack Saws. "Quality" and "Expert" are worth it. We have found the business big enough to occupy our exclusive attention. And now that we have the long-sought opportunity, we aim to extend, as we have already started in to extend, the Napier 50-50 proposition on Hack Saw Blades where formerly it had been impossible for us to do this.

This, then, is the time for every dealer who wants a good Hack Saw account to get in touch with us. We are ready to answer your inquiries.

## NAPIER SAW WORKS, INC.

**Western Factory Representatives**

## THE CHARLES A. DOWD SALES COMPANY

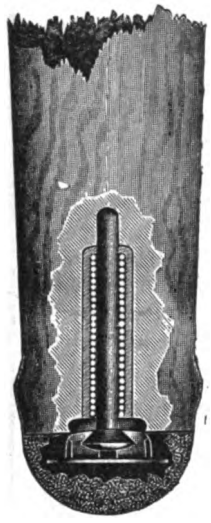
**Main Offices and Warehouse, 320 Market St., San Francisco**
**Branches, Seattle and Los Angeles**

PIONEERS IN THE HARD-EDGE, FLEXIBLE-BACK BLADE

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# The New Boston Rubber Chair Tip

**SprinGriP**
TRADE MARK



PATENTED

SEND FOR CATALOG

## THE RUBBER TIP AND ITS PARTS

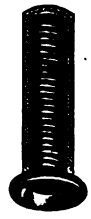
BRASS WASHER



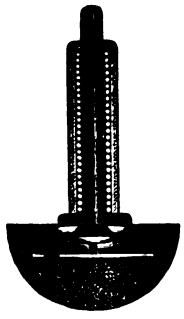
BRASS NAIL



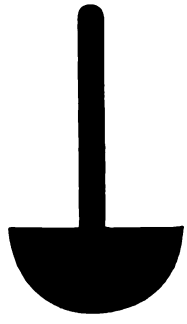
SPRING SOCKET



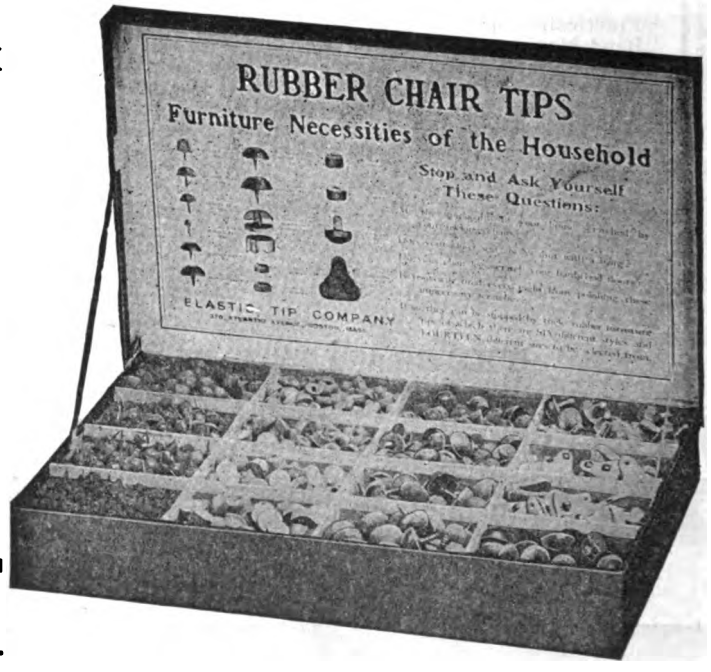
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME

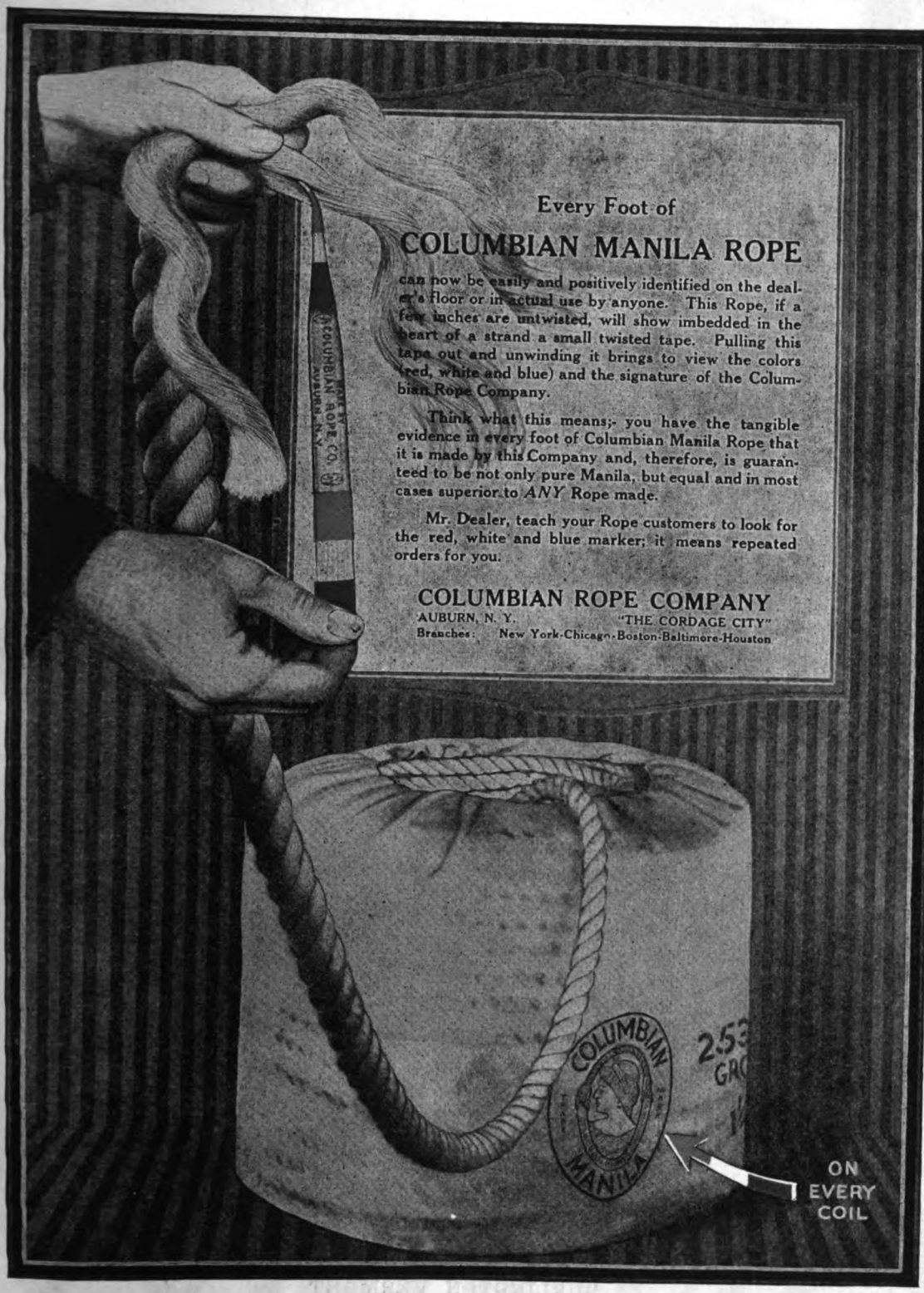


## Assortment Box of Rubber Chair Tips for Furniture




**THE ELASTIC TIP CO.**
370 Atlantic Avenue
BOSTON - MASS.

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Every Foot of

## COLUMBIAN MANILA ROPE

can now be easily and positively identified on the dealer's floor or in actual use by anyone. This Rope, if a few inches are untwisted, will show imbedded in the heart of a strand a small twisted tape. Pulling this tape out and unwinding it brings to view the colors (red, white and blue) and the signature of the Columbian Rope Company.

Think what this means;- you have the tangible evidence in every foot of Columbian Manila Rope that it is made by this Company and, therefore, is guaranteed to be not only pure Manila, but equal and in most cases superior to *ANY* Rope made.

Mr. Dealer, teach your Rope customers to look for the red, white and blue marker; it means repeated orders for you.

**COLUMBIAN ROPE COMPANY**

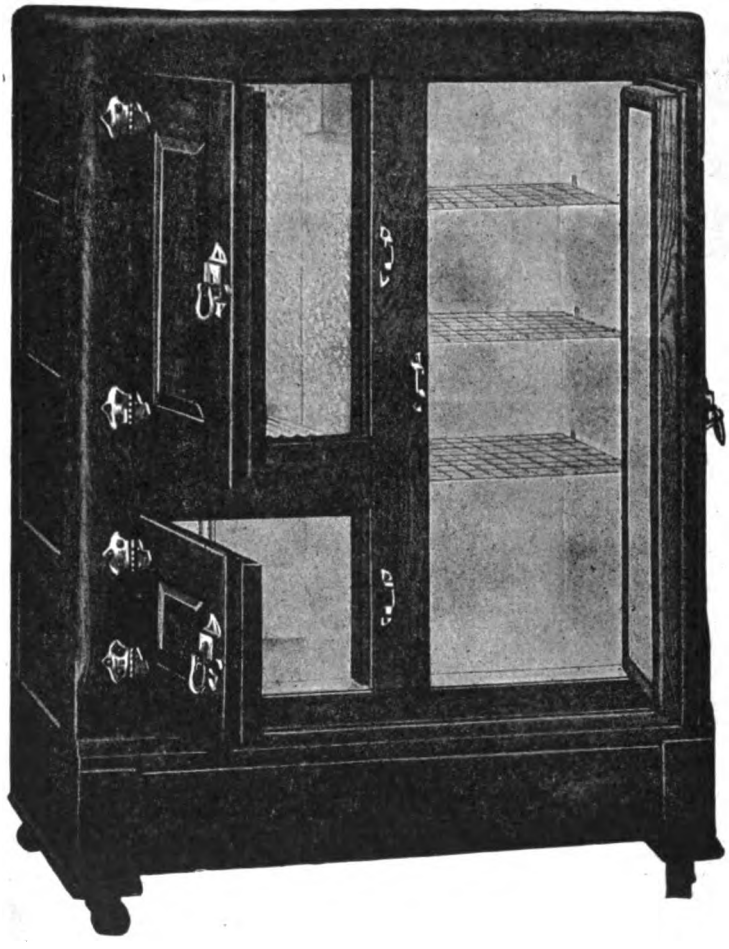
AUBURN, N. Y. "THE CORDAGE CITY"

Branches: New York-Chicago-Boston-Baltimore-Houston

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# It Is Going to Be Hard to Get Refrigerators This Summer When You Want Them

## Your Jobber Has a Good Stock on Hand at Present But It Will Not Last Long



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

## MONARCH REFRIGERATOR WORKS

**BURLINGTON, VERMONT**


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# GIANT



## for efficiency and economy

Giant dealers can always be sure that their customers will get satisfactory results with Giant Explosives.

They are the original American high explosives and the utmost skill, backed by long experience is employed in their manufacture. Thus uniform strength is assured—always. They are Western products, made by a Western company to especially solve Western blasting problems.

Users of explosives throughout the West KNOW the Giant brands and will prefer genuine Giant Powder to ordinary explosives.

Let us tell you how profitable it is to be the Giant dealer in your section. No capital tied up, no stock to handle—just send us the orders and we fill them. Write now.

**THE GIANT POWDER CO., Con., San Francisco**
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane
Butte Los Angeles

# EXPLOSIVES


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# Eclipse ALL STEEL Revolving Nail Bin

## Which Method Is Your Method?

ARE YOU still in a rut? Still selling nails from the old style, out of date and costly under counter bins?

Or are you one of the 7,000 firms using the

**New Eclipse Steel Sectional Ball Bearing Revolving Bins**

A few days' experience with the Eclipse and you wouldn't for anything go back to "scratching out" nails from under counter bins.

The Eclipse soon pays for itself in saving of time, over weight and valuable floor space.

All steel construction. Each section revolves independently on the full metallic ball bearings. Even when loaded to capacity the lightest touch will turn it in either direction. Five sections, five bins to the section, with a capacity of one keg per bin.

A boon to any merchant who sells nails.

Sold by Wholesalers and Jobbers everywhere. Write us for descriptive matter.

**The Wellston Manufacturing Co.,**
Wellston. Ohio




**THE WELLSTON MANUFACTURING CO.**
Manufacturers
Wellston, Ohio

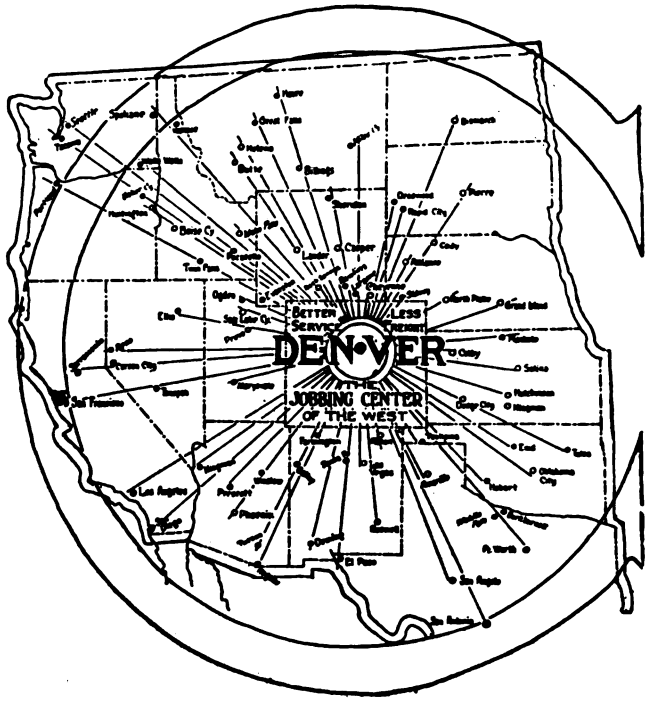
**LE ROY SMITH**
Special Representative
112 Market St.
San Francisco, Cal.

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# COME TO DENVER
## AT OUR EXPENSE

*Denver*
*Jobbers and Manufacturers*
*Market Week*

*August 16-21, 1920*




AS MEMBERS OF
THE DENVER WHOLESALE TRADE EXTENSION BUREAU

We extend a cordial invitation to hardware merchants of the Rocky Mountain Region to come to Denver to select their Fall and Winter Merchandise.

**Write Us for Literature, Giving Full Information**

## THE TRITCH HARDWARE COMPANY

FRANK A. BARE, President
O. E. BARE, Vice President

*Jobbers* DENVER


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**This window display by a big Fifth Avenue New York store made profitable selling history**

THIS window display should impress every retailer with the selling importance of that champion of little, big profit makers—**Mendets**—the patented patch.

Over half a million Mendets are sold every week. One chain of stores **alone** sells over twenty thousand packages a week.

Mendets produce instant sales wherever displayed. They appeal to thrifty housewives, whether on 5th Ave., New York, or Main Street in a town in Oklahoma.

Mendets go on with a twist and instantly mend—water-tight forever without heat, solder, cement or rivet.

They mend graniteware, aluminum, iron, tin, and all rubber goods.

## Mendets Retail at 10c and 25c the Package

Your jobber can supply you with Mendets in the Silent Salesman Counter Cabinet at an attractive price. Ask him, or write us for the name of a nearby jobber.

**Collette Manufacturing Co., Amsterdam, New York**

MENDETS
A PATENT PATCH
TRADE MARK REG. U.S. PAT. OFF.

***You can make big, quick, satisfactory profits selling Mendets — from a Silent Salesman Counter Cabinet or by making a big window display like the photograph.***

***Order them by name — Mendets***




**Nationally Advertised in Newspapers Every Sunday Throughout the Year**

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# SALES HELPS *for Dealers in* NICHOLSON FILES

Dealers will find their sales of NICHOLSON FILES profitably increased by the regular free advertising afforded by the window cards and envelope stuffers that we gladly send by request.

Used as enclosures with monthly bills, the envelope stuffers are regular reminders.

The window cards, with a showing of varied styles of NICHOLSON FILES, make attractive and sales speeding windows.

Write today for a supply of window cards and envelope stuffers.

# NICHOLSON FILE CO.

## PROVIDENCE, R.I., U.S.A.

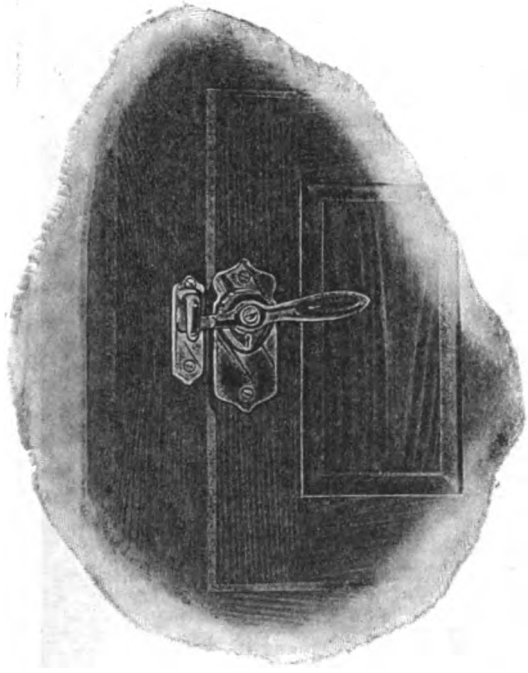
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# This Jams the Door Snug to the Door Jambs

**IT'S THE BALDWIN REFRIGERATOR LOCK**
**"BALDWIN" PATENT AND DESIGN**

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your Order in Now*




**Baldwin Refrigerator Company**
**Burlington, Vermont**

**Stock carried by Heyman-Weil Co. San Francisco, California**

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# An up-to-date National Cash Register would tell if this clerk is worth the raise that he is asking for.

NATIONAL Cash Register records would tell instantly whether this clerk had increased sales enough to make him worth more money.

Up-to-date National Cash Registers give complete daily records of how much each clerk is selling and the number of customers each clerk is waiting on.




They show which clerks are the most valuable. They enable merchants to fix wages on actual selling records.

They give the records needed for a profit sharing or bonus system. This makes the clerks directly interested in the success of the business. It puts them on their mettle and results in increased business.

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world

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# *The Royal Bale*

IN the baling, as well as in the making of Royal Cotton Waste, Standardization plays a powerful part. There is a uniform, distinctive character about each compact, durable Royal bale. The Royal Trade Mark on the light clean burlap and the Royal Name on each new steel band complete the identification and definitely assert that "this is indeed Royal—same as before."

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE




## ROYAL MANUFACTURING Co

General Offices & Mills
Rahway, N. J.

New York Chicago
Baltimore




THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight



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# UNIVERSAL

*The Trade Mark known in Every Home*

## CUTLERY





## Cuts a Big Figure in Getting and Holding Trade

When two boys swap knives "sight unseen" each hopes to get the better of the bargain. Neither is willing to subject his knife to scrutiny lest he be worsted in the deal.

There is no "sight unseen" element between the buyer and seller of UNIVERSAL Cutlery. Neither has desire, nor is it possible to take advantage of the other. One has the goods — the other the money. It is an open visible exchange of **value** for **value.** One gets what he expects in quality, the other what he is honestly entitled to in profit.

Cutlery that cuts a big figure in business is keen to please trade. "Universal" is that kind. It is the line for every person, purpose and purse.

**LANDERS, FRARY & CLARK**
**New Britain, Ct.**









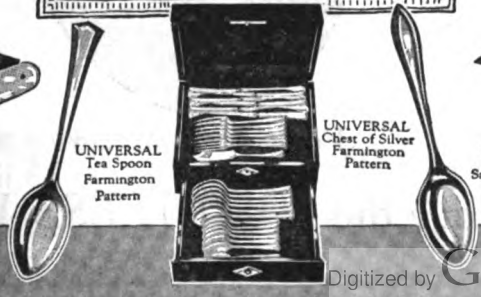


UNIVERSAL
Boy Scout Knife



UNIVERSAL Razor

UNIVERSAL
Pocket Knife



UNIVERSAL
Tea Spoon
Farmington
Pattern

UNIVERSAL
Chest of Silver
Farmington
Pattern

UNIVERSAL
Tea Spoon
Saybrook Pattern



UNIVERSAL
3-pc. Carving Set
No. 04411 $15.00



UNIVERSAL
Cook's Knife
Sizes 3 to 12 inches



UNIVERSAL
Shears
Sizes 6 to 10 in.

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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
**CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.**

Evansville  Indiana

## Casters That Sell

**Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.**

**Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.**

**Send for Catalog "G"**




**Full Size Plate 2-8**

*"Move the FAULTLESS Way"*

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# *Here are Steady Turnovers and Certain Profits*





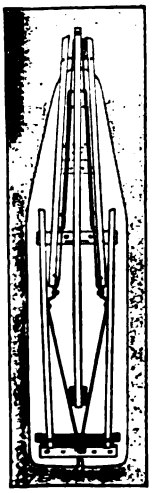
THE new and improved Rid-Jid Open End, folding Ironing Table answers a great need. It is the most convenient, most logical ironing table ever built. Every woman will want one as soon as she sees its excellent points.

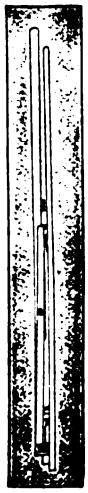
Just look at these features! The Rid-Jid weighs only 14 pounds. It folds neatly—2½ in. thick. It can be carried anywhere, stored in almost any place. Yet it is so strongly built that you can sit on the open end and it will not tilt. It cannot wabble, sway nor creep from the movement of the iron. The open end permits a full skirt being put over it without catching or obstruction. Every joint is protected by a metal plate —assuring long life and continued efficiency.

Isn't that the best ironing table you ever heard of in all your life? Can't you sell a whole bunch of them? **You bet your life you can**—to practically every women customer you have—**and her friends.**

The Rid-Jid is a real, live proposition with a generous margin of profit. Let us tell you about it. Send us your name and address today.

THE RID-JID PRODUCTS CORPORATION
Waukegan, Illinois
Successors to Oregon Woodenware Mfg. Co.





The Rid-Jid folds up compactly—as neat as a knife. It fits nicely behind the kitchen door or tucks snugly out of sight in the closet.

**RID-JID open end, folding IRONING TABLE**

*Made under the Springer Patents*

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# MUELLER

## *The "Big 3"*

## *PIPELESS FURNACE*

## Breaking All Sales Records

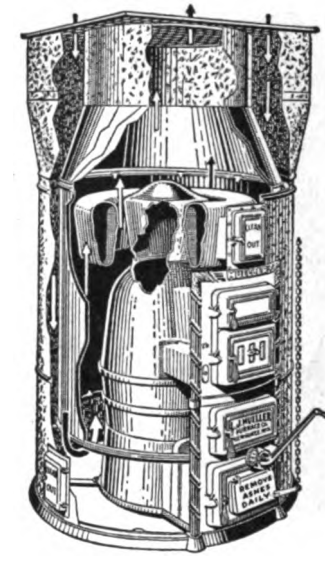
Mueller Merchants are piling up bigger profits than ever this year. Fuel hard to get and prices rocketing make people think. The Mueller Pipeless is solving the heating problem for thousands of home owners.

You can look your best customer straight in the eye and sell him the Mueller. You will be giving him the biggest value his money can buy—can assure him real heating comfort and a saving of one-third to one-half on fuel.

You can back this assurance with the signed Mueller guarantee to heat every room in his house to a comfortable temperature.

You are selling a certainty when you sell the Mueller. A furnace that is designed right, built right and which works right. The three big exclusive construction features of the Mueller, the "Big 3," have established its success.

There is a big opportunity in your community to sell the Mueller—a big demand by which you can profit. Mueller national advertising is constantly creating this demand and Mueller result-getting dealer co-operation will help you cash in on it.



***Write today for our proposition and sales plan for dealers***
***Don't wait until tomorrow***

## L. J. Mueller Furnace Company

*Makers of Heating Systems of All Types Since 1857*

**233 Reed St., Milwaukee, Wis.**

**DISTRIBUTORS**

THE SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah, and Pocatello, Idaho
HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles, California
RICHARDS & CONOVER HARDWARE CO.
Kansas City, Mo.
THE JACKSON HARDWARE CO.
Aberdeen, S. D.
LEE-COIT-ANDREESEN HDWE. CO.
Omaha, Nebraska

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Seattle, Wash.

### The "Big 3"

**The Sales Clinching Construction Features**

**1. Large and Properly Proportioned Register Face.** Insures delivery of big volume of warm, moist air and rapid distribution of heat to every room in the house.

**2. Spacious Unobstructed Air Passages** permit withdrawal of large volume of cool air from rooms while delivering an equally large volume of warm air into them.

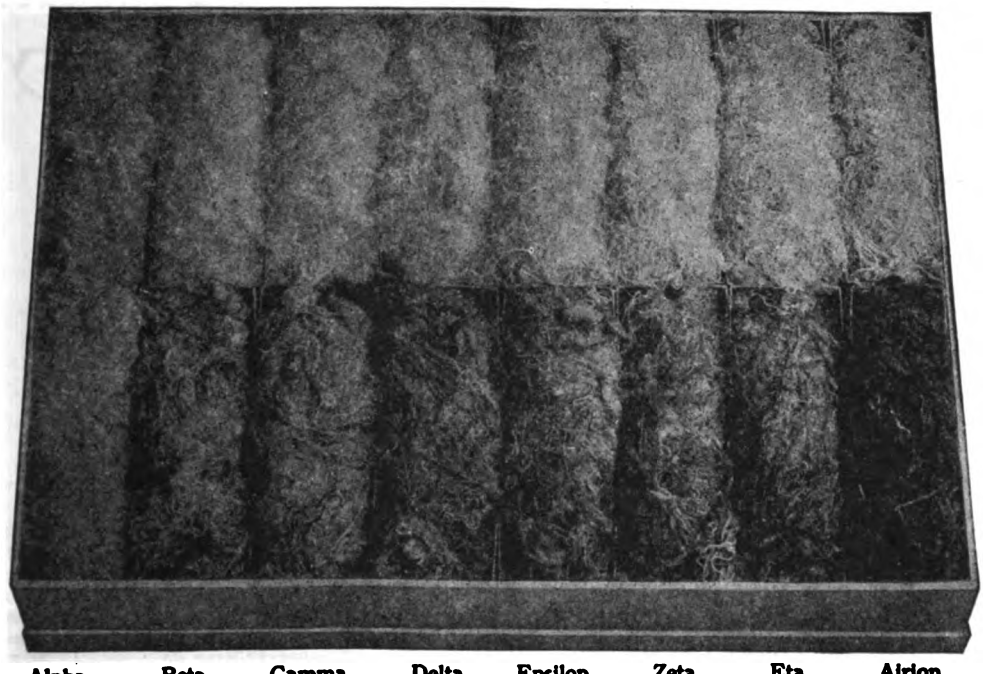
**3. Vast and Scientifically Designed Heating Surface.** Insures full benefit from fuel burned. Prevents hard firing, overheated castings and big fuel waste.

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# Masco Cotton Waste

**MASCO WHITE COTTON WASTE**

Supremus Primus Secundus Tertius Quartus Quintus Sextus Septimus



Alpha Beta Gamma Delta Epsilon Zeta Eta Airion

**MASCO COLORED COTTON WASTE**

## "Bringing Coals to Newcastle"

is like bringing cotton products to Fall River. But it is a sound business proposition to expect *from* the largest cotton manufacturing center in the country the most reliable supply of cotton waste.

*Masco* Cotton Waste has been produced for 38 years under the most favorable circumstances. The raw waste is collected direct from the cotton mills in our own trucks, and delivered "around the corner" to our own utilization plants. The product, selected *Masco Waste,* 16 grades for every use, is ready for your customers in whatever quantities you need.

Ask your own dealer for samples of *Masco Products*

MASCO PRODUCTS

## Massasoit Manufacturing Company

**Fall River, Mass.**

*Manufacturers of Masco Products*

MASCO PRODUCTS

COTTON YARN PRODUCTS, MOP HEADS, HOUSEHOLD AND MARINE HANDLED MOPS, POLISHING CLOTHS, WIPING CLOTHS, COTTON WICKING, CAULKING COTTON

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# Manning-Bowman Quality

## Announcement

The allotment of Manning-Bowman merchandise made us has been sold and we are now unable to accept further orders for this year.

The following distributors, however, have goods coming in quantities, and we urgently suggest to dealers who wish to offer their customers the best of all electrical merchandise to place orders with our distributors NOW, for Fall delivery. You cannot do business without stock, and unless you are foresighted and get your order on file **soon**, we will not be able to supply your wants.

***We thank you for past favors***

**H. J. GUTE & CO.**

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA

**DISTRIBUTORS**

| | |
|---|---|
| North Coast Elec. Co. | Seattle, Wash. |
| Woodill & Hulse Elec. Co. | Los Angeles, Cal. |
| Alexander and Lavenson | San Francisco, Cal. |
| Stubbs Elec. Co. | Portland, Ore. |
| E. W. Murray Ltg. Co. | Spokane, Wash. |
| Hendrie & Boltoff Mfg. Co. | Denver, Colo. |
| Momsen-Dunnegan-Ryan Co. | El Paso, Tex. |
| J. Bornstein & Sons | Seattle, Wash. |
| The Tritch Hdw. Co. | Denver, Colo. |
| Central Commercial Co. | Kingman, Ariz. |
| Holter Hdw. Co. | Spokane, Wash. |
| Salt Lake Hdw. Co. | Salt Lake City, Utah |
| Hoffman Hdw. Co. | Los Angeles, Cal. |

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# Early Orders Insure Delivery

THE meager supply of goods in the merchant's warehouses, the curtailment of production through strikes, the large unfilled tonnage on the books of manufacturers, the refusal of many mills to accept any new business offered and the allocation by the large corporations of but small percentages of former purchases for the first half of the year to jobbing customers, coupled with numerous freight embargoes which the railroads are forced, through labor troubles and car shortages, to put into effect, has brought about an acute scarcity of many lines of merchandise.

WE see no possibility of immediate relief from these conditions and we urge all of our customers to cover their Fall requirements by placing orders early.

WE do not suggest over-buying or speculating, but feel it is an opportune time to place your orders freely for your Fall requirements at present prices.

**Suggested Fall Items**

Buck and Cross Cut Saws
Axes and Axe Handles
Pruning Saws and Shears
Game Traps
Single and Double-trees

Food Choppers and Roasters
Apple and Peach Parers
Electric, Oil and Air-tight Heaters
Stove Pipe and Elbows
Lanterns and Globes

Boys' Wagons, Velocipedes, Kiddie Kars
Guns, Ammunition and Hunting Coats
Corn Shellers and Feed Cutters
Wood Sawing Outfits
Cider Mills

## Baker, Hamilton & Pacific Company

**SAN FRANCISCO, CAL.**


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# Electric Irons

## *Good Summer Profit Makers*



Right now there is nothing you can handle that will take a smaller investment, less space, turn into money quicker and pay you a bigger return than the Domestic Electric Iron.

There is nothing you can sell that will give your customers more real service and satisfaction than the Domestic.

The Domestic Iron is a labor saver and money saver in any home, and much needed and wanted in these times.

## Many Chances to Sell Electric Irons This Summer

## *Get the Business With the Domestic*

Right now you can sell Domestic Irons every day. Order a case of six or twelve as a starter from your jobber, or from us, TODAY

**DOMESTIC ELECTRIC IRON**
**Retail Price**
**$7.25**



**Attractive Advertising Material Free**

New three-color display card in each carton. If you already stock the Domestic, we'll send two cards by mail if you ask.

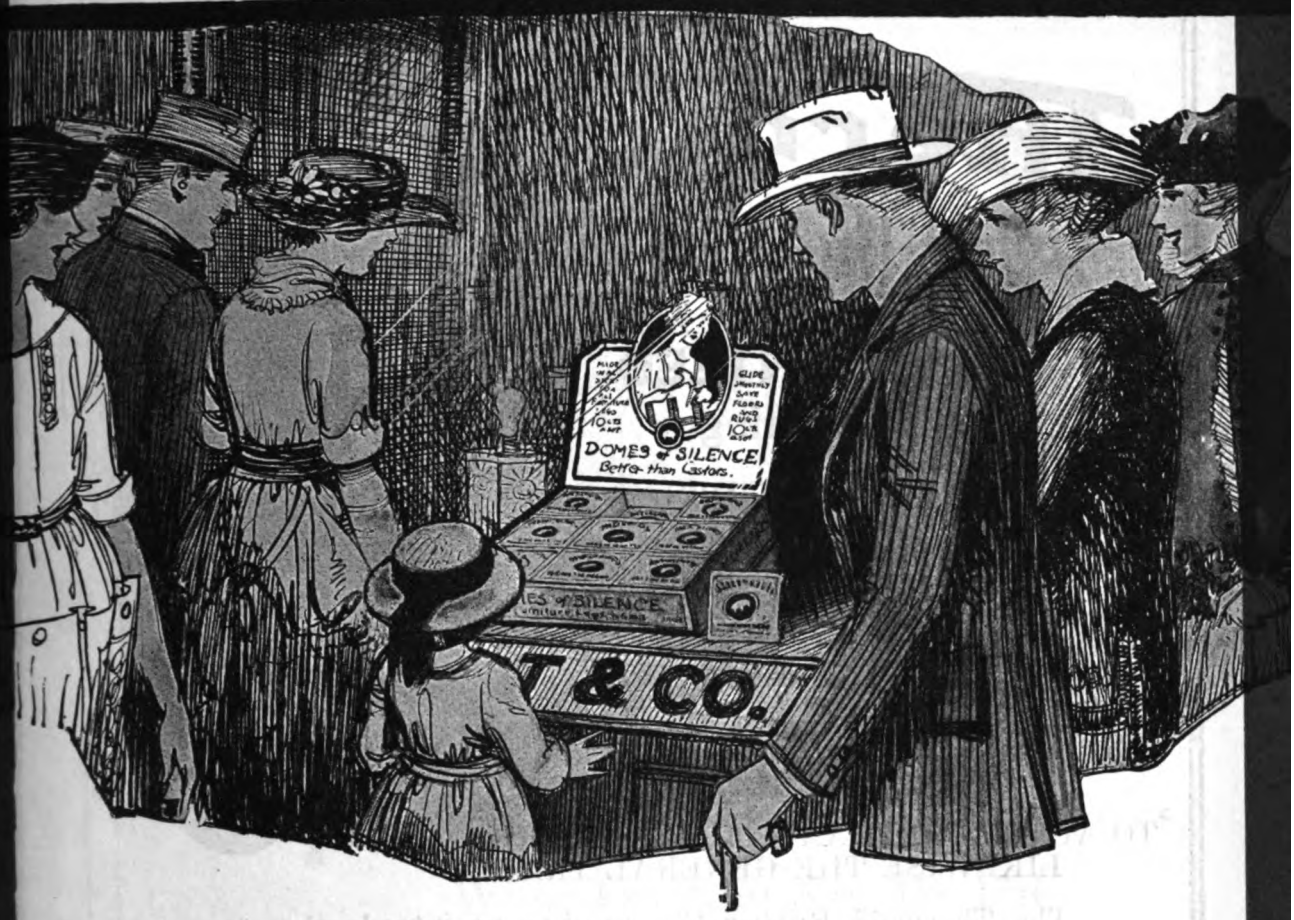
Electros from new drawings for your newspaper and circular advertising.

Envelope enclosures and folders for your customers.

**CHICAGO FLEXIBLE SHAFT COMPANY**

**5604 Roosevelt Road, Chicago, Ill.**

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# *Display*

Display, in the window or on counter, means increased sales, increased turnover, greater profits. This is particularly true when applied to merchandise in which the public are interested.

## DOMES OF SILENCE

are such merchandise. They have been advertised so extensively that most home owners know just what these efficient slides will do.

Made of case hardened steel, simple in construction.
They save floors, rugs, carpets and furniture.

The new counter display shown above is both practical and artistic and has already proved a great booster for sales.



If you have not already bought,

**ORDER FROM YOUR JOBBER TODAY**

**Special Assortment**



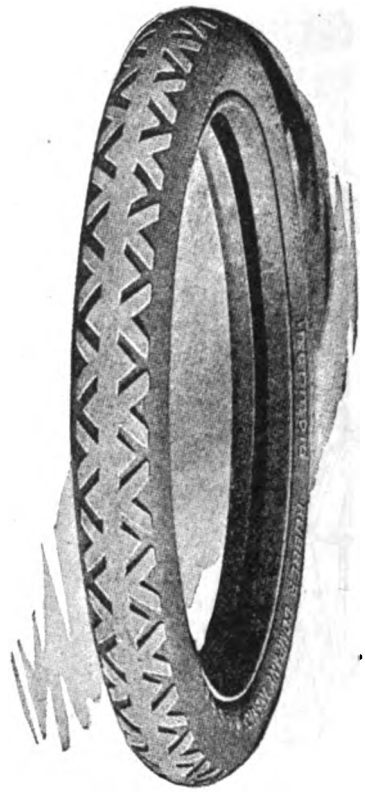
**HENRY W. PEABODY & COMPANY**

**Domes of Silence Division**

**17 State Street** **New York**

# Thermoid

## Crolide Tires and Tubes



**GUARANTEED**
In Writing

FABRIC TIRES
7500 Miles - Ford Sizes
6000 Miles - Large Sizes

CORD TIRES
8000 Miles

## Announcement

TO AUTOMOBILE AND TIRE DEALERS—
LIKEWISE THE GENERAL TRADE:

The Thermoid Rubber Co. requires no introduction, its past and present reputation having been for 40 years a national symbol of business integrity and ADEQUATE FINANCIAL resources.

The company advertises very extensively and its name and products are well known by motorists throughout the entire country. Their factories are fitted with the most modern machinery and equipment and a highly paid, scientifically trained organization of picked workmen.

We are assured and we confidently extend this assurance to the many friends of this company that "Thermoid" is a LONG WEARING QUALITY TIRE — ENTIRELY HAND MADE and EXACTLY SUITED to CALIFORNIA TERRITORY CONDITIONS.

The "SELLING PROPOSITION" will guarantee — **complete stocks** and **delivery — distributing rights** — and a **satisfactory profit.**

ASK OUR SALESMAN, or WRITE US.

## Dunham, Carrigan & Hayden Co.

EXCLUSIVE WHOLESALE DISTRIBUTORS FOR NORTHERN CALIFORNIA, CENTRAL CALIFORNIA, WESTERN NEVADA

**SAN FRANCISCO, CALIFORNIA, U. S. A.**


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# What Do You Say To The Shell Salesman?

When you order guns, rifles, fishing tackle, hunting clothes or shoes, you don't say "just put me down for $10,000 worth. Send me anything you have in stock."

First you see what the salesman has to offer and then you specify the very best quality and the very best selection that you can get for your money.

Buy your loaded shells the same way. *Insist that they be loaded with*

**HERCULES**
*Shotgun Powders*
**INFALLIBLE** and **E.C.**
**L & R ORANGE EXTRA**

**HERCULES POWDER CO.**
1043 Orange Street
Wilmington Delaware

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Queen Anne Pattern

# Silverware Draws Women to Your Store

High-grade Flatware, carefully kept and suitably and attractively displayed, will do more perhaps than any other agency to take your store out of the for-men-buyers-only class.

Do you realize just how desirable feminine patronage is? Have you done what you can to get it?

Don't tuck away a few sets of Knives and Forks in a dark corner and expect a searching party to dig them up. Give the ware a prominent place, keep it in condition, handle it as silverware, not as nails, make special displays of it. It will impress the woman shopper to know you handle the Flatware that matches the Hollowware she has seen illustrated in our advertising.

Write our Advertising Department for advertising and display helps.

**INTERNATIONAL SILVER CO.**
**Meriden, Conn.**

**Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.**

# 1847 ROGERS BROS.

**SILVERWARE**

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# There's a Double Guarantee back of all

# IRON HORSE METALWARE

"As Strong As The Name Implies"




The guarantee of the Rochester Can Company, manufacturers of Iron Horse Metalware, and also the guarantee of your jobber who supplies you.

An Iron Horse Metalware sale is never complete until the purchaser is thoroughly satisfied.

And it is upon this broad guaged business principle that Iron Horse Metalware has forged ahead with tremendous strides until today it is nationally recognized as the "Gold Standard" of metalware value.

Have you a good supply of Iron Horse Garbage and Rubbish Cans, Sprinklers, etc., to take care of the demands of this busy Summer season? Let us suggest that you check up carefully and if not place your order at once to insure prompt delivery.

*A copy of our complete catalogue will be mailed you gladly on request.*

ROCHESTER CAN CO.
ROCHESTER N. Y., U. S. A.


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# Remove Stock Rapidly and Smoothly

FILES OF QUALITY

*"The*

## *DELTA*

**Is the only Line of Files from 3 to 24 inches that are made absolutely of**

**CRUCIBLE STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

**Delta Files** are made in several shapes and sizes—there is a shape and size for your particular requirement.

**Use Delta Files** in your shop—you will increase your output and greatly reduce your cost of filing.

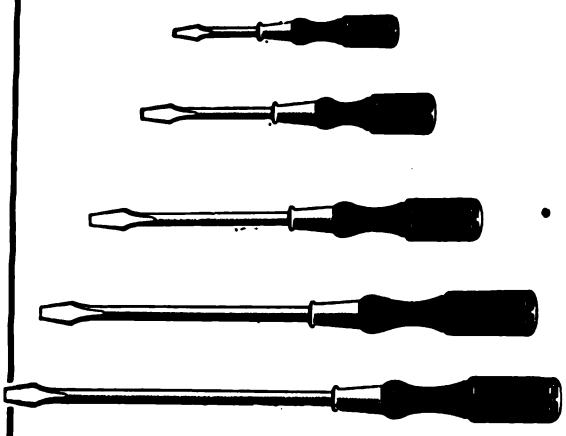
TRADE MARK
DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

## DELTA FILE WORKS
**PHILADELPHIA, PA.**

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# Stanley Tools



## "HURWOOD" Screw Drivers

### Unsurpassed for Strength and Durability

Blade, Shank and Head are one piece of special steel. Two patented projecting wings under the head together with a rivet which passes through the ferrule, handle and shank, securely fastens the Blade in the Handle, preventing its turning.

The Blades are finely tempered and well finished.

The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

**Manufactured by**

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**




FOR over 88 years the Simonds Manufacturing Company has maintained a reputation as a leader in the making of edge-holding tools. With this experience and quality of steel, plus workmanship, it is not strange that the Simonds Hand Saw should be a high-class product. In every section of the world Simonds Saws are known and used, both by carpenters and handy men. They are pronounced by users to be the best of the better saws. Accordingly Hardware Dealers appreciate the value of such a line. Satisfied customers result from Simonds Saw sales, and reasonable profits come to dealers.

***Write for Catalog and Prices***

## Simonds Manufacturing Co.

*"The Saw Makers"*

**San Francisco, Calif.**
**Portland, Ore. Seattle, Wash.**
**Vancouver, B. C.**

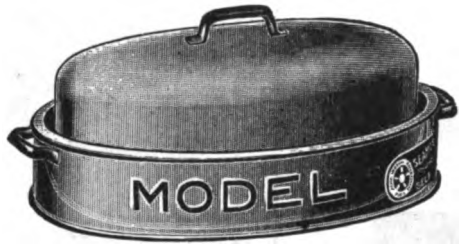

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1834 1920

# "MODEL" ROASTERS

**THE ROASTER OF SATISFACTION**

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory




Best Shape and Construction For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)

MAKES ROASTING A PLEASURE
(No Basting Over Hot Oven)

CENTRAL STAMPING COMPANY

HAS HOT AIR JACKET
(Prevents Burning)

CLOSE FITTING HANDLES
(Economy of Space)

**TRADE MARK**

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

**TWO SIZES**

**Small Holds**

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

**Large Holds**

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens

Small 10¼ - in. x 15⅛ - in. including Handles 17 in.
Large 11¾ - in. x 17⅝ - in. including Handles 19¼ - inch.




Blue Glazed Enamel




Gray Mottled Enamel

Represented in California by
**BARRETT & ROSS**
Rialto Bldg., Room 329
New Montgomery and Mission Streets
San Francisco, Cal.

In the State of Texas by
**CHAS. A. SCHMIDT, Jr.**
San Antonio, Texas




"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
**FRED A. LEE**
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

**THE CENTRAL STAMPING COMPANY - NEW YORK**

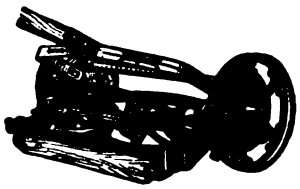

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PENNSYLVANIA
*Quality*
LAWN MOWERS

# *Announcement*

In sending out revised lists and discounts for PENNSYLVANIA *Quality* lawn mowers for the season of 1921, we wish to relieve our jobbing distributors from all blame in failing to deliver enough of these machines to supply the unprecedented demand which there has been for PENNSYLVANIA *Quality*, and to advise that, although we have refused almost all export orders, we have not found it possible to get production, through our failure to receive the necessary materials or get adequate supply of labor.

For the season of 1921 we are only safe in promising to give our old customers the benefit of our best efforts and to urge early specifications on the part of both dealer and jobber.



PENNSYLVANIA LAWN MOWER WORKS
JOHN BRAUN SONS
FOUNDED 1877 PHILADELPHIA

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# BRIER HILL STEEL CO.

## PLATES

7/64 TO 2 IN. THICK
UP TO 120 IN. WIDE

BLUE ANNEALED
1/4 IN. TO 16 GAUGE

BLACK & GALVANIZED
10 GA. AND LIGHTER

## SHEETS

GENERAL OFFICES, YOUNGSTOWN, OHIO

District Offices: New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburgh, New Orleans, Salt Lake City, San Francisco, San Antonio

EXPORT AGENTS, CONSOLIDATED STEEL CORPORATION, NEW YORK CITY

# PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

## BEST IN THE WORLD

**Phoenix Shoes are Kept in Stock by the Following Houses**

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

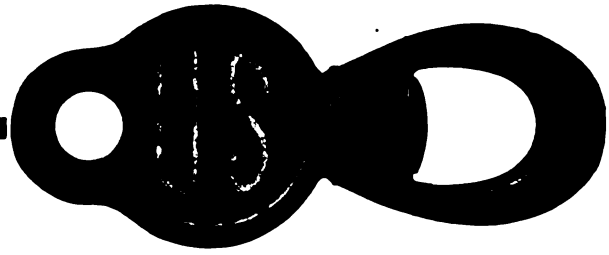
MANUFACTURED BY

## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK


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# LOOK FOR THE SWIVEL!

**You'll find it on every genuine U. S. Trace Chain — It's our patented swivel — smooth and easy working.**

# TRACE U.S. CHAINS




In strong burlap bags always

are electrically welded and machine tested— We guarantee every link and will replace every chain that breaks in the weld.

MADE BY

**U. S. CHAIN & FORGING COMPANY**
Union Arcade PITTSBURGH, PENNA.

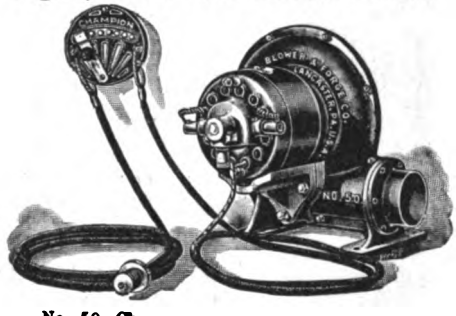
## Champion Blowers, Forges, Drills and Screw Plates



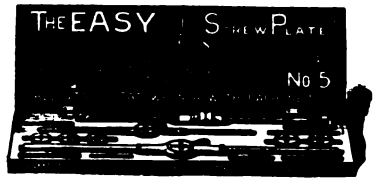
No. 400 Blower

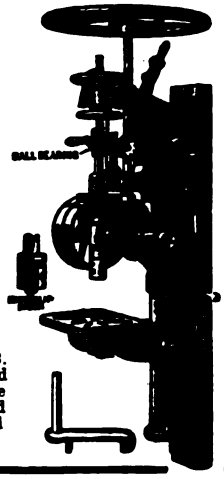


No. 401. Rivet Forge

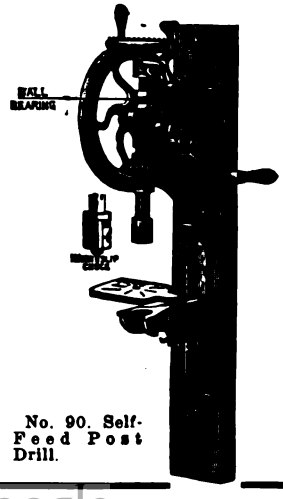


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



No. 203. Self-feed and Double Compound Lever Feed Drill.



No. 90. Self-Feed Post Drill.

**Screw Plates in Four Styles, Cutting up to 1½"**

**CHAMPION TOOLS, Built for Service**

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

**CHAMPION BLOWER & FORGE CO.**
Lancaster, Pa., U. S. A.


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# FACTS
## Worth Remembering




In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

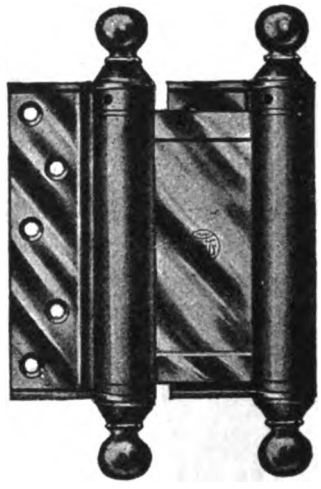
*Please Order Through Your Regular Jobber*

Manufactured by

*The* LUDLOW SAYLOR WIRE CO.
ST. LOUIS, MO.

TRADE CHICAGO MARK
## SPRING HINGES

**Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.**



**You can safely stake your reputation on its *quality* and *performance*. It swings doors faultlessly. Thousands in use.**

**Sell a product that brings satisfaction and nets a good profit. Keep well stocked.**

*Send for Catalogue H-36*

**Chicago Spring Butt Company,**
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives


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Nos. 50, 55 and 56 Machinist's Case

# PILLIOD
## Tool Cases

**THE**

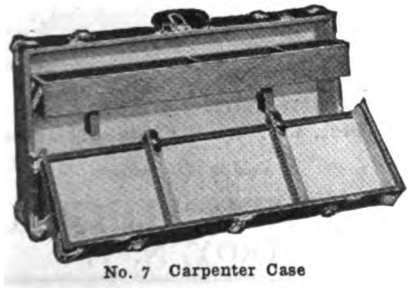
**BUILT FOR SERVICE**

**LINE**

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto-Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

## The Pilliod Lumber Co.
**SWANTON, OHIO**

**Western Representative**
**SPRAKE SALES CO.**
822 Higgins Bldg., Los Angeles, California
525 Market Street, San Francisco, California
633 Railway Exchange, Portland, Oregon
223 Kerns Bldg, Salt Lake City



No. 7 Carpenter Case

# SAVAGE

SAVAGE ARMS

## The Savage Sign *for* The Savage Line

Here's the Savage Sign—built especially for your show-case or window display. A brilliant—distinctive—striking reminder to your customers that your store is stocked with the Savage line.

We've made this sign to match in quality the products it advertises—a Savage Sign in every sense of the word. And you can order yours now! Write to Dept. A.

***Savage Service***

***Is Behind All Savage Products***

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**

**Sharon, Pa.** **Chicopee Falls, Mass.**

**Executive and Export Offices**
**50 Church St., New York**

*Owners and Operators of the*
Stevens Arms Co.
Chicopee Falls, Mass.

Savage Arms Corporation
Utica, N. Y.

Gentlemen:
Please send free of charge by return mail one of the New Savage Signs.

Name .....

Address .....

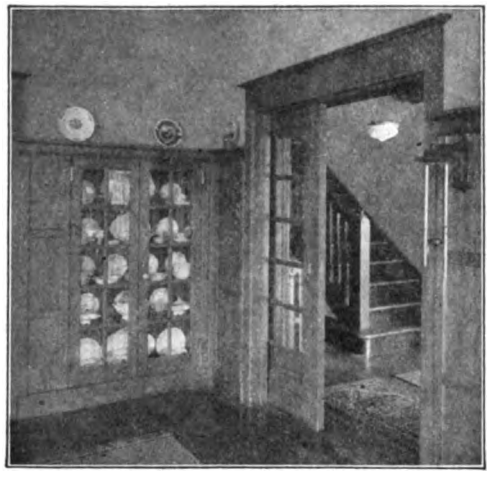

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# Think of the Homes in Your Community!

Think of the doorways in those homes! Think of the high reputation for valuable suggestion and the wonderful business prestige you can build up; think of the beauty, convenience and economy you can impart to those homes, by putting into their doorways—

## Richards-Wilcox House Door Hangers

The dining-room doorway in the illustration is only one example of a happy application of R-W House Door Hangers.



Closed, this doorway gives the artistic appearance of French doors. Note how the glass paneling harmonizes with the glass paneling of the cabinet doors.

Open, the door is out of the way and out of sight.

The pantry door is another example of a difficult problem solved by R-W House Door Hardware.

There are others; closet doors—parlor doors—hall doors.

*A direct mailing campaign on R-W House Door Hangers among the builders, architects and home owners in your community would be profitable to you*

*We will furnish you illustration inserts and suggestions*

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides"
AURORA ILLINOIS U.S.A.

# LANE'S
## Steel Wagon Jack



NO CAST METAL
NO WOOD

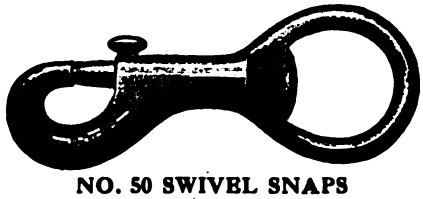
**Strong -- Light -- Compact**

SUBSTANTIAL PROFIT TO THE DEALER

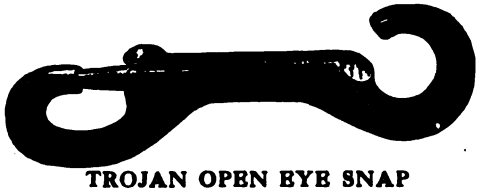
Have You Catalog and Latest Prices?

**LANE BROS. CO.**
RIVER STREET - POUGHKEEPSIE, N. Y.

# SNAPS
## FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

*Sold by All Jobbers*

**COVERT MFG. CO.**
TROY, N. Y.


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# "THE RECOGNIZED LEADER"




ELECTRO-ZINCKED **AFTER** WEAVING

**Order Thru Your Jobber**

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

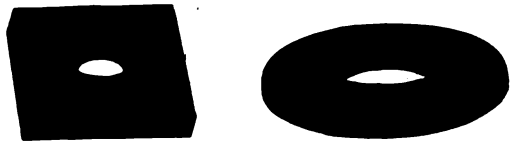
## AMERICAN WIRE FABRICS CO.

**208 So. La Salle Street, Chicago, Illinois.**

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

# There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers**
**Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates**
**Sheared and Punched Plates**

PROMPT SHIPMENTS

## Wrought Washer Mfg. Co.

**Milwaukee, Wis.**

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.



Pat. Oct. 30, 1917
*Cross section showing sturdy handle construction.*



## The Perpetuo Screw Driver—

The sturdy tool for strenuous jobs

**Another Guaranteed Mayhew Product**

Perpetuo is the screw driver your customers have been looking for—they will buy it on sight. It is built for the strenuous life, of selected, tough, tool steel, Mayhew hammer-forged and perfectly balanced craftsman's tool —its Rock Maple handle is locked into the blade for all time insuring perpetual strength and dependability.

Perpetuo should be your big leader this season. Stock it and display it now. Ask for Number 700 *Perpetuo* and order today.



No. 700 Perpetuo

*At your jobber's—or*

**MAYHEW STEEL PRODUCTS, Inc.**
**291 Broadway, New York**
**508 Mission Street, San Francisco**

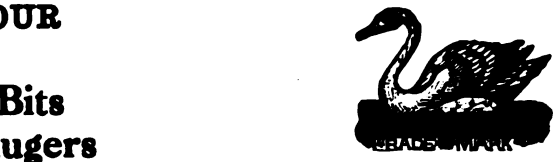
## MAYHEW MADE TOOLS ARE RIGHT


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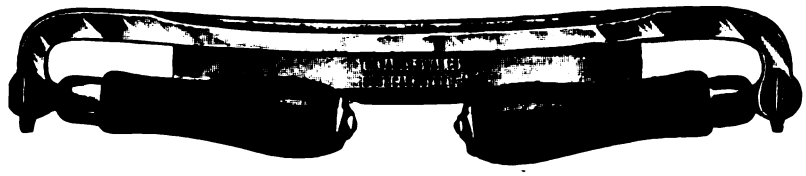
# THE JAMES SWAN COMPANY

**SEYMOUR** **CONNECTICUT**

**Bits**
**Augers**




**Chisels**
**Draw Knives**






**Nail Sets**
**Gimlets**



**Gouges**
**Screw Drivers**

**New York Office: 100 Lafayette Street**

**WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION**

**Sold by THOMSON-DIGGS COMPANY, Sacramento, California**

# PORTER'S
# New Easy Bolt Clippers



Are you handling the

## 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

**Address**

**Omer Cox**
**Postal Telegraph Bldg.,**
**San Francisco, Cal.**

**Jones & Cox,**
**Newhouse Bldg.,**
**Salt Lake City, Utah**

**Sands & Cox,**
**San Fernando Bldg.,**
**Los Angeles, Cal.**

**Turnbull & Cox,**
**Inter State Trust Bldg.,**
**Denver, Colorado**

**Strimple & Cox,**
**L. C. Smith Bldg.,**
**Seattle, Wash.**

**Strimple & Cox,**
**Corbett Bldg.,**
**Portland, Ore.**

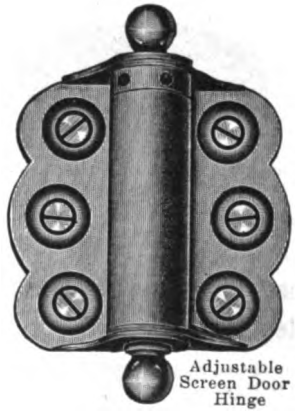
## H. K. PORTER

**Bolt Clipper Specialist**

**6 ASHLAND STREET, EVERETT, MASS.**

# SHELBY SCREEN DOOR HARDWARE

**WE ALSO MAKE**



Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

## The SHELBY SPRING HINGE CO.

**SHELBY, OHIO, U. S. A.**

COAST REPRESENTATIVES

**POND HARDWARE CO.,**
**Los Angeles, Cal.**

**D. L. HERMAN,**
**Seattle, Wash.**


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# "Sterling"




**Hard** **TUNGSTEN STEEL** **Flexible**

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

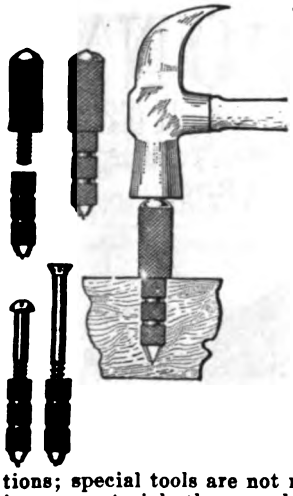
Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

**CALDWELL SALES COMPANY, 320 Market St., San Francisco, Cal.**
**Exclusive Pacific States Representatives**



## The Only Screw Holes in the World

### The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

**THE STINE SCREW HOLES CO., Waterbury, Conn., U. S. A.**

**BRIDGEPORT HDWE. MFG. CORP., Bridgeport, Conn.**

**The So Handy Pocket Knife Tool Kit for Motorists, Campers, Fishermen, Etc.**

No. 27—Blued Tools; Price $3.50 Each




No. 270—N. P. Tools; Price $3.50 Each

Size of Kit, 3x4½ inches; Weight 5 ounces. Black Leather Pouch.

**No. 42, Little Wonder Drivers**




C. W. GAUSE CO.
Western Sales Agents
693 Mission Street
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City, N. Y.

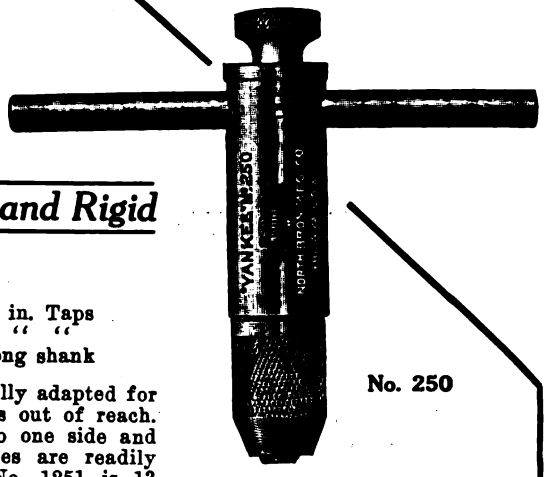

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# "YANKEE"

## TAP WRENCHES




No. 1251 Length 13 in. Over All




No. 250

*Right and Left Hand and Rigid*

**THREE SIZES**

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

*Your Jobber Will Supply You*

## NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U. S. A.

# "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

**Rigid Light Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**

# The "PONY"

**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**



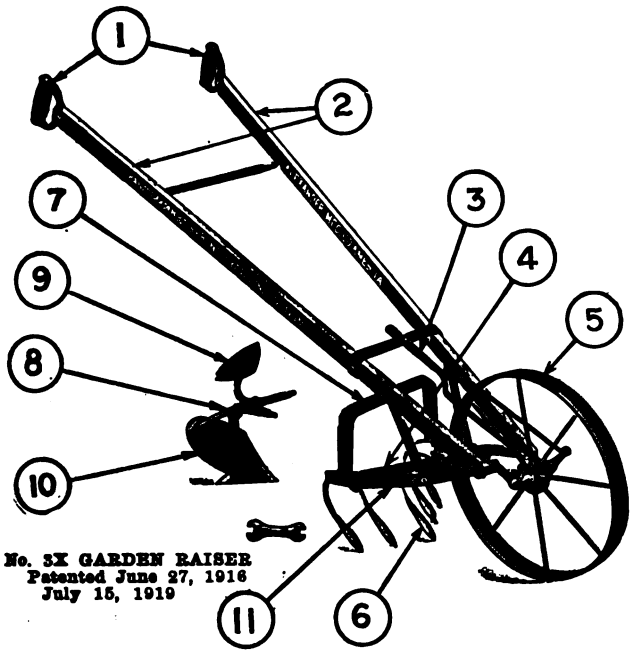

"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

**Made by**

## F. H. SMITH MFG. CO.
CHICAGO, U. S. A.


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No. 3X GARDEN RAISER
Patented June 27, 1916
July 15, 1919

## No Wrench or Tool of Any Kind is Needed to Change Equipment Here

Pull outwardly on spring steel sides (11) of main frame of **cultivator.** This allows 4, 6 and 7 to be removed, turned over, and replaced, and we have a **wheel hoe.** Or, by laying 4, 6 and 7 aside, and placing 8, 9 and 10 in their place, we have either a plow, or, a tool for marking out rows for planting.

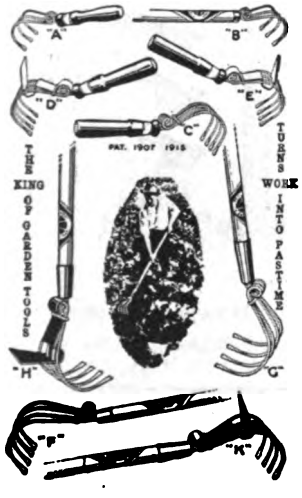
## QUALITY

This unique construction, together with the HIGH GRADE MATERIALS used, and the extraordinary finish given to grinding and polishing of the tillage tools, makes the No. 3X Alexander Garden Raiser the best value, in a garden tool, on the market today. Our 32 page catalog shows a complete line of seeders and cultivators.

"THE GARDEN DESERVES A GOOD TOOL"

**Alexander Manufacturing Company, Inc.**
Established 1913 Ames, Iowa, U. S. A.

## REICHARD'S
Combination Spring-Tooth
## Magic Weeder Hoes
**SAVE TIME AND STRENGTH**




Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
**THE F. C. REICHARD MFG. CO.**
Bangor, Pa., U. S. A.

## More Than a Million in Use
## The Demand Still Growing



**NORCROSS**
**Hand Cultivators**
are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily — at a good profit — and you can confidently recommend them.

ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

**C. S. NORCROSS & SONS, Mfr's.**
BUSHNELL, ILL., U. S. A.


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## "PITTSBURGH PERFECT"

# WIRE NAILS ALL KINDS

**BARBED WIRE BALING WIRE BALE TIES**

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

# WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

**PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.**

**A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building**

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

**Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:**

**Dunham, Carrigan & Hayden Co.,**
San Francisco, Cal.
Northern California and Nevada.

**Whiton Hardware Company,**
Seattle, Wash.
Washington and Oregon.

"PITTSBURGH PERFECT" TRADE MARK REGISTERED

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**COBBLER SETS**




**LEADER**
The Right Kind for You to Handle

**STAR HEEL PLATES**




No. 4

THE BEST MADE

FAST SELLERS
MADE IN 7 SIZES

**SHOE STANDS & LASTS**




**Empire Guaranteed**

OUR PRICES ARE RIGHT, TOO

WRITE FOR CATALOG No. 15

**STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.**

**Pacific Coast Representatives**—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. **Utah and Idaho**—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah

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## WAGNER Door Hangers and Tracks



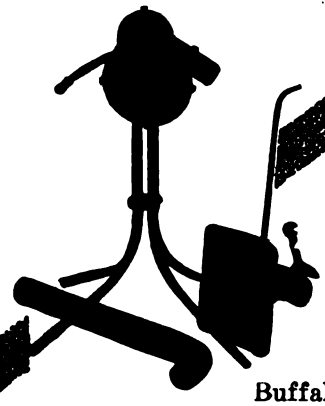
*Roller Bearings*

**Quality** hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

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***Complete stock carried at Tigard, Oregon, Branch***

**WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.**



# Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

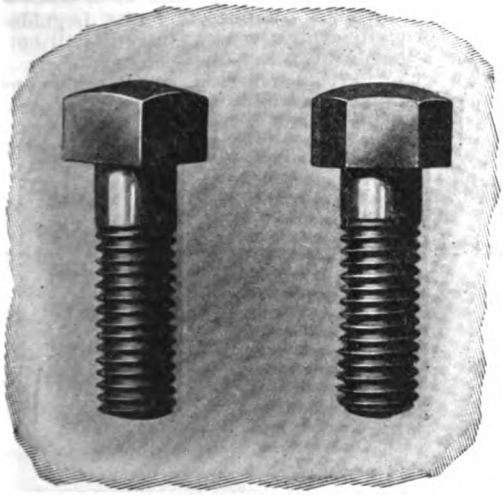
*Write Dept. 37 for Complete Catalog*

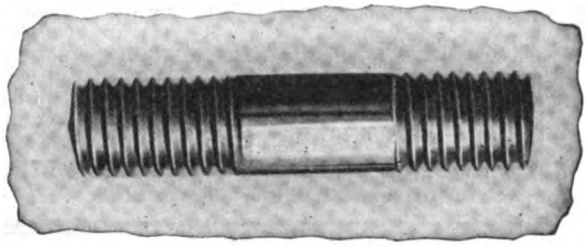
**BUFFALO FORGE COMPANY**
BUFFALO, NEW YORK

"Buffalo"



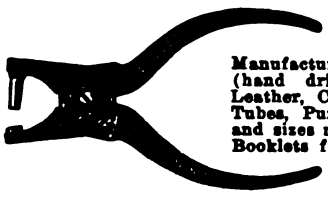






**WM. H. OTTEMILLER CO.**
YORK, PA.

**Manufacturers of Cap and Set Screws**
**Screw Machine Work**



**EYELET TOOL CO.**

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON-MASS

**SAND'S PLUMBS AND LEVELS**



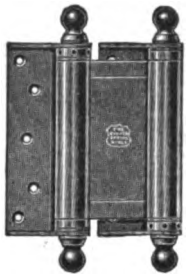
Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.
YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan


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ONLY

# BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



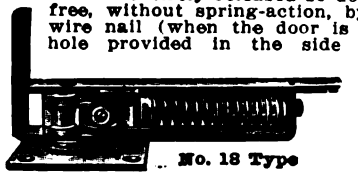
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



**Bommer Floor Surface Spring Hinge**

**Has Release and Holdback Features, Ball Bearing and Alignment Device**

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

**BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.**






*Established 1863*

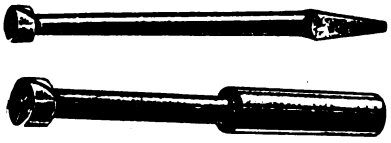
"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



# "Forstner" Brace and Machine Bits

**For Fine Carpenter, Cabinet and Pattern Work**

**SPECIALLY ADAPTED FOR HARDWOOD WORKING**

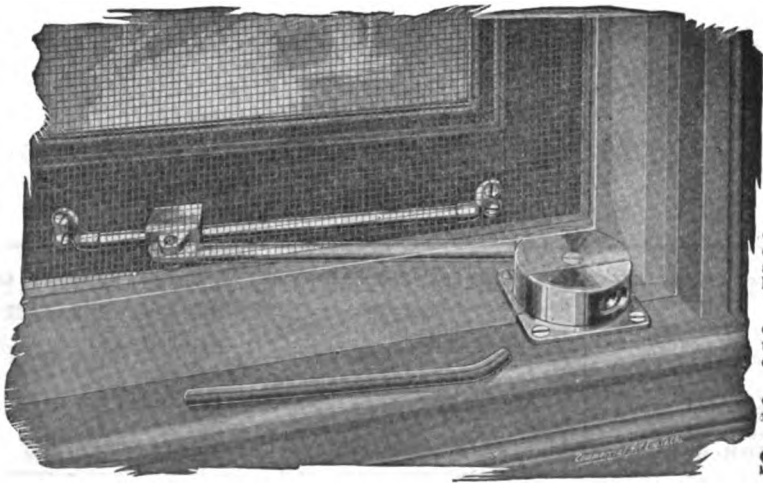


The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

**Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue





Handle Detached. Cut shows Right Hand Casement Adjuster

# Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

**SUPERIOR SPRING HINGE CO.**
136 W. Lake Street, Chicago


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# 9902 N. C.

**SLAYMAKER R.F.D. PADLOCK**




(With chain—No. 9902)

**THE ORIGINAL R. F. D. PADLOCK**

FIRST MADE BY SLAYMAKER — CARRIED BY MOST JOBBERS

When you order Mail Box Locks, insist on the genuine 9902 or 9902 N. C.

**SLAYMAKER LOCK CO.**

Lancaster, Pa.

A. C. RIDDELL, Western Sales Manager,
818 Higgins Building, Los Angeles, Calif.





**WOOD SCREWS**

MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

**REED & PRINCE MFG. CO.,**
WORCESTER, MASS.

# MAYDOLE HAMMERS

**THE WORLD'S STANDARD**

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

**The David Maydole Hammer Co.**
NORWICH, N. Y., U. S. A.




# "LENOX"

HACK SAWS







BAND SAWS




AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.

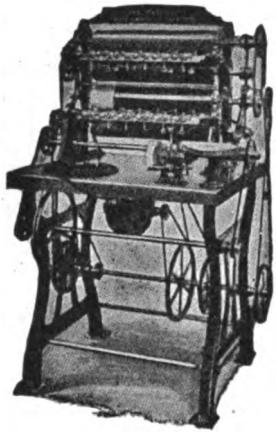

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# The H. C. of Shaving

Men with foresight have figured it out that it pays to shave themselves and save time, money and "tips." This accounts for more men using safety razors today than ever before, because the "safety" saves the most time and "Time is Money." A

## HATFIELD COMPLETE SHARPENING MACHINE

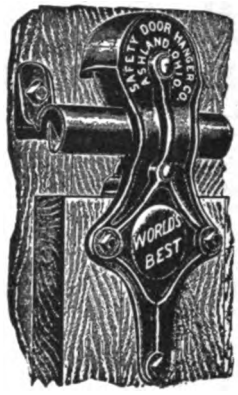
will bring you in lots of blades to be sharpened, because this well known machine sharpens all makes of safety razor blades and sharpens them quickest.



It is the only machine that sharpens blades with a lateral motion —the one correct way. And it turns them out keenly and smoothly edged for a perfect shave at the rate of 12 every 5 minutes.

Get a Hatfield and get the profits which average from $7.00 to $15.00 per day.

**HYFIELD MFG. COMPANY**
21 WALKER STREET NEW YORK CITY




YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT

# World's Best Tubular Track

*Barn, Factory and Warehouse Door Hanger*

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiet Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

# ATLAS
## 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.



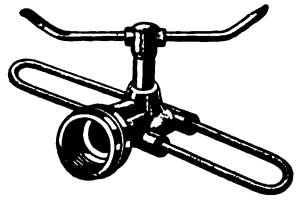
Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

# Thompson "Junior" Revolving Sprinkler



## *The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**
East Eighth and Santa Fe Ave.
LOS ANGELES


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# SAGER CHEMICAL PROCESS AXES

AND

# BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

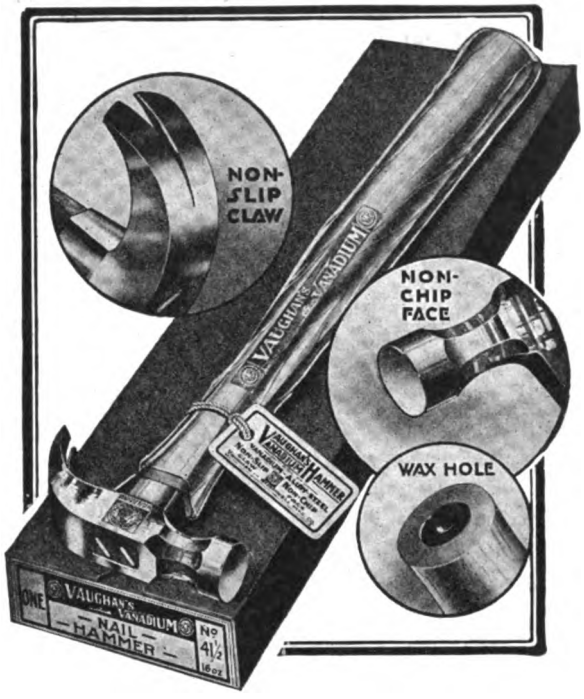
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HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

# Vaughan's Vanadium Nail Hammers

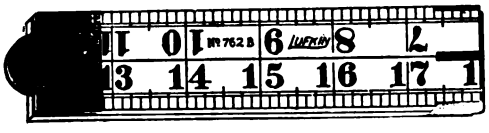



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

# LUFKIN TAPES and RULES

RELIABLE PROGRESSIVE LINES




106 Lafayette Street, N.Y. THE LUFKIN RULE CO. SAGINAW, MICHIGAN



# GILSON GARDEN TOOLS

## GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

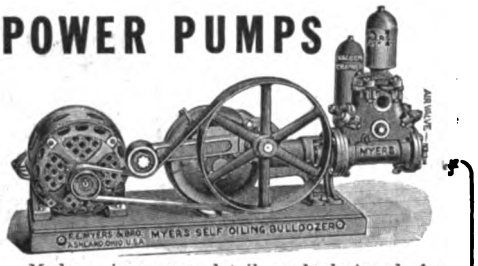


J. E. GILSON CO., Port Washington, Wisconsin

THOMAS M. GARDINER, Western Representative
P. O. Box No. 299 San Francisco, Cal.


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# MYERS SELF-OILING POWER PUMPS




Modern in every detail and designed for economical and efficient pumping service.

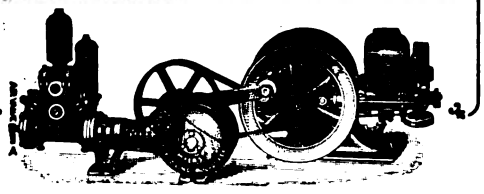
Are Self-Oiling; have covered working parts; extra large valves, and improved method of power application.

Will elevate water, force it against pressure, or pump it any reasonable distance.

Just as practical for pumping gasoline, kerosene, lubricating and other oils; also a successful boiler feed pump.

Operation any power. Different sizes meet depth and capacity requirements.

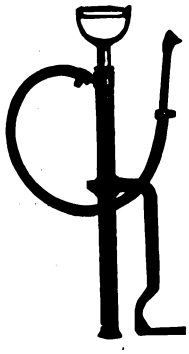
Circular and prices to the trade. Ask your jobber or write us.



**F. E. MYERS & BRO., Ashland, Ohio**
**ASHLAND PUMP AND HAY TOOL WORKS**

# The Utility Bucket Pump No. 95

Was designed to meet the demands for a small powerful double-acting spray pump. It is very efficient for domestic purposes. Pump is of all brass construction with two bronze ball check valves and hemp packed plunger. Equipped with our No. 80 Angle Service Nozzle, which is designed to give a fine mist.



By removing the variable disc a straight stream can be had for washing windows, autos, etc. Whitewashing can be done successfully with this pump.

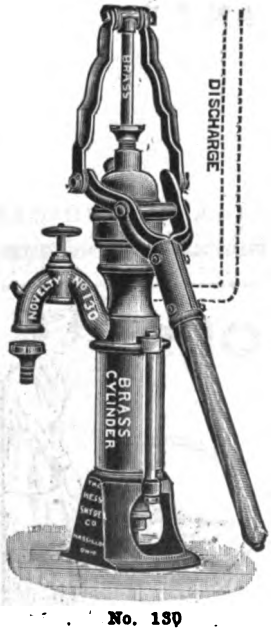
Write for Catalog and Prices

**Albert Lea Sprayer Co.**
**Albert Lea, Minn.**

GET A SUPPLY OF

# NOVELTY FORCE PUMPS

And treat your customers to the best




No. 130

We are the manufacturers of the original 'Novelty' Pump for WELLS and CISTERNS. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

**THE HESS-SNYDER CO., Massillon, Ohio**

**The Only Wrought Iron Anvil Manufactured in the United States**




The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
**Columbus, Ohio**

# SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere. We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

| | |
|---|---|
| Sash Cord | Shade Cord |
| Clothes Lines | Masons' Lines |
| Solid Braided Rope | Chalk Lines |

Send for catalogue and samples

**SAMSON CORDAGE WORKS — Boston, Mass**
**JOHN T. ROWNTREE, INC., Rep.**
**San Francisco, Los Angeles, Seattle, Denver, Salt Lake City**


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Goods Made by [pig] are Made to Please

# Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.



Applied on Drop Siding

## For Drop and Lap Siding

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.

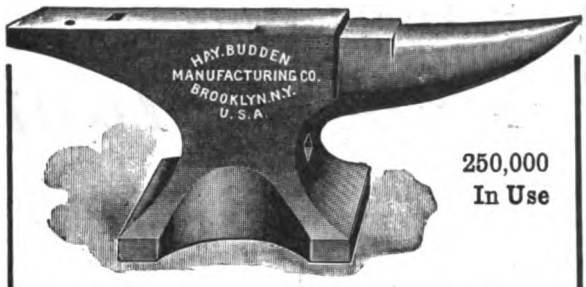
*Write Dept. 50 today for prices and details*



Used on Lap Siding

**F. D. Kees Mfg. Co. Beatrice, Nebr.**

# HAY-BUDDEN Solid Forged ANVILS




250,000 In Use

Entire top being in one piece of high-grade forged steel, makes a loose face impossible.

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

WESTERN SALES REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Turnbull & Cox, Inter State Trust Building, Denver, Col.

# OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

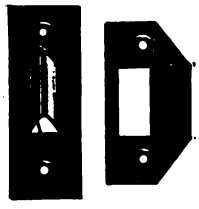
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

San Francisco, Cal. Portland, Ore.

# THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS





No. 699 No. 698 No. 1170

**THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.**

# "STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street New York

120 West Lake Street Chicago

# Sells to Every Belt User




Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

**THE JOBBER'S MFG. CO.** 327 S. LA SALLE ST. CHICAGO, ILL.

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# *A Good Rope—*
# *Seaport Manila*

Trade Mark

MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

Trade Mark

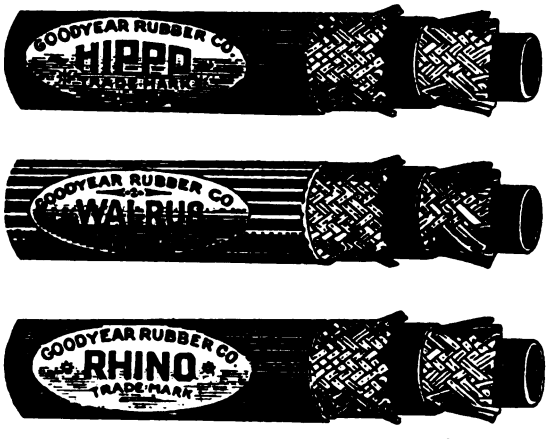
MANUFACTURED BY

*The Portland Cordage Company*

*Portland, Oregon* *Seattle, Washington*

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY


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**Quality Hardware**

**Tools**
**Automobile Accessories**
**House Furnishings**
**Cutlery**
**Sporting Goods**

We Give the Service You Need

WHOLESALERS — JOBBERS

**STREVELL-PATERSON HARDWARE COMPANY**
SALT LAKE CITY

**HONEYMAN Hardware Company**

Park and Glisan Sts. Fourth and Alder Sts.
PORTLAND, OREGON

Goldsmith Guaranteed Athletic and Sporting Goods

Camp Equipment
In Tents, Folding Camp Beds, Cots, Tables, Chairs, Stools, Etc.

Hardy's Combination Running Board Box and Camp Cook Table

Columbia Auto Luggage Rack

Cotton and Rubber Hose

Seeger Original Syphon and White Mountain Refrigerators

Fine Fishing Tackle

**A. M. HOLTER Hardware Company**

Helena, Montana

*Established 1867*

**WHOLESALE**

**Shelf and Heavy Hardware**

**Blacksmith Supplies**

**Sporting Goods**

**Automobile Accessories**

**HOLTER Hardware Company**

*Spokane, Wash.*

**WHOLESALE**

*High Grade Auto Accessories*

| | |
|---|---|
| Acme Paints | Sargent Hardware |
| Monarch Ranges | Peninsular Stoves and Ranges |
| Schuttler Wagons | Diamond Tires |
| Mill, Mining and Logging Supplies | |

**Prompt — Courteous Service**


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# YAKIMA
## Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

## Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received




Prompt Courteous Service

# H. Roth & Sons Company

## SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# WASHINGTON
## Hardware and Implement Underwriters
OF
## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the (P) Brand Won Three Out of Four of the 1919 Outdoor Championships of the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

**THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton

HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

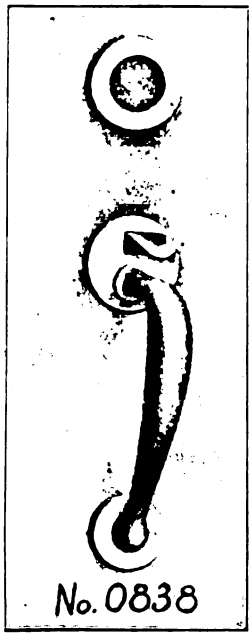
# Front Door Handles

## Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.




**WESTERN BRASS MFG. CO.**
217-219 Tehama St., San Francisco, Cal.

# Caldwell Sales Co.

**320 Market Street**
**SAN FRANCISCO**

Genuine Critchley Reamers
Hoover Steel Balls
Sterling Hack Saw Blades
Parker Drill Chucks
Vellumoid Packing
Wilton Gauge Blocks

American Machine Products Co. Accessories

**SALES THROUGH JOBBERS ONLY**


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# Hardware Specialists

## IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

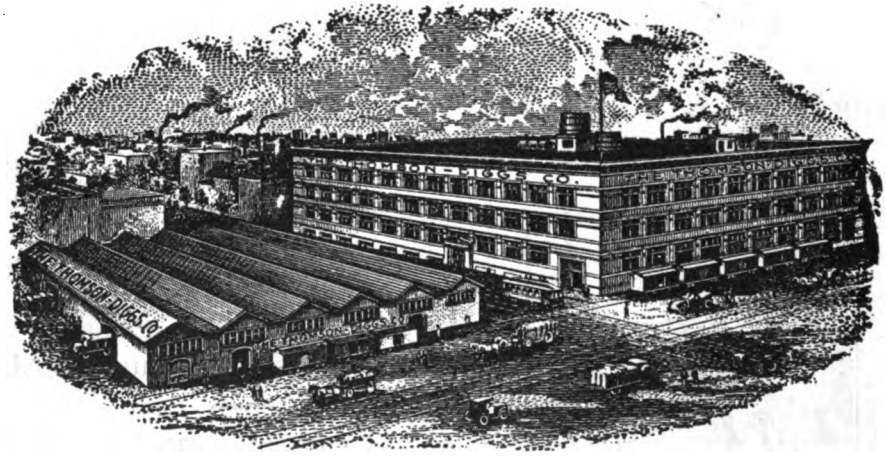
Salt Lake City, Utah

**The Salt Lake Hardware Co.**

Pocatello, Idaho

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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Home Made Devices are child's play for the Burglar. They are no protection to the home.

# The Hatcher Safety Lock

## Baffles the Burglar

A necessity in every Home. Sells on sight. Meets a want that has existed for years.

**RETAILS FOR**

**50 Cents**

**COMPLETE**



The Burglar cannot open the door that is fitted with a Hatcher Safety Lock.

MANUFACTURED BY

**R. H. MARCHANT CO.**

OAKLAND, CALIFORNIA

DISTRIBUTORS:

GRAF SALES CO., Manufacturers' Agent
Hearst Building, San Francisco

DUNHAM, CARRIGAN & HAYDEN COMPANY
Northern California Distributors

# Automobiles—Oil Cook Stoves

The ENGINE is the
*Heart*
OF THE AUTOMOBILE

The BURNER is the
*Heart*
OF THE OIL STOVE

## "Mando" Oil Cook Stoves

Have Seamless Drawn BRASS Burners
Made in One Piece — Leak Proof

WONDERFUL
"KEROGAS"
BURNER




Burns 400 Gallons of Air → To One Gallon of Kerosene Oil

DISTRIBUTORS

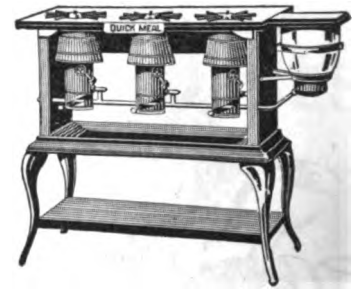
**MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.**


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Cupola Burner Oil Stove

TRADE MARK
QUICK MEAL




Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

## QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

**C. H. SCHIECK**

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
**GAS RANGES**

We also carry a large line of
**COAL RANGES**

# The Schaw-Batcher Co.

**SACRAMENTO, CAL.**

**WHOLESALE**

# HARDWARE

| | |
|---|---|
| Pipe and Fittings | Sargent & Co. |
| Canton Steel | Builders' Hardware |
| Ammunition | Mill and Mining |
| Sporting Goods | Supplies |
| Blacksmith Supplies | |

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




**Height....5¾ inches**
**Dial.....3¾ inches**

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

## MORGAN & ALLEN CO.

**150 Post Street, San Francisco, California**


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**Makes Stoves Look Like New**

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 26
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

**Distributors**

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.

The Colorado Utah Hdw. Co. Grand Junction, Colo.

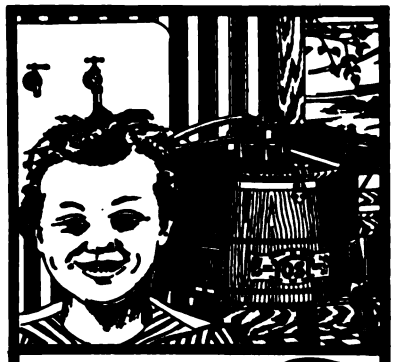
American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig Grand Central Palace New York City, N. Y.

Prescott & Co. Boston, Mass.

H. B. Hessler Co. Syracuse, N.Y.

J. F. Rappel Company Manitowoc, Wis.



**HOORAY FOR THE YOST**

The Distributors listed in this advertisement have been arranged for the convenience and prompt delivery to customers within the territory of these distributors, and we ask that you take advantage of this service and send them your specifications.

**The Yost Gearless Motor Company**
Springfield, Ohio

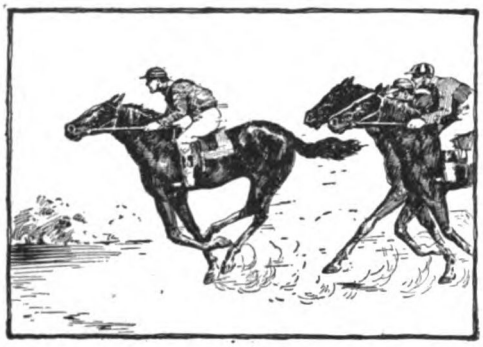
# Lalance & Grosjean Mfg. Co.

*Manufacturers of the Celebrated Lines of*

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
*and*
## Pearl-Agate
## Turquoise Enameled Ware

**New York Chicago Boston San Francisco**


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# A Sure Winner

You are taking NO CHANCES when you stock

## Ironton Bunsen Burner Heaters

A few of the special features in Ironton Heaters: The Bunsen Burner—the air mixer—the circulation of cold air from the floor—the admixture and secondary combustion. These and many other distinctive features constitute the superiority of the **Ironton,** and will bring many new customers to your store.

Irontons produce more heat per foot of gas consumed than any other heater in the market. They burn the gas clean, odorless and free from soot and poisonous gases. No blackened walls or ceilings. A trial always convinces the customer of the superiority of Ironton Heaters, and helps you to sell others.

**Ironton Heaters** are made in 68 different styles and sizes—a size and style suited to every requirement, and to every pocket-book.

## The Ironton Stove & Mfg. Co.

IRONTON
OHIO
U. S. A.



*Write now for catalog and prices and let us get together on the best gas heating proposition in the market.*

# WHITE MOUNTAIN REFRIGERATORS




## "The Chest With the Chill in It"

**The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.**

**Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.**

**To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.**




**Maine Manufacturing Company - Nashua, N. H., U. S. A.**

**BRANCH OFFICES:**

**New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco. Cal. Denver, Colo. Melbourne, Aus.**

**PACIFIC COAST DISTRIBUTORS**

**San Francisco.....Dunham, Carrigan & Hayden Co.**
**Sacramento .....Miller-Enwright Co.**
**Portland .....Honeyman Hardware Co.**
**Los Angeles.....California Hardware Co.**
**Seattle.....Schwabacher Hardware Co.**

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ALUMINUM

MADE IN OHIO, U. S. A.

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

### A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

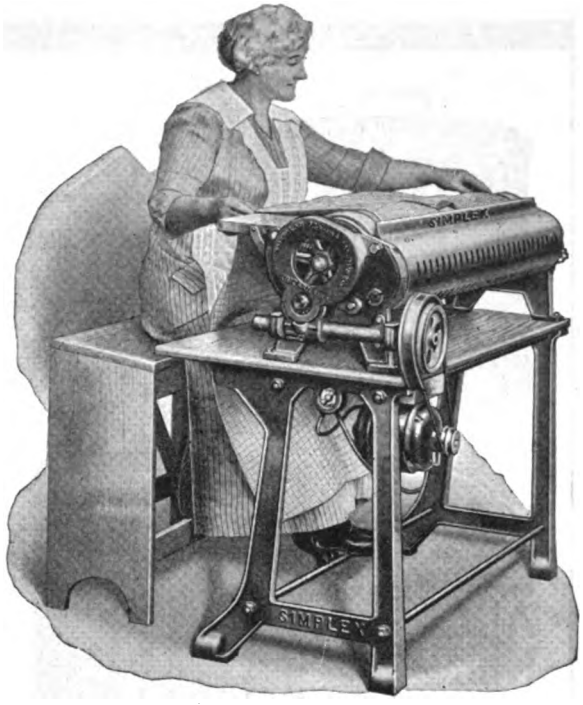
INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

**We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market**

Write Today and get our New Catalog just off the Press.

## The Buckeye Aluminum Company

WOOSTER, OHIO




## Assured Profits by Selling the

## SIMPLEX IRONER

"THE BEST IRONER"

Comfort and ease at what is otherwise very tiring work is a unique feature enjoyed by women who use the Simplex Ironer. This is possible because of the extreme simplicity of the Simplex, with its wonderful automatic feed control.

Women to whom you sell a Simplex can sit down and iron. That is a big selling point which is attracting many profitable sales to Simplex dealers everywhere.

The household appliance department selling the Simplex can do so with the satisfaction of offering customers the leader in the field.

We co-operate in training your sales force in specialty selling. The SIMPLEX Sales Plan for dealers is far-reaching. It provides new practical suggestions for the building up of your entire Household Labor-Saving Appliance Department.

Write Today for Further Particulars

## The American Ironing Machine Company

431 Sutter St., San Francisco, Cal.

Home Office: 168 N. Michigan Ave., Chicago

8-6-20

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Three sizes of Pail
Four sizes of Can




# Your Best Customers Already Know About This Can and Pail

In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

## THE WITT CORNICE CO.
CINCINNATI, OHIO

**For Sale on Pacific Coast by**

| | |
|---|---|
| Baker, Hamilton & Pacific Co. | San Francisco |
| Dohrmann Commercial Co. | San Francisco |
| Dunham, Carrigan & Hayden Co. | San Francisco |
| Heyman-Weil Co. | San Francisco |
| Holbrook, Merrill & Stetson, Inc. | San Francisco |
| Mangrum & Otter, Inc. | San Francisco |
| Seller Bros. & Co. | San Francisco |
| Thomson-Diggs Co. | Sacramento, Cal. |
| M. Seller & Co. | Portland, Seattle, Spokane |
| Whiton Hardware Co. | Seattle |
| Honeyman Hardware Co. | Portland |

# WITT'S CAN and PAIL

# Elgin Oil Heaters



TAKE ADVANTAGE OF OUR

**SPECIAL TERMS**

PLACE YOUR ORDER NOW FOR DELIVERY LATE IN THE SUMMER WITH FALL DATING

**ASK YOUR JOBBER**

ALL STANDARD FINISHES

USE STANDARD WICKS

**Write for Catalogue and Prices**

## ELGIN STOVE & OVEN CO.
ELGIN, ILL.

BEH & CO., 106 Franklin Street, New York City

Warehouses: New York, Philadelphia, Boston, Syracuse

# O. LINDEMANN & CO.

**35 and 37 Wooster St., New York** *Established 1863*









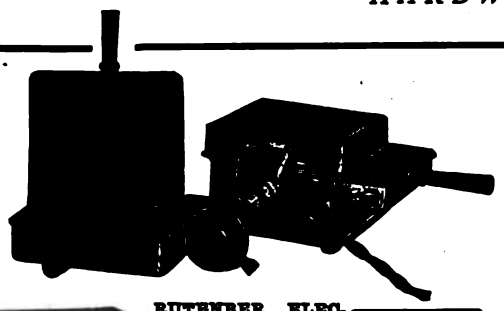
*Manufacturers of JAPANNED, BRASS and TINNED WIRE*

# Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.


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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.



Furnished complete with all the necessary cooking utensils. Full nickel finished.





We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.







**RUTENBER ELECTRIC CO.**

Marion, Ind., U. S. A.

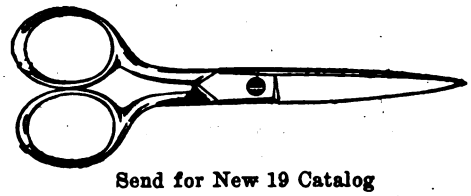


# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.



# TRINER "LIBERTY"

## PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

**Insist on the Triner. Your jobber can supply you.**

**TRINER SCALE & MFG. CO**

West Twenty-First Street Chicago, Illinois

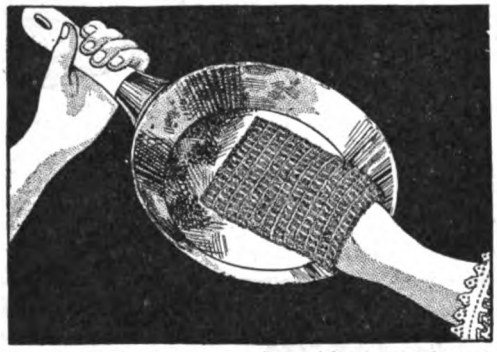
W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
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**CLEANS LIKE MAGIC**

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by

**JOHN W. GOTTSCHALK MFG. CO.**

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco


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# HOPPE'S
# NITRO POWDER SOLVENT No. 9




For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

## FRANK A. HOPPE
**2314 No. 8th St. Philadelphia, Pa.**

# HERCULES COLD SODER
**THE METAL MENDER**




Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

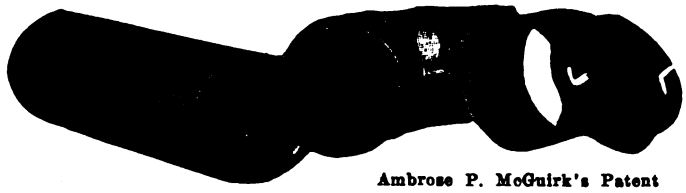
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**Dept. A COUNCIL BLUFFS, IA.**

NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

# SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.
Send for Price List and Descriptive Statement.

**SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA**



# BOLLER'S CRANK MOP WRINGERS
**Can Be Used Everywhere**

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

**PETER BOLLER MACHINE WORKS,**
122-124 N. Curtis St., Chicago, Illinois

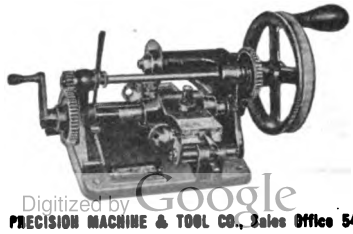


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**LARGEST MAKERS OF HIGH-GRADE LAWN MOWERS IN THE WORLD**

**Hand—Horse—Motor**

31st and Chestnut St. Philadelphia, Pa.



With the——
## Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

**PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.**


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Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

*"Let Us Tell You How You Can Profit"*



Model 95

"The Perfect Tone for Every Home."

**OPEROLLO PHONOGRAPH COMPANY**

54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

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**BUTCHER KNIVES**
**PARING KNIVES**
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**RAZOR STROPS**



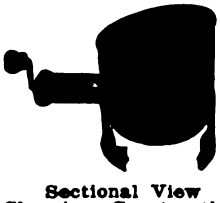

California Stock Pattern

**SHEARS**
**SCISSORS**
**MANICURE GOODS**
**FLASHLIGHTS**
**FISHING TACKLE**

We specialize in Stock and Ranch Knives for the Western trade.

**WESTERN STATES CUTLERY & MFG. CO.**

*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.



Sectional View Showing Construction

GENUINE
**HUNTER'S SIFTER**

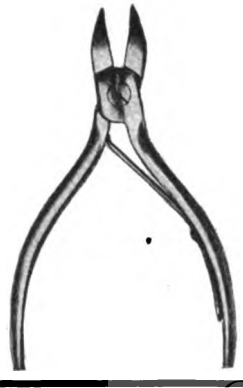
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Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

**THE FRED J. MEYERS MFG. CO.**

Bender Street Hamilton, Ohio



# UNITED NIPPERS

CUTICLE AND NAIL
HIGHEST QUALITY

*The Best to Buy---the Most Profitable to Sell*

**Western Sales Representative**

**W. H. WILBURN**

602 Williams Bldg.
San Francisco


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## A Line That Brings You Profit

Hang any one of these nursery items in your windows—and see how quick it sells. You'll find that there's already a demand in your town that you did not know about.

And there's a substantial profit in the Rock-a-Bye line for you. Write for terms and catalog, showing complete line of 20 nursery specialties. Ask Jobber.

**Perfection Manufacturing Co.,**
Dept. W Leffingwell and Montgomery Sts.
ST. LOUIS, MO.

# The Ontario Knife Company, Franklinville, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.




BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

# KNIVES

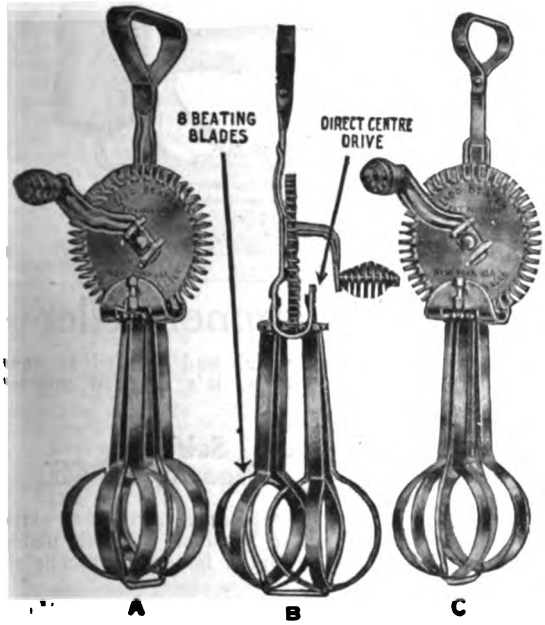
KITCHEN
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TABLE

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS** and a large variety of Knives with improved Sanitary Aluminum Handles




We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.


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# Ladd All-Steel Beaters

## 3 Sizes—For All Requirements

—Certainly ALL-STEEL: PERFECT BEATERS can't be made of anything else. ALL you merchants handle. Just STUDY these a minute by comparison with all others. Take them in your hands and observe the CONSTRUCTION, FINISH, NICKEL PLATING. STURDY WORTH. Then give them a spin, watch the floats revolve and you'll decide right now to PUSH THEM.

NOT IN 10c STORES: JOBBERS the world over and US.



LADD
Mixer-Churns




SATURN
Clothes-Line
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**United Royalties Corporation**
**1133 Broadway, New York**

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE
**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



# "THE BENJAMIN"

## A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

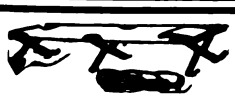
**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco



GENUINE
**Hildebrandt Spinners**
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.

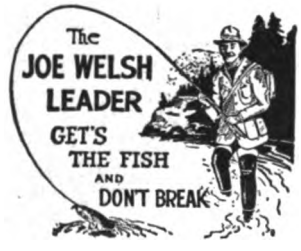


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COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

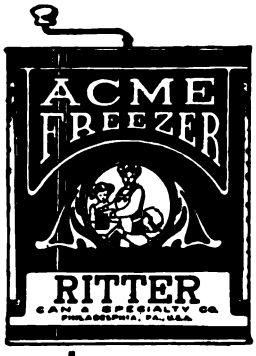
Advise your customers to use Joe Welsh Leaders — for economy's sake.
If you haven't them in stock — Get 'em quick.
Samples Sent Everywhere
3 ft. 25c, 6 ft. 50c
9 ft. 75c
No Knots—No Splices
No Breaking
Tough, Strong, Transparent




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PASADENA - CALIFORNIA
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# "ACME" FREEZER

**ONLY ONE SIZE—2 QUART**
**RETAIL PRICE $1.50**

SHOWS YOU A GOOD PROFIT
ORDER FROM YOUR JOBBER

MADE BY

**RITTER CAN & SPECIALTY CO.**
**PHILADELPHIA**

Factory Selling Agents
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106 Franklin St., N. Y.



## A Big Summer Seller

When the mercury is high and housewives want to iron in cool comfort, it's easy to interest prospects in

**THE Royal Self Heating Iron**

Over one million sales to date proves its worth and merit. Easy to operate; nickel plated throughout; heat regulated instantly; handle always cool.

Our Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc., help promote big sales.

**Dealers now selling Royal Irons are requested to write for above "Selling Helps"**

**ROYAL SELF-HEATING IRON CO.**
**575 WAYNE ST. BIG PRAIRIE, OHIO**

# AMERICAN SEAL PAINTS *and* CEMENTS

**"MAKE GOOD"**
**WITH YOU AND YOUR CUSTOMERS**

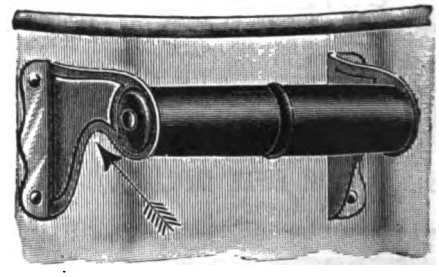
STAND FOR
**QUALITY and DURABILITY**




**WRITE US FOR DEALER'S PROPOSITION**

MANUFACTURED BY
**The Wm. Connors Paint Mfg. Co.**
**1852 TROY, N. Y. 1920**

# Keystone Boiler Handles



No. 1, Regular size for oval boilers.
No. 2, Regular size for square boilers.
No. 40, A new style made to hook over the edge of sinks, etc.

**The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.**

Send for samples.

## BERGER BROS. CO.

**Office, 229-231 Arch Street**
**Store, 237 Arch Street**
**Warerooms and Factory, 110-114 Broad Street**

PHILADELPHIA


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# What's In a Name

Enough—plenty — SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.




"Good Morning" (It's me they're talking about)

Evidence galore, Brunswick Balke (Pool Table Mfgrs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. HERE AND NOW.

"On and above the fact that GEM BRUSHES possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name G-E-M, connected with shaving things particularly, spells SUCCESS from every stand-point necessary and essential. GEM BRUSHES represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is BUYING POWER, they will ride forth with confidence of our trade to reach all points which is ULTIMATE CONSUMER via stations called DEALERS, through the transfer points called JOBBERS. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because GEM exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in GEM BRUSHES.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. GEM BRUSHES not only will sell on account of name, but, be backed up in use with real quality and service.

GEM BRUSHES will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that GEM BRUSHES are in a class alone, GEM BRUSHES are manufactured to sell no cheaper than good brushes can be produced.

GEM BRUSHES is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results GEM BRUSHES.

(Signed) THE GEM SAFETY RAZOR CORPORATION.

*Order From Your Jobber Now*

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**DI-MEL-INE**

**PAINTS - STAINS - ENAMELS**

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.) ..... $54.00
Jobber's Assortment (12 Doz.) ..... 21.60
Open Stock, all colors, per gross ..... 21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

*Write for Color Card, Circular and Booklet*

**MacLAUR PAINT Mfg. Co.**

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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# They Sell Themselves

That's why we want you to send for this beautiful display case of Golden Rule Novelty Knives made by the World's Largest Manufacturers of




Souvenir Pocket Knives, Photo Handled Razors and Cutlery Specialties. This case is sent Free with your first order. It has a high-grade finish, with a bevel plate glass top and is in reality a fixture of improvement for your store. It stages your goods so that every customer will see your line without a single word from you. Just the thing for you live dealers. Write today for the biggest, handsomest catalog of souvenir and novelty cutlery ever published. You take no risks when you deal with the original, old established and reliable

GOLDEN RULE CUTLERY CO.
212 N. Sheldon St., Dept. 116, Chicago

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THERE'S AN AUTO-WHEEL WAGON SOLD EVERY MINUTE OF EVERY DAY



## Are You Capitalizing on This Unique Sales Plan?

The first Auto-Wheel wagon you sell is only a starter. We have a sales plan which multiplies that sale for you. How? By inducing the boy buyer to organize an Auto-Wheel Coaster Club. Then, as new members join the club, they go to you to buy. There are hundreds of these Auto-Wheel Clubs now in operation. And the demand for the

Auto-Wheel Coaster and the Auto-Wheel Coadster

has grown until now an Auto-Wheel wagon is sold every minute of every working day. The sale of as many as two Auto-Wheel wagons a minute in 1920 is more than a possibility.

Do you want some of this business? If so, write for our plan of helping you sell Auto-Wheel Coasters.

**THE AUTO-WHEEL COASTER COMPANY, Inc.**
Formerly The Buffalo Sled Co.

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In Canada: Preston, Ont.
New York Office: 108 Chambers St.
Seattle Office 214 Maritime Bldg.
Export Office: 365 West 23rd St., New York

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# New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

## 60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

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| 2 | 00.58 44 | 12 | 03.50 65 | 22 | 06.42 86 | 32 | 09.35 06 | 42 | 12.27 27 | 52 | 15.19 48 | 62 | 18.11 69 | 72 | 21.03 89 | 82 | 23.96 10 | 92 | 26.88 31 |
| 3 | 00.87 66 | 13 | 03.79 87 | 23 | 06.72 08 | 33 | 09.64 28 | 43 | 12.56 49 | 53 | 15.48 70 | 63 | 18.40 91 | 73 | 21.33 11 | 83 | 24.25 32 | 93 | 27.17 53 |
| 4 | 01.16 88 | 14 | 04.09 09 | 24 | 07.01 30 | 34 | 09.93 51 | 44 | 12.85 71 | 54 | 15.77 92 | 64 | 18.70 13 | 74 | 21.62 34 | 84 | 24.54 54 | 94 | 27.46 75 |
| 5 | 01.46 10 | 15 | 04.38 31 | 25 | 07.30 52 | 35 | 10.22 73 | 45 | 13.14 93 | 55 | 16.07 14 | 65 | 18.99 35 | 75 | 21.91 55 | | 24.83 76 | 95 | 27.75 97 |
| 6 | 01.75 32 | 16 | 04.67 53 | 26 | 07.59 74 | 36 | 10.51 95 | 46 | 13.44 15 | 56 | 16.36 36 | 66 | 19.28 57 | 76 | 22.2 | | 12 98 | 96 | 28.05 19 |
| 7 | 02.04 55 | 17 | 04.96 75 | 27 | 07.88 96 | 37 | 10.81 17 | 47 | 13.73 38 | 57 | 16.65 58 | 67 | 19.57 79 | 77 | 22.5 | | 21 | 97 | 28.34 41 |
| 8 | 02.33 77 | 18 | 05.25 97 | 28 | 08.18 18 | 38 | 11.10 39 | 48 | 14.02 60 | 58 | 16.94 80 | 68 | 19.87 01 | 78 | 23 | | | 98 | 28.63 63 |
| 9 | 02.62 99 | 19 | 05.55 19 | 29 | 08.47 40 | 39 | 11.39 61 | 49 | 14.31 82 | 59 | 17.24 02 | 69 | 20.16 23 | 79 | 23.08 | | | 99 | 28.92 85 |
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## 60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 55½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 10, 10, 7½ & 5. / 33⅓, 33⅓, 25, 20

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| 2 | 00.56 94 | 12 | 03.41 66 | 22 | 06.26 37 | 32 | 09.11 09 | 42 | 11.95 80 | 52 | 14.80 52 | 62 | 17.65 23 | 72 | 20.49 95 | 82 | 23.34 66 | 92 | 26.19 38 |

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**Numerical Arrangement of Figured Nets** brings the different nets together numerically and increases the value of the other tables.

**Twelfths of a Dozen or Gross.** These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

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388 Taylor St., corner Tenth, Portland, Oregon.

204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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# DUPLEX
## FIRELESS STOVE

### "Cash In"

Millions of women from coast to coast are reading the advertising of Duplex Fireless Stoves, and because they appreciate the economy, convenience and comfort afforded them by the ownership of a Duplex, are seeking the Duplex dealer's store.

You can "cash in" on these prospective customers. Let the Duplex Dealers Help Department show you how. They will gladly furnish you with every sales and advertising aid possible.

Remember Duplex Stoves free the housewife from hours in a hot kitchen. Think of the sales possibilities. If you are not a Duplex Dealer—write today for our dealer's proposition—get in line for greater profits and a bigger business.

### *Duplex Dealers!*

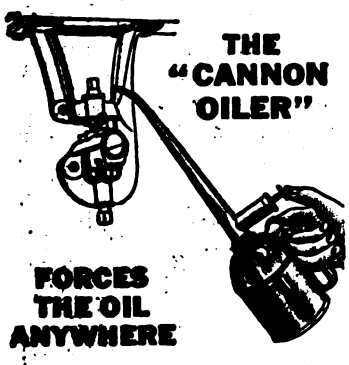
The two cuts used in this advertisement are samples taken from the Duplex Dealers Advertising Bulletin. Write for a copy today. It contains valuable information to aid you with your advertising.




**DURHAM MFG. CO.**
MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 3718½ W. PICO STREET

---



**THE "CANNON OILER"**

FORCES THE OIL ANYWHERE

**Gennine Cannon Pump Oilers**

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for catalog.

**CANNON OILER CO.**
Keithsburg, Ill.

---



**THE PACKHAM**
**Stove Pipe Crimper and Beader**

MADE BY
**THE PACKHAM CRIMPER CO.**
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

---

**"ANSONIA" NAIL CLIP**

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.




Write
**H. C. COOK CO. - ANSONIA, CONNECTICUT**

---




## PAINT PURCHASES

Should be made on the basis of the number of years of service and not on the price per gallon paid.

Therefore, dealers should advise customers to paint NOW before corrosion has a chance to get started, recommending

## DIXON'S SILICA GRAPHITE PAINT

Because of its better protective and long service qualities, dealers will increase customers' good will for a pleased customer is a salesman who works for you but charges no salary.

Dixon's Silica-Graphite Paint is a natural combination of Ticonderoga flake silica-graphite as mined and milled by the Dixon Company. The vehicle is the best linseed oil obtainable.

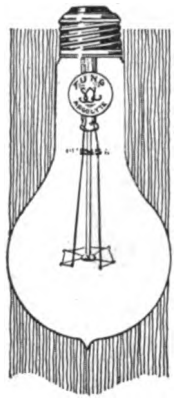
Dixon's Paint is made in FIRST QUALITY only and has a reputation of over 50 years for economy and durability.

*Write for booklet No. 230-B and dealers' prices*

**JOSEPH DIXON CRUCIBLE COMPANY**
JERSEY CITY, NEW JERSEY
Established 1827

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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

Distributors for Pacific States
or the following jobbers:

Western Metal & Supply Co.
San Diego, Calif.

California Hardware Co.
Los Angeles, Calif.

Union Hardware & Metal Co.
Los Angeles, Calif.

Standard Woodenware Co.
Los Angeles, Calif.

San Joaquin Grocery Co.
Fresno, Calif.

Mangrum & Otter
San Francisco, Calif.

Nathan-Dohrmann Co.
All Their Branches

Thomson-Diggs Company
Sacramento, Calif.

Honeyman Hdwe. Co.
Portland, Ore.

Whiton Hardware Co.
Seattle, Wash.

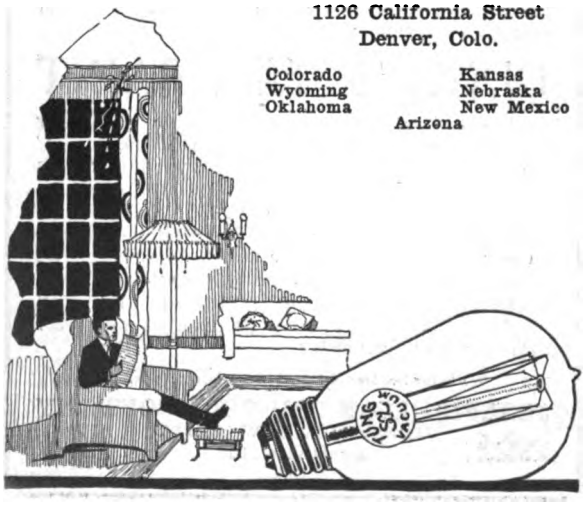
E. W. Murray Lighting Co.
Spokane, Wash.

Reno Electrical Works
Reno, Nev.

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona

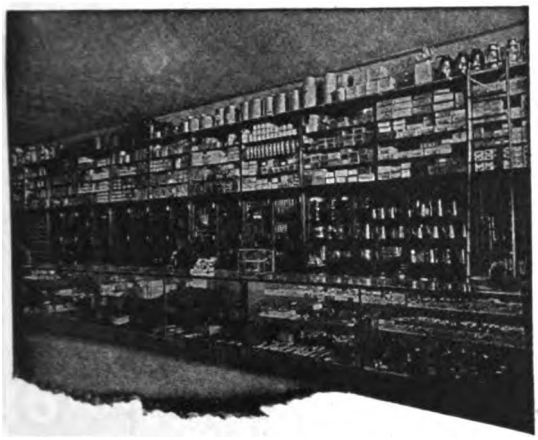






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## Hidden Hardware Won't Sell Itself



**Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.**

**Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.**

**DULUTH SHOW CASE CO.**
**DULUTH, MINNESOTA**




## PYRAMID SOLVENT



### PYRAMID YOUR PROFITS

Practical gunners worked out the formula for Pyramid Solvent. Then for over a year it was tested by military and civilian experts. And Pyramid measured up to every single requirement.

Removes all residue of high-power smokeless and black powders perfectly, easily. Loosens metal fouling. Reduces use of brass brush. Contains no moisture. Therefore can be left in firearms without danger of damage.

Pyramid ads in all leading Sportsmen's papers are building up Pyramid Sales fast. Get your share and the good profits that go with it. Order from your jobber. 3-oz. flat cans retail for 30c.

**Three-in-One Oil Co.**
165 KZR, Broadway, New York
C212A

## CHATILLON CUTLERY



### FOSTER BROS. CUTLERY

**Is Made for Service**

**Keen---Convenient---Durable**

For all trade purposes FOSTER BROTHERS' Cutlery is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose.



Foster Bros. Cutlery is universally noted for quality and serviceability. Half a century of experience has enabled us to produce the best cutlery to meet all needs.

By selling to your customers cutlery of distinguished service, you increase your profits and enhance your reputation as a high class dealer.

*Your jobber can fully describe Foster Bros. Complete Line of Cutlery*

JOHN CHATILLON & SONS
New York U.S.A.


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It's a—

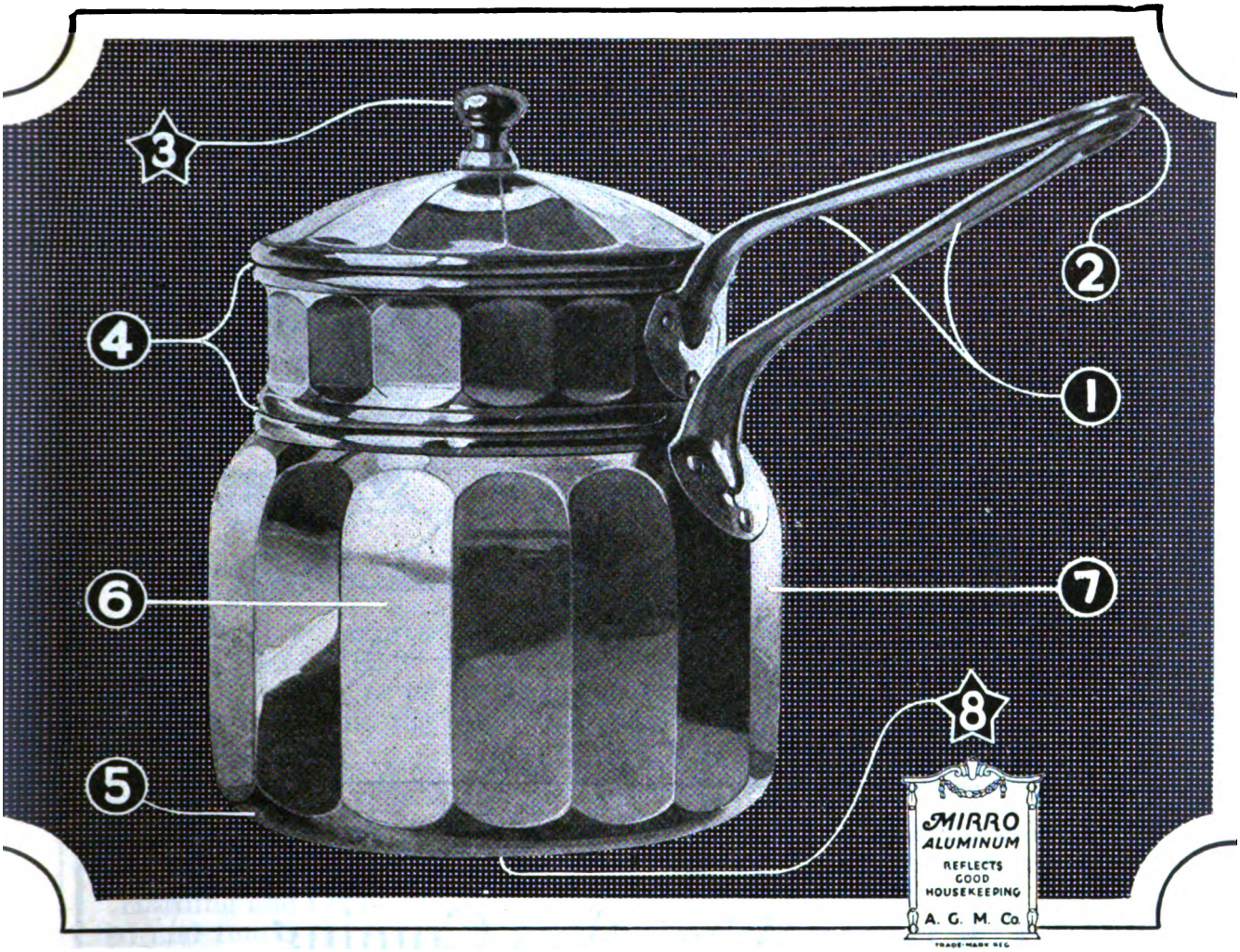
# Queen

## Incubator

That's Why It's Easy To Sell

Queen Incubator Co., Lincoln, Nebr.

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# Only Mirro Has All These Features

BECAUSE fine cooking is a precise art which requires precise tools, this Mirro Aluminum Double Boiler is in frequent use in homes where tastes are *epicurean*.

In the quick making of a delicate sauce, it protects absolutely against that shade-too-much of heat which means the ruination of flavor or texture. Again is it an essential in the slow cooking of those foods which require the long application of moist heat to make them tender and appetizing.

Like all Mirro utensils, this Double Boiler combines beauty with utility and extraordinary durability. Its handsome design and rich finish make it a real inspiration to Madame, the cook.

It has also the famous Mirro features of convenience—features which you do not find in ordinary aluminum ware:

(1) Hollow steel handles that insure comfortable handling. (2) Handles come together so that complete double boiler can be easily lifted with one hand.

☆(3) Rivetless, no-burn, ebonized knob, an exclusive Mirro feature. (4) Tightly rolled beads free from dirt-catching crevices.

(5) Rounded edges make cleaning easy and thorough. (6) Rich Colonial design.

(7) Famous Mirro finish. ☆(8) Famous Mirro trade-mark—stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Back of this guarantee is America's foremost manufacturer of aluminum ware, a maker for nearly thirty years of *quality products* only.

Write for *miniature* Mirro catalog.

**Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.**

*Makers of Everything in Aluminum*

# MIRRO ALUMINUM

## Reflects Good Housekeeping

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*September, The Woman's Home Companion, The Pictorial Review, The Delineator, and The Designer will carry, in full page size, the advertisemen*
*hown above.* These magazines have a combined circulation which covers every nook and corner in the United States. They are read by women
Women are the buyers and users of Mirro Aluminum, hence our policy of directing Mirro advertising exclusively to women. The demand for Mirro i



*The live hardware dealer says:*

# "I Knew What Was Coming and I Ran—

"This customer had had some 'blow-outs.' Another one (verbal) seemed to be due immediately.

"She bought the last few packages of some cheap rings I had left over.

"I ought to have known better. You can carry GOOD LUCK rings over for a season without danger but cheap rings won't stand it.

"Hereafter I sell no rings but GOOD LUCK. Practically all of the best trade insist on them anyway."



*GOOD LUCK Jar Rubbers are made by*

BOSTON WOVEN HOSE & RUBBER CO.

*Cambridge, Mass.*

**Makers of BULL DOG, MILO and GOOD LUCK Brands of Standardized Garden Hose.**


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Hardware World

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Volume XV AUGUST :: 1920 Number 8

# A Business Man for President

LAST month we expressed the hope that the democratic party, then in convention, would follow the example set by the republican party in nominating the same high type of business man for president as had been done by the republican party, and the country rejoices that this was done.

At last we are to have a business man for president, no matter which party is successful. The republican party selected the men best fitted to fill the office of president and vice-president, and those accustomed to vote the republican ticket have enthusiastically acclaimed them.

Harding and Coolidge typify a fine type of Americanism. They have been tried and found not wanting. What they stand for is well known both nationally and internationally. They exemplify a clean, moral American manhood in public and private life and comprise a ticket that will appeal to that element of American citizenship who believe in the enforcement of law and order and the preservation of American institutions.

The democrats have also nominated the best men in their party to give the country a business administration, and while there has not been the same degree of enthusiasm by all factions of the party, yet before the November election comes around Cox and Roosevelt will rally to their standard those whose adherence to the democratic party is a matter of custom.

Governor Cox has proven his ability in his own private business, and his popularity in his native state is attested by the fact that he has been thrice elected governor of Ohio. He also served one or two terms as a member of the House of Representatives. To the name of Roosevelt there is a prestige. Unknown except as Assistant Secretary of the Navy, yet the country would be willing to give him an opportunity to see if he can live up to the standard set by one concerning whose four-square Americanism there was no doubt.

It thus remains to be seen whether Harding and Coolidge or Cox and Roosevelt will appeal to the majority of independent voters, many of whom are accustomed to weigh and consider carefully what is for the best interests of the country—and to those more easily influenced by some campaign slogan or propaganda that may develop before November.

The nominations of both parties appeal to what may be called the conservative element. True there are radicals who term each candidate colorless or

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reactionary, but if colorless means those whose affiliations with the Reds have been most marked, then the country is to be congratulated that neither of these men are even pink. We need an executive who believes firmly in American institutions.

Progressives or Radicals, or "forward looking people," as they sometimes style themselves, who are dissatisfied with this country and the opportunity that it offers are usually either men who are disgruntled, disappointed politicians, or those who advocate Sovietism and applaud anarchy and crimes or else they are those who unthinkingly, and yet often with the best intentions, are easily misled by self seeking demagogues who use language to conceal their thoughts and resort to underhanded methods to accomplish their purposes.

The country is to be congratulated that at least for the next four years it will be rid of these professional, self-seeking demagogues, politicians, theorists, doctrinaires, or whatever they may be. Whether Harding and Coolidge, or Cox and Roosevelt are elected it will at least have a business man at the head of the government.

It behooves everyone, no matter how he has voted in previous years to study the situation in which we find ourselves today, with as little partisanship as possible, and to vote as he believes for the best interests of the United States.

It is to be regretted that President Wilson thought it advisable not to approve the action of the majority of the Senate in ratifying the peace treaty, but to make it a campaign issue. There are members in each party who honestly differ on this question, in fact in the President's own party are to be found a large number of democratic Senators who take issue with him. But since the President thought it advisable to so make the issue there is nothing else left to do. Each businessman should keep open mind and learn all he can on the entire question.

Naturally our subscribers in Ohio are feeling mightily puffed up these days, with the certain knowledge that in any event an Ohioan is to make his home at the White House for the next four years.

---

Business, thou Plague and Pleasure of my life,
Thou charming Mistress, thou vexatious Wife;
Thou enemy, thou Friend to Joy, to Grief:
Thou bring'st me all, yet bring'st me no relief!
Thou bitter Sweet, thou pleasing, teasing Thing.
Thou Bee, that with thy Honey wear'st a Sting:
Some Respite, prithee, do, yet do not give . . .
I cannot with thee, nor without thee live.

—Poor Richard.

---

Boarding houses drive a lot of their victims to matrimony.

---

Sixty-nine muscles are required to create a frown, and it takes but 15 when you smile. Why work overtime?

---

A courteous salesman deals in futures—there is only one "today," but many "tomorrows" are headed his way.

---

If you are in business to stay, see that you get the good will of the children of today, for they will be the adults of tomorrow.

SHADES OF MAN!

—when a man has no pep, they say that he's colorless.
—when he's mad they say he sees Red.
—when he is a coward, they call him Yellow.
—when he's straight, they say he's White.
—when he's loyal, they say he's true Blue.

---

The wise woman rules her husband by permitting him to think he's "it."

---

When you can answer inquiries, "It is so," instead of "I think so." you will be one of the most valuable men in your organization.

---

The disparity between the fellows at the top and the fellows at the bottom is not nearly so much a matter of distance as determination.

---

A reader suggests that our money be made out of rubber to make it stretch farther and give better service on a rainy day. Why not? A number of manufacturers seem to be successful in making money out of rubber.

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# What Five Years Have Done to Prices

THOSE of us who have become accustomed to adding a little now and a little then to the price of every article that we buy are glad of an opportunity to get a little way off and see just what the general raise in prices has been.

At the start, we should realize that the raise in the hardware prices has not nearly equaled those of food or clothing. The hardware manufacturer, characterized as he is by sound business sense and an unwillingness to take advantage of a temporary condition, has faced his battle courageously and kept prices within reason. The hardware trade has not charged what the traffic will bear, and cannot be classed among profiteers.

Such a tabulation as we are publishing this month shows the percentage of advance for each item in the hardware stock. This comparison of prices of hardware and kindred lines between January 1, 1915, and June 1, 1920, has been compiled by A. J. Bihler, of the James C. Lindsay Hardware Company, Inc., of Pittsburgh, Pennsylvania. It is issued by the National Hardware Association of the United States both for the information and guidance of the trade, and for the information of the country at large.

Indeed this list is a credit to the hardware trade and to the hardware manufacturer, showing the public how conservative and how far below the radical rises in other fields the advances in hardware prices have been.

All these prices are those ruling at the factory and not at the destination, so that where long freight shipment is necessary and new and advanced freight rates are in effect, the percentage of rise would be greater.

**COMPARISON OF PRICES ON HARDWARE**

**January 1st, 1915—June 1st, 1920**

Compiled by A. J. Bihler, James C. Lindsay Hardware Co., Inc., Pittsburgh

| | Pct. of Advance |
|---|---|
| Adjusters—Casement | 140 |
| Augers—Carpenter Nut | 232 |
| Ship | 122 |
| Axes—First quality, Single Bit | 135 |
| Balances—Spring No. 20 | 191 |
| Barrows—Wood Garden | 112 |
| Bars—Steel Crow | 339 |
| Batteries—Dry Cells No. 6 | 112 |
| Beams—Scale | 198 |
| Bells—Bicycle | 90 to 120 |
| Brass Hand | 154 |
| Cow | 200 |
| Rotary Door, Steel | 122 |
| Bicycles—Standard Equipment | 79 |
| Bits—Auger, Irwin | 70 |
| Snell | 166 |
| Expansive, Clark pattern | 293 |
| Blocks—Wood Pulley | 217 |
| Boards—Stove, Paper-Lined | 112 |
| Bobs—Plumb, Iron | 133 |
| Boilers—Copper, Wash | 162 |
| Bolts—Carriage, small sizes | 271 |
| Chain, Antique Copper | 122 |
| Eye, Wrought | 163 |
| Lag Screws | 280 |
| Machine, Large sizes | 289 |
| " Small sizes | 256 |
| Stove | 251 |
| Tire | 163 |
| Wrought Steel Barrel, Japd. | 252 |
| Braces—Plain, Common goods | 305 |
| Ratchet (good) | 161 |
| Brackets—Brass Gas | 93 |
| Steel Shelf | 273 |
| Buckles—Harness | 211 |
| Butts—Brass, Small | 138 |
| Cast Bronze | 131 |
| Wrought, Ball Tip, Plain | 260 |
| Bronze-Plated. | 250 |
| Cans—Galvanized Oil, 5-gal. | 200 |
| Galvanized Sprinkling | 200 |
| Caps—Tin Roofing | 237 |
| Carriers—Hay | 215 |
| Cartridges—22 Short | 107 |
| Casters—Furniture, Roller Bearing | 150 |
| Chains—Proof Coil 3/8-inch | 158 |
| Sash, Red Metal | 230 |
| " Steel | 203 |
| Wire Halter | 124 |
| Chisels—Socket Firmer | 253 |
| Choppers—Enterprise Meat No. 12 | 181 |
| Universal Food | 128 |
| Churns—Ash Dash | 112 |
| Clamps—Malleable Carriage | 295 |
| Clevises—Malleable | 270 |
| Clippers—Toilet, Common | 271 |
| Clocks—Alarm | 114 to 140 |
| Closers—Liquid Door | 96 |
| Cloth—Black Screen Wire | 128 |
| Bronze Screen Wire | 121 |
| Clothing—Gun, Coats, Vests, etc. | 175 to 200 |
| Cocks—Brass Bibbs | 264 |
| Combs—Curry, 8-bar Japanned | 200 |
| Coolers—Water (Galvanized Reservoirs) | 221 |
| Coppers—Soldering | 61 |
| Cord—Cotton Sash | 260 |
| Cutlery—Knives and Forks, Common | 184 |
| Knives and Forks, Medium Grade | 116 |
| Cutters—Kraut 2-knife | 100 |
| Dampers—Stove Pipe | 149 |
| Diggers—Posthole, Iron | 128 |
| Dividers—Carpenter | 240 |
| Drills—Carbon Twist | 120 to 167 |
| Yankee Automatic No. 41 | 82 |
| Drivers—Screw, Champion | 70 |
| Yankee No. 30 | 100 |
| Elbows—Stove Pipe, 6-inch Corrugated | 171 |

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| | Pct. of Advance |
|---|---|
| Enameled Ware—Blue and White | 178 |
| Gray | 146 |
| Fasteners—Corrugated | 177 |
| Faucets—Cedar | 105 |
| Perfection Pattern | 122 |
| Files—1st Quality | 118 to 167 |
| 2d quality | 147 |
| Fittings—Malleable Gas | 213 |
| Forks—Coal and Coke | 117 |
| Manure, Hay, etc. | 92 to 102 |
| Freezers—Ice Cream | 93 |
| Glasses—Gauge, Common | 250 |
| Grindstones—Mounted | 150 |
| Guns & Rifles—Shot, Ithaca Field | 122 |
| Remington Pump | 139 |
| Single Barrel | 166 |
| Rifles, Rem'gt'n No. 12-C | 131 |
| Stevens No. 17 | 111 |
| Hammers—Ball Pein | 256 |
| Nail A. E. No. 32 | 296 |
| Handles—Agricultural—Fork, Hoe, etc. | 267 |
| Axe, Sledge, etc. | 140 to 250 |
| Hangers—Barn Door, Hinge Type | 100 |
| Parlor Door No. 5 | 60 |
| Hatchets—1st Quality No. 338 | 219 |
| Hinges—Strap & T | 264 |
| Bommer, Flange | 182 |
| Floor | 144 |
| Hods—Coal, Galvanized | 235 |
| Hooks—Brass Cup | 229 |
| Wrought Awning | 266 |
| Irons—Asbestos | 90 |
| Common Smoothing | 208 |
| Mrs. Potts' Sad | 199 |
| Wrought Corner | 173 |
| Kettles—Copper | 105 |
| Copper Nickel-Plated Tea 14-oz. | 155 |
| Maslin | 212 |
| Sugar, Cast Iron | 177 |
| Knives—Carpenter Drawing | 181 |
| Ladders—Step (good) | 180 |
| Lanterns—Cold Blast | 60 |
| Lasts and Stands—Cast Iron | 156 |
| Leather—Sole | 78 |
| Letters and Figures—Steel | 201 |
| Levels—No. 0 Stanley | 95 |
| No. 36 Iron | 121 |
| Lifters—Transom 3 ft. | 271 |
| Lines—Clothes, Cotton | 254 |
| Tape No. 713 | 180 |
| Tape Steel No. 243 | 95 |
| Locks—Cabinet, Common line | 135 |
| Door: Rim 4¼-in. with knobs | 243 |
| Mortise Sets, Steel-Plated | 232 |
| Front Door Set on Steel | 137 |
| Front Door Set on Bronze | 180 |
| Front Door Set, Bronze Cyl. | 154 |
| Padlocks: Common grade | 222 |
| Medium grade | 185 |
| Yale No. 805 | 197 |
| Sash, Common grade | 113 |
| Yale, Latches No. 2 | 134 |
| Machines—Washing, high-speed | 140 |

| | Pct. of Advance |
|---|---|
| Mattocks— | 251 |
| Mops—Cotton | 135 |
| Mowers—Lawn, Common grade | 137 |
| High-grade Ball-Bearing | 55 |
| Nails—Wire | 117 |
| This advance is based on old classification card and prices as named by the American Steel and Wire Company. Other manufacturers' prices today as compared with January 1, 1915, show an advance of | 183 |
| Cut | 287 |
| Wire Brads | 78 |
| Horse Shoe, common grade | 129 |
| Brass Furniture | 210 |
| Hob | 183 |
| Wire Shoe | 22 |
| Netting—Galvanized Poultry | 117 |
| Galvanized Hardware Cloth | 119 |
| Pads—Sweat No. 63-N | 211 |
| Pails—Galvanized 12-qt. | 223 |
| Tin Flaring | 190 |
| Pans—Dish IX | 180 |
| Sheet Iron Dripping | 208 |
| Paper—Emery Cloth | 484 |
| Flint B & A | 118 |
| Kraft Hardware | 167 |
| Roofing, Rubber type | 159 |
| Tarred | 252 |
| Sheathing, Red | 231 |
| Percolators—Universal line | 73 |
| Picks—Clay and Railroad | 251 |
| Pipe—Nested Stove | 134 |
| Planes—Iron Bench | 215 |
| Pliers—Lineman, Side Cutter | 145 |
| Plows—Garden, common | 73 |
| Pots—Nickel-Plated Copper Tea and Coffee | 150 |
| Pulleys—Awning, Screw, etc. | 260 |
| Iron Hay | 180 |
| Pumps—Pitcher Spout | 192 |
| Punches—Revolving Spring 4-tube | 233 |
| Rakes—Garden, Malleable | 130 |
| Registers—Hot Air | 165 |
| Revolvers—Colt Automatic 25 cal. | 81 |
| Colt Police Positive Special | 138 |
| H. & R. Hammerless | 150 |
| Johnson Hammerless | 152 |
| Riddles—Grain | 275 |
| Rifles—Air | 72 |
| Rings—Cast Flue | 216 |
| Roasters—Savory | 80 |
| Rope—Manila, best grade | 157 |
| Sisal | 138 |
| Rules—Boxwood No. 62 | 131 |
| Zig-Zag No. 106 | 96 |
| " " " 853 | 126 |
| Rivets—Copper Belt | 110 |
| Wagon and Tinner | 275 |
| Saws—Crosscut, Wide | 104 |
| Hand, Disston No. 16 | 95 |
| Wood, good | 140 |

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| | Pct. of Advance |
|---|---|
| Scales—Family 24-lb. | 217 |
| Screens—Doors No. 288 | 233 |
| Windows No. 2433 | 207 |
| Screws—Iron Bench | 164 |
| Jack | 175 |
| Wood, F. H. Bright | 218 |
| Scythes, Grass | 140 |
| Sets—Saw, Taintor | 110 |
| Shears and Scissors | average 115 |
| Shells—Loaded | 39 |
| Shoes—Horse | 80 |
| Shot—Drop, Air Rifle | 90 |
| Shovels—4th grade Polished | 177 |
| Fire | average 185 |
| Sinks—White Enameled | 184 |
| Skates—Ice, common grade | 470 |
| Skillets—Iron, Common | 133 |
| high grade | 212 |
| Sledges—Stone, Striking, etc. | 135 |
| Snaps—Malleable Harness | 227 |
| Snips—Tinner, Wiss | 146 |
| Springs—Common Seat | 178 |
| Squares—Carpenter No. 3 | 393 |
| Try No. 20 | 222 |
| Staples—Common Wrought | 159 |
| Fence, Galvanized | 116 |
| Polished | 127 |
| Steel—Tool, Crucible | 161 |
| Stocks and Dies—Armstrong | 136 |
| Sweepers—Carpet, Grand Rapids | 90 |
| Stuffers—Sausage, Enterprise | 172 |
| Tacks—Cut, Carpet, etc. | average 200 |
| Ties—Rope Cattle | 200 |
| Tinware—Regular line | 180 to 211 |
| Drinking Cups, 1-pt. | 259 |
| Tools—Cement Worker | 177 |
| Trowels—Rose, Brick | 60 |
| Tubs—Galvanized | 218 |
| Tubing—C I Gas | 81 |
| Turns—Cupboard: Plated on Iron | 178 |
| Plated on Steel | 160 |
| Twine—Cotton | 423 |
| Hemp | 238 |
| Valves—Common Globe | 162 |
| Velocipedes—Rubber Tire | 66 2-3 |
| Vises—Oval Slide | 208 |
| Jersey | 139 |
| Washboards—Brass | 228 |
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## CARELESSNESS A GREAT LIABILITY

"I didn't begin with the asking,
I took the job and stuck.
I did the things they wouldn't;
And now they call it luck."
—Kipling.

One of the world's greatest writers once said: "Genius is nothing more than untiring efforts to achieve perfection."

The biggest liability of a great many Americans, which keeps them in the mediocre class, is the hasty, careless, thoughtless way they perform their daily labors.

We see all around us men and women who constantly slight details as unimportant. They either "haven't the time" to do a job properly or, when called to task for some careless, half finished work, calmly shrug their shoulders and say, "Oh, well, I thought that would do."

Ask the average filing girl to find a certain letter or paper. She looks where it should be. Probably it is not there. "Somebody's got the file. I guess it will turn up later," is her casual report. Maybe fifteen minutes or a week later she hands it to you. "Where did you find it?" you ask. "Oh, it was filed wrong and I found it accidentally," she replies. If you fire her the next girl may be worse.

This easy manner of taking things for granted, in order to avoid any real concerted effort to see a task accurately carried out to a proper finish, is damning 75 per cent of our young men and women to a life of routine work at low pay. Then they wonder why it is that Smith or Jones who takes a serious interest in his work, knows his job thoroughly and does not have a slovenly working mind and avoids going off "half cocked," finally gets the raise and becomes the boss.

It is not luck which brings a man or woman to the top of the ladder of success. It is only by hard, earnest work that this peak can be climbed. You cannot "stall through" and gain the heights by "passing the buck."

By persisting until you find the answer to the problem, by applying yourself earnestly and seriously to learn every detail thoroughly of the job in hand, by doing your work carefully, conscientiously and accurately, you will be picked by the boss as the right man to promote to the bigger task and big pay.

One of America's great employers says: "There are many $10,000 a year jobs going begging. We cannot find the men to fill them."

Train your mind to think carefully and clearly. Do not spare yourself in tracking every detail down to where it will give you the right answer on the problem on which you are working. Don't give up because you "can't be annoyed." Be thorough. Be diligent.

Then you are fitting yourself to step into that $10,000 or $100,000 job some day.

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Yes, lots of modern autos are old-fashioned—for one thing, they wear hoods.

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# Featuring A Model Electric Home

IN one western city the merchants handling electrical household goods recently combined and completely equipped a model home in one of the new residence tracts. The real estate agents co-operated in wide publicity, and thousands of persons saw electrical goods at work.

In this one home has been installed every labor-saving device produced by the electrical profession for the modernizing of the home. From the music in the living-room to the range in the kitchen the power of electricity predominated in every phase of the home's activity.

The broom with its arm aches and dust-raising propensities has been supplanted by the dustless electric vacuum cleaner.

The electrification of the kitchen has done more perhaps to emancipate the housewife from drudgery and add to her leisure than any other scientific development. Here the electric range with its clock devices and its thermostatic ovens has simplified the preparation of a meal and reduced this operation to a scientific basis.

The electric dishwashing machine, the electric water heater, the utility motor for the operation of sundry little kitchen labor-saving devices are other important features in this vital part of the home.

In the dining-room such electric equipment as the percolator, the toaster, the samovar, the chafing dish, the combination grill, and numerous other appliances, have made it possible for the wife and mother to carry on most of the meal's preparation within the family circle gathered about the table.



There is a SPARKle in the eye of the Electric Cook, and merchants who have tried it tell us that the electric range already set up and in action in a real kitchen is the very best salesman. Why not an Electric Home in your town?

All of the aches and annoyances which have immortalized the memory of Monday to generations of womankind have been eliminated in the electric laundry with its equipment of an electric washing machine, an electric ironing



Arrange such a public breakfast as this in your store or in a designated house in your town, and the sale of electric toasters, coffee pots, and waffle irons will respond tremendously. Read what the combined electrical equipment merchants in one city have done along this line by outfitting and opening to the public a model "Electric Home."

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machine and an electric iron. Here the housekeeper occupies the position of a director rather than a laborer.

The electric fireplace and electric heaters have taken the place of the more burdensome heating apparatus, the operation of which formerly fell largely to the housewife.

In the sewing-room the old pedal machine has given way to the portable electric.

The electric curling iron and hair dryer are appliances especially designed for the comfort of the feminine members of the household.

## WHERE ELECTRIC GOODS WILL GO

**Living-Room**

Electrical piano, electrical victrola, wall and floor lamps, electrical fireplace.

**Dining-Room**

Electrical percolator, chafing dish, samovar, combination grill, waffleiron, toaster.

**Bedrooms**

Electric fireplace, electric curling-iron, hair dryer, electric vibrator, sewing machine, heating pads.

**Bathroom**

Electric shaving mug.

**Kitchen**

Electric range, electric refrigerator, electric dish-washing machine, electric water heater, utility motor.

**Laundry**

Electric washing machine, electric ironing machine, electric iron.

**General Household Equipment**

Electric vacuum cleaner.

## FIGURING THE COST OF OPERATING ELECTRICAL HOUSEHOLD DEVICES

It is a matter of interest to the user of any household electrical device to know how much it will cost him for electricity to operate it.

The cost of electric service depends both on the power used and the length of time it is used. The usual practice is to base the charge on the kilowatt-hour (abbreviated kw-hr), which is the energy supplied in one hour by one kilowatt (meaning 1000 watts). For lighting, the retail price of one kilowatt-hour varies from 6 to 15 cents. Household devices are customarily used on lighting circuits.

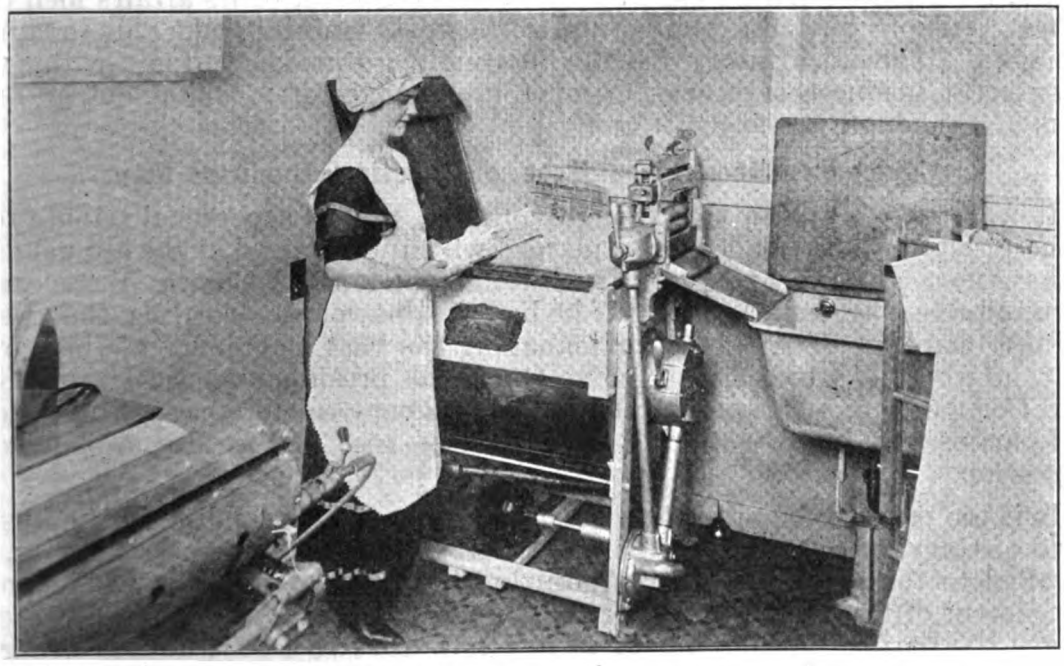
For instance, a family has a 600-watt toaster, which they use ¼ hour every day. They want to know what it will cost them per month (30 days) at 8c a kilowatt-hour. Multiplying the unmber of watts by the time, we get 600 watts x ¼ hour x 30 days, equals 4½ kilowatt-hours. At 8c a kilowatt-hour, the total cost will be 36 cents per month.

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Don't give up—nails are not driven with a single stroke of the hammer. Patrons are not always ready to fall on your neck and kiss you, and say, "All my patronage is yours," when they first see your phiz!

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A salesman without patience is as valuable as a juiceless orange. Even if a patron hasn't a bit of patience it is no excuse for losing yours—then there will be a brace of you.



**This is the business corner of the finished-by-nine-o'clock laundry in the Model Electric Home. The picture shows the washing machine with its direct plumbing and drain connections and the electric ironing machine.**

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# Why Should Business Men Be Afraid

THE business men of the country, who include all the great forces alike in the Democratic and Republican parties, have too long taken a back seat and left to mouthing politicians the management of the vast machinery of this government.

Business men have almost been afraid to express their opinion on any subject for fear that they would be charged with trying to dominate the nation, and afraid to be represented in Washington for fear of being charged with lobbying, while all the radical labor elements of the country, in and out of government service, can maintain all the lobby agents they want and no one lifts a voice in protest, says the Manufacturers' Record.

It is accepted by the country at large that the Socialists and the Radicalists and the Communists and the Bolshevists and all the other "ists" of the land can fill Washington with their agents, fill the newspapers with their propaganda, and still go without a word of criticism. But the moment business men undertake to make their voices heard in Washington there goes up a mighty cry of lobbying.

### Difference Between "Lobbying" and "Educational Propaganda"

Everything done in Washington to express the views of the business interests of the country, upon which the existence of the nation rests, is lobbying in the sight of many politicians and many newspapers but everything which is done by the Socialists, the Communists, the Radicals, the Reds and the Revolutionists is holy propaganda work in the view of the same people.

Fortunately, however, there is growing up in this country a realization on the part of all thinking men that as America is one of the greatest organizations on earth, requiring great managerial ability in the wise direction of its affairs, so there should be called into the management of its affairs men of the highest possible business ability and of business training, men able to run governmental financial affairs with the thoroughness and accuracy with which every great business organization must be managed if it would not go on the rocks of bankruptcy.

### Everyone Recognizes Need of Electing Business Men

It was probably with this thought in mind, and as a personal tribute to one of the great business leaders of America, which was voiced at the annual dinner of the American Iron and Steel Institute recently, when Charles M. Schwab, in his inimitable way, indicated that if he had the power of selecting the greatest business manager of America for managing the vast machinery of this government, he would call to the task Judge Gary, the president of the United States Steel Corporation, and instantly 1400 at the dinner—men representing both political parties and every section of the country—rose and wildly applauded the suggestion.

Is it too much to hope for that some day men of the standing in the business world of Gary, or Schwab, or others of their phenomenal business activity, may be called to the great task of reorganizing the work of the management of the government of this country in order to cut out the vast waste that now goes on, to save the nations the billions of money now thrown away, and to bring into every department of governmental work the greatest constructive and managerial geniuses which the nation has ever produced?

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## PAINT IS CHEAP BY COMPARISON

Shabby farm buildings, badly in need of paint, are the general rule in the United States today. "We can't afford to paint," protest the farmers. "Paint has doubled in price in the last five years."

Even so, the farmer can better afford to paint than neglect his buildings. Figuring today on a retail price of from $5.25 to $5.50 per gallon, as against a retail price of $2.75 per gallon in 1916, it will be easily shown that compared with all the staple commodities, paint is relatively cheap.

In July, 1916, a farmer living in Ohio, Illinois, Minnesota, or Pennsylvania, who wanted to buy ten gallons of high grade house paint from a dealer to paint his property, could make that purchase by selling to the grain elevator in his vicinity twenty-four bushels of wheat—wheat at that time being worth $1.14 per bushel. Today, any one of those same farmers can buy this same amount of high grade paint from the same dealer and pay him $5.25 a gallon for it, and do so by selling less than twenty-two bushels of wheat. Wheat today is $2.40 per bushel.

A southern farmer in Alabama, or Texas, or Arkansas, could buy ten gallons of high grade house paint in July, 1916, with 212 pounds of cotton—cotton at that time selling at 13 cents per pound. Today, he can buy the same amount of high grade house paint from his dealer with 122 pounds of cotton, which sells today at 43 cents per pound.

And all through the line of staple commodities the facts are the same. In 1916, it took 30½ bushels of corn to buy ten gallons of high grade house paint; today it can be bought with 28 bushels. In 1916, it took 60 bushels of oats to buy the same quantity of good house paint that 44 1-3 bushels will buy today, while of rye, 26 bushels in 1916 would buy only what 14½ bushels will buy today. As regards barley, it took 34½ bushels in 1916 to buy ten gallons of a reliable house paint, whereas today it can be bought with 30 bushels of barley.

These comparative figures and relative values will hold good on cattle, hogs and sheep, on iron ore, or pig iron, or structural steel, or on lumber—either of the southern pine type or the harder woods of the north.

The cost of the principal ingredients entering into the manufacture of a good grade of house paint today is entirely out of proportion to the cost in 1916.

At the date of writing, flax is worth $4.80 per bushel, and in 1916 it was worth $1.85. Linseed oil is selling in tank cars at more than $1.75 and in 1916, it was selling at 62 cents. The price of tin plate today is $19.50 per base box and in many cases is selling higher than this to get immediate deliveries; in 1916, the same tin plate sold for $6.00 per box.

So, measured by any standard of comparative value, even including that of labor, paint is the one cheap commodity available today.

## PAINT CUSTOMERS THAT STICK.

"Mom wants a pint can of green paint," is the message Willie delivers to the paint dealer. He gets it—no questions asked.

A week later Mom herself appears in front of the counter. Mom is mad. She indignantly shows the dealer a dress nicely decorated all down the back with green stripes.

"That paint you sent me was no good," she exclaimed, "I painted the porch chairs with it and look what it did to our clothes! You ought to make good the damage."

Here was a paint customer that stuck—to the chair, but not to the dealer. She went elsewhere for her paint supplies.

The dealer could have saved a customer by better service behind the counter. Willie should have been asked what the can of paint was to be used for and should have been given a can of enamel especially intended for furniture, porch chairs, etc. These goods are durable and hard drying; do not become soft or tacky nor stick to the clothing.

But how many paint store clerks go to any trouble to find out what customers want and sell them goods best suited to their needs? How many dealers instruct their clerks to render service of this kind?

Would it pay? It costs less to keep a customer by satisfying him, than to make a new one by advertising.

## CLEANING PAINT OFF WINDOWS

Cleaning the windows of a new house or a newly painted house is no enjoyable job. The paint comes off easily, however, if given a little of the right kind of help.

One would hardly go to an automobile accessory store or a garage to find something with which to clean windows, yet it will be found that an ordinary tar remover, used by motorists to clean up their machines after a trip over newly tarred roads, is one of the best things obtainable for taking ordinary house paint off glass. Once housewives learn this, dealers in tar removers are going to have lots of customers who do not own an automobile and never expect to own one.

Property is the fruit of labor; property is desirable; is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprise. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built.

—Abraham Lincoln.

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# A Lesson In Opportunity

(Copyright by Napoleon Hill)

A LITTLE old stoop-shouldered woman walked into one of Pittsburgh's department stores one rainy day and wandered up and down the aisles. She did not look like "ready money," therefore the clerks "didn't see" her, none except one of them.

This young man was not one of the "regular" clerks. He had only been with the store a few days, therefore he hadn't "wised" up yet. He stepped up to the old lady, helped her with her purchase, escorted her to the door and raised her umbrella for her.

As she left she asked for his card!

Later an order came to that store for furnishings for one of the finest mansions in the world. With the order came the request that this same young man be sent to oversee the installation of the furnishings. The manager of the store protested that the young man was inexperienced; that the store had more experienced men; but the customer insisted that this young man was the one she wanted to oversee the work.

The customer who placed that order and requested the services of that young man was Mrs. Andrew Carnegie; none other than the little old woman whom this young man had shown unusual courtesy while all the other clerks were "looking the other direction."

**Opportunity Knocked At That Young Man's Door and Found Him In!**

Opportunity never comes in silks and satins, nor seldom is it heralded with the blowing of horns or led by a brass band. It usually sneaks up to us when we are not expecting it.

Opportunity stands at our side from morning until night. Every time a little old lady comes along near us opportunity comes with her—opportunity to at least be courteous and receive happiness for our efforts. Every time there is work to be done which no one else wants to do, opportunity beckons us to step up and embrace her, because it is here that the first step toward leadership is taken.

The poet who wrote in his verse that opportunity knocks but once, did the world a tremendous damage!

Every time a person does you an injustice you are face to face with opportunity—a glorious opportunity to prove to yourself and to the world how big you are by applying the Golden Rule, forgiving and forgetting.

**Always Facing Opportunity**

Every time you have a chance to get the better of your fellowman in a business deal you are face to face with opportunity—opportunity to increase your own self-respect and gain the confidence of your fellowmen by doing the unusual thing by not taking advantage of that chance.

It makes no difference what may be your calling in life, or how lowly the work you are doing at present, you have a glorious opportunity to raise yourself into more important and more profitable work by the simple process of performing more service and better service than you are actually paid to perform.

You know where your neighbor keeps his family skeleton. You could drag it out and humiliate him. What a wonderful opportunity stands at your side every moment and bids you be big enough and great enough to let that skeleton remain undisturbed.

Your competitor "knocks" you and tries to take away business that you are entitled to. What a splendid opportunity you have to remain silent and permit him to defeat himself with his own weapon.

The world may say mean things about you. What a wonderful opportunity you have to prove the world a liar by your good conduct, your kindness toward your neighbors, your fair dealings in business, your splendid example of forgiving and forgetting.

Opportunity is always and everywhere beckoning to you to embrace her. When you are alone she stands by your side and bids you impress upon your own heart and mind, through the principle of auto-suggestion, that you are an honorable, sympathetic, just, kind, progressive citizen, and, that you are enjoying happiness by helping your fellowmen find it.

What greater opportunity than this could one want?

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## SPIRIT OF COMPETITION EVEN BY STENOGRAPHERS

Two St. Louis stenographers, working for competing hardware establishments, were boasting of the speed of their shorthand writing. "Whenever I am working on a warm day, all the people try to get near to my table." "Why?" asked the other. "Because," said the pen-pusher, "my hand goes so fast that it creates a current of air like a fan." "A mere nothing," said the other. "I always have to report on wet paper, or else the current of air caused by the movement of my hand would blow it away. Besides, the paper has to be wetted every few minutes, because the friction caused by the rapid movements of my arms would set fire to it in no time."

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Before you offer free advice to a patron be sure that it is mixed by the Golden Rule and flavored with the essential oil of courtesy.

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## USE THE TELEPHONE AS AN ADJUNCT TO THE "WANT-BOOK"



Most merchants keep a "want'book" in which is entered a list of merchandise called for and "out of stock" at the time or not carried at all. As generally used, the inquiry which prompted the entry in the want-book is never converted into a sale, no record being kept of the name of the customer who asked for the goods, or any effort made to notify him or her when the goods come in.

A New England merchant finds that many sales can be be made by using the telephone in connection with his want-book. When a customer calls for an article that appears to be out of stock, not only is an entry made in the want-book to remind the buyer to replenish that particular number, but the name and telephone number of the customer is secured and as soon as the new goods come in the customer is notified.

Very often, of course, by the time the goods are received it is too late to make the sale, but the telephone message is by no means wasted effort. In the first place, it shows the customer that particular interest has been taken in his or her wants. Then, too, it is more than likely that even if the customer no longer needs the particular article originally inquired for, he may be interested in something else that the salesclerk may mention over the phone.

This merchant believes in a liberal use of the telephone as an adjunct to his sales plans. He has a special "telephone salesman"—a young fellow with a pleasant voice and insinuating manner whose popularity behind the counter serves him in good stead over the wire.

When a new line of merchandise comes in, this salesman is instructed to call up a selected list of customers and tell them about it. The personal element involved in a special telephone message helps to put across many a sale, and the cost of the telephone call is considered a small investment compared with the advertising value it represents.

"The voice with a smile" can be used to great advantage by almost any storekeeper—over the counter as well as over the wire.

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Did you ever notice that sometimes failure develops a man quicker than success would?

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Men are valuable just in proportion as they are able and willing to work in harmony with other men.

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Cut-rate tactics sometimes result in sellin' lots of goods and makin' a big showin'—but the profit is usually on the wrong side of the ledger at the end of the year. Some fellers think they're in the swim when really they're in deep water.

## OPPORTUNITY

(A poet once wrote some very striking verses in which he asserted that Opportunity knocks at every one's door but once. As this poem became quite celebrated another poet arose and wrote some equally striking and much more inspiring lines on the opposite theme. The latter writer was Walter Malone and his verses, which deserve wide recognition, are given below.)

They do me wrong who say I come no more
When once I knock and fail to find you in;
For every day I stand outside your door,
And bid you wake, and rise to fight and win.

Wail not for precious chances passed away,
Weep not for golden ages on the wane;
Each night I burn the records of the day—
At sunrise every soul is born again.

Laugh like a boy at splendors that have sped,
To vanished joys be blind and deaf and dumb;
My judgments seal the dead past with its dead,
But never bind a moment yet to come.

Though deep in mire, wring not your hands and weep;
I lend my arm to all who say, "I can."
No shame-faced outcast ever sank so deep,
But yet might rise and be a man again.

Dost thou behold thy lost youth all aghast?
Dost reel from righteous Retribution's blow?
Then turn from the blotted archives of the past,
And find the future's pages white as snow.

Art thou a mourner? Rouse thee from thy spell;
Art thou a sinner? Sins may be forgiven;
Each morning gives thee wings to flee from hell,
Each night a star to guide thy feet to heaven.

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## WHICH WAS THE WORST?

A Kansas HARDWARE WORLD reader tells us that one of their local editors was asked to leave the community as a result of a typographical error in his report of the wedding of the mayor's daughter.

After exhausting his supply of large words about the "blushing bride," he said: "The large elaborate bouquets of roses were punk."

The mayor demanded a correction and apology in the next week's issue, all of which the the editor was glad to promise.

The next issue contained: "We wish to apologize for the manner in which we disgraced the beautiful wedding last week. Through an error of the typesetter we were made to say, 'The roses were punk.' What we wanted to say was that 'the noses were pink.'"

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## WHAT CONSIDERATION DOES THE GOVERNMENT SHOW FOR THE AVERAGE MAN?

(By C. V. Young)

Mr. Speaker, honored legislators and all the lobbyists within the reach of my voice, I rise to interrogate: Just where does labor leave off and capital begin? Who looks after the rights of the disorganized you-an'-me proletariats in between. I belong to the majority party of the Men-Who-Pay-the-Bills, and I am getting sore on languid labor and corpulent capital. I don't wear overalls and haven't a silk hat! I can't afford to own a yacht, and I can't afford to go on a strike, although I have worked hard for twenty years.

I have a family and I am more or less respectable. I pay my bills on the first of the month, likewise I pay town, state and national taxes. I have never been confined in a jail or in any institution supported by public funds.

I am American born, with all the rights of citizenship, including protection—especially protection at home. I want to know what the government of the U. S. A., apart from political "necessities," offers as a permanent and orderly cure for these periodic eruptions of strikes. If capital is to blame, what's the remedy? If labor is to blame, what's the remedy?

Or is the whole system rotten? Does the one squeeze the other when the opportunity comes, just because he can? I'm only the Man-Who-Pays-the-Bills. Yet I know my group of men is larger than the other two groups combined. I also know I'm the season-after-season-goat and I want to ask, "Does this government know I'm the goat and what are you going to do about it?"

A bunch of boomers get a hold on the natural water resources and overcapitalize; I pay twice for water. That's capital. When the weather turns cold, some coal miners in Pennsylvania or Colorado decide to strike—I don't know what for—and there isn't any coal and my baby gets the croup and nearly dies. That's labor.

I'm not jealous of what they get, but I think I ought to get something besides the honor of paying the bills and suffering the inconveniences.

I want to know when this government, conceived in liberty, will give me a chance to plan my life just a little bit on a permanent basis. I can't strike for a raise in pay—I have to deserve it. I haven't accumulated capital enough to live on without work, and I want to know sure what the price of eggs will be tomorrow morning.

You know who I am. I'm the Average Man. I earn more than $1,300 a year, but not much more. I spend my salary for sane and sensible living. I have ambitions for my boy and girl, maybe a college education, and about every thirty days these two highwaymen, capital and labor, come along and hold me up! Whichever one wins, I lose, and I want a basis.

I say economic theories are all hunky-dory, but a little common sense added ain't so bad at that! I say sympathy is all right until we develop professional sympathy grabbers. I say that the unions are all right until they become offensive instead of defensive.

I send my wife and kids on a vacation. Before the vacation is half over I have to wire them to rush back because there is going to be a railroad strike. Their good time is spoiled because they might be injured on the way back, maybe with a brick or a derailment. I have to spend $100 to go to meet them. One hundred dollars—the price of a winter suit and a pair of socks. Why? Because this country knows how to organize a strike, but not how to disorganize one.

And that's my kick, gentlemen. I want to know what you are going to do for us fellows who own the cottages and the Fords and who don't belong to the unions and don't wear overalls and don't own any banks. We buy what labor makes with capital's profit tacked on, an' I want to know where we get a square deal.

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## ARMENIA'S WOODEN "CUTLERY"

Hardware and cutlery made by the Armenian refugees now living on the edge of the desert, outside of Port Said, will doubtless be among the souvenirs brought home from the Near East by returning tourists of the future, for the shortage of raw materials of all kinds has led to the use of a comparatively little used material in the manufacture of these articles, according to the American Cutlery Bureau of Information. The artisans take the latest American knives and forks as their models.

Lemon wood is being supplied to the refugees, who are being cared for by the British military authorities, to be carved by them into combs, knives, forks and spoons. The wood, being soft enough to carve easily, lends itself admirably to the new use, and some of the combs designed by the Armenians as hair ornaments are richly carved.

Most of the industrial work is done under the direction of the American Red Cross, which has established in the refugee camp schools for the lace makers as well as for the lemon-wood carvers of cutlery. Often the children show remarkable proficiency in both of these occupations, which have been practiced by their people for generations. An odd feature which always impresses the tourist is the flat backs and heads of all the children. This is not a congenital deformity, but is due to the national custom of strapping the babies to boards "so that their backs will be straight."

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## HAS THE SUPPLY-DEMAND LAW STOPPED WORKING?

In orthodox economics prices are supposed to be governed largely by supply and demand. If more of an article is thrown on the market than is wanted by purchasers, the price falls; if the market offers less than is wanted, it rises. In the first case producers compete for the few buyers; in the second, buyers compete for the reduced product. This presupposes, says a writer in The Scientific American, a certain degree of flexibility in both supply and demand by which an adjustment finally takes place. Now, just at present, he asserts, this flexibility is entirely wanting.

There are, he says, "a rigid supply and an inflexible demand." There are just as many customers for a high-priced article as there were when the price was low, and each wants the same quality. The price keeps going up until those who can least afford it are frozen out altogether. Is this a failure of the supply-demand law to function, or an instance of its working only too well? The writer protests that the former is the case. He says:

"We should probably argue that when the supply is greater than the visible demand, an artificial demand must be created by making the price so attractive that, whether for investment or for future needs, people will buy who would not ordinarily do so. On the other hand, if the demand is greater than the supply, the only way in which ten thousand articles can be made to go around among twenty thousand potential consumers is by elevating the price to such a point that half these people can not or will not meet it.

### Is the Demand Flexible?

"Now this is very pretty indeed, this scheme which nature has worked out and bestowed upon man for creating a demand sufficient to absorb any excess supply, and equally for curtailing the demand in the interests of a restricted supply. But it will be noticed that in both cases the adjustment is made by manipulating the demand. The supply, apparently, is to be assumed fixt and immutable—at least until another producing season rolls around with its appeal to the producer to make more or less goods. When there is too great a supply, demand must be stretched; when there is too great a demand, again demand is to suffer the procrustean process and be cut down.

"In earlier and simpler days we have no doubt that this worked out very nicely. But today when we go through the motions of cutting down the effective demand, the effective demand simply refuses to be cut. We have a condition which appears entirely novel, in that the consumer refuses to adjust his wants to the visible supply. If shoes are so scarce that the price doubles, according to all the rules of the game the demand and the sales ought to be cut approximately in half. Are they? Emphatically they are not.

### Buyers Violate Demand Law

"The consumer of today is a light-hearted, merry soul. If he could buy his shoes for five dollars, he would presumably do so—save for the relatively few foolish folk who think that dollars and quality are synonymous. If he must pay ten for them, he kicks mildly—and pays the ten. If the price jumps to twenty—well, his protests may be more audible, more indignant, he may insist with greater vehemence than before that the whole system is rotten and that something ought to be done about it—but he pays the twenty.

"We are apparently the victims of an unexampled and unexpected prosperity. Everybody has more money than he ever had before, and has so firmly acquired the mental habit of having money that the possibility never occurs of its future scarcity or of the desirability in spending it of asking for a fair equivalent. We see what we want and take it away with us—we may protest that the price has gone up inordinately, but we pay just the same.

"In the other direction, when it comes to adjusting the demand so as to take care of overproduction of certain lines, we are just as inflexible. Of several grades of the same article, everybody insists on having the best and nobody will take the medium and poorer qualities, of which there is therefore a glut.

### Demand Must Be Adjusted

"We talk about the law of supply and demand. Then we go right out to the butcher and the grocer and the drygoods store and arbitrarily refuse to give the poor old law a chance to function. If supply can't be immediately adjusted and demand won't be, what can be expected save prices that really will operate to freeze out entirely those whose resources are least?

"Not until we begin to adjust our demand very generally and on a very earnest scale may we expect to see any material reduction in prices. If we will, as a nation, use old equipment of every sort until we have squeezed out the last drop of utility, and of the things that have to be bought, buy the very poorest grade that will approximate satisfaction, we may hope for price adjustments. But between a rigid supply and an inflexible demand, what adjustment can there be? When an irresistible force meets an immovable obstacle, pity the poor fellow caught between—and then stop to ask whether after all if it is not this fellow's obstinacy that makes the obstacle an immovable one."

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O little Ben Zene, come blow your horn!
You plow my meadow and hoe my corn,
Till the hired men that I used to keep
Look over the fence at my tractor and weep.

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## WHAT THE WORDS "IN FULL TO DATE" ON A CHECK AMOUNT TO

I have from F. M. Timden, Dubois, Pa., a letter asking a question which many another business man is also asking:

I use a special check in paying all invoices, salaries, etc. In addition to my printed name and business across the left end of each check, I also have a space in which to indicate what the check has been issued for. In this space is the word "For," followed by a line, thus: "For....." Now if in this space I fill in the world "Account in full to date," which would then read: "For account in full to date," and the same is mailed to a creditor and accepted by indorsement and deposited, in due time returning to me through the bank, will this not legally close the account and thus constitute a full settlement as intended on my part?

Or putting it another way, of what value if any is a notation on a check indicating the payment of invoices due by inserting on the check date of same, or the words referred to, namely: "For account in full to date"?

Not only this correspondent, but thousands of other business men of all shades and degrees, religiously print on the back of their checks, "In full to date," or, "In full of all claims to date," thinking that this saves them from any possible controversy over the account. But it doesn't. Unless there has been some dispute over the account, such words on a check have no effect at all. If more is actually owed than the amount represented by the check, the creditor can sue for it and get it, even though he knows when he accepted the check that it purported to be a receipt in full.

Let us consider first cases in which there has been no dispute over what is due. The account between the parties is clear and straightforward. The debtor either accidentally or by design sends a check to the creditor for a smaller sum than that actually due, and marks it "In full of all claims to date." The creditor accepts it, banks it and gets the money. Later he discovers that the check doesn't cover the account. He can get the balance in spite of the notation on the check.

Or take another common case—where the creditor inadvertently sends the debtor a bill for less than is due. The debtor sees this and thinking to play sharp, sends a check for the incorrect amount and marks it "In full to date." Here, too, the creditor can get the balance, and the notation on the check is not a bar.

This is under an old common law rule which existed everywhere until certain States modified it. The rule can be stated thus:

Where the debt or demand is liquidated or certain (that is, where the sum due is settled and fixed.—E. J. B.), and is due, payment of the debtor and receipt by the creditor of a less sum is not a satisfaction thereof, although the creditor agrees to accept it as such, if there be no release under seal or no new consideration given. Payment of a less amount than is due operates only as a discharge of the amount paid, leaving the balance still due, and the creditor may sue therefor, notwithstanding the agreement.

The reason for this rule is that the agreement is without consideration or void, as the debtor is under an obligation to pay the whole debt at the time, and the creditor is entitled to receive the whole.

Under this it was formerly the law everywhere that the creditor could get the balance of an undisputed debt, even where he had actually agreed with the debtor in writing (though not under seal) to accept part of it in full. He could override that agreement as if it had never existed, because it had no consideration.

This rule has been modified in Alabama, California, Georgia, Maine, North Carolina, Tennessee, Virginia, Connecticut and Mississippi. In those States a debtor and a creditor can settle an undisputed debt for part of it, and they do not even need to do it in writing. But the law of all those States insists that both parties know what they are doing and intend to do precisely what they are about to. In none of these States would a simple notation on a check bind a creditor not to go after the balance of an undisputed debt, the agreement between them would have to go much further than that.

It is therefore the law everywhere, with the possible exception of North Carolina, that a creditor who accepts a check bearing the aforesaid notation, if the debt is undisputed, is not bound by it, but can get the balance.

There are two exceptions to this which should be cited. First is where there is some consideration for the agreement to take less than the whole in full. For instance, A owes B $1,000, payable December 1st. Being in need of money, B goes to A on September 1st and says, "If you'll pay me now I'll throw off $100." A agrees and pays him $900. That settlement is good, because it had a consideration, viz: paying the debt before it was due.

The other exception is where an agreement to accept less than the whole in full is under seal. A owes B $1,000. There is no dispute about the amount. A offers $900 in full settlement and B, being somewhat in doubt as to A's finances, or needing the money himself, accepts it. They then execute an agreement, and at the end of each signature put the scrawl which represents "Seal." That settlement will also be good, because it was under seal, and the seal, which is an insignia used for the purpose of solemnly binding the contract, gives it a legal consideration.

Everything said so far refers to cases where there has been no dispute between the parties as to the amount of the debt. Where there has been dispute, and the debtor sends a check for a smaller amount than the creditor has contended was due, with a notation on like that under discussion, the creditor, if he accepts it, is done. The law says then that the parties have made in effect a compromise agreement which must stand. Here is the law on those cases:

Where a claim is unliquidated or in dispute, payment and acceptance of a less sum than claimed in satisfaction operates as accord and satisfaction.

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## DIFFERENCE BETWEEN A SALESMAN AND A WRAPPER BOY

A man presents himself in front of the counter in a paint store.

"Gimme thirteen gallons of light yellow paint and four gallons of white paint."

"Righto," says the wrapper boy as he hands out the goods and names the price.

But a salesman—what does he do?

"I judge from the colors, you're going to paint the house," he observes. "Good idea; can't afford to have any wood or metal work on buildings going to decay nowadays; costs too much to replace them, eh? But haven't you some gutters on that house that would be saved from rust by a coat of special rust inhibitive paint?"

"By gosh," replies the customer, "I forgot that. Glad you mentioned it. Gimme enough of that for about sixty feet of eaves troughs."

"Any fence around your house," inquires the salesman. The wrapper boy doesn't know there is any such thing as a fence.

"Yes—why?"

"Well, you know," volunteers the salesman, "that house isn't going to look as well as it should with a shabby old fence around it. You wouldn't put a nice new picture in an old battered, dingy frame, would you? Besides, fences and gate posts decay too, if not protected by paint."

"Guess that's right, too," agrees the customer. "I have about two hundred feet of fence. What color d'yu think would look good with that yellow house with white trim, and how much will it take?"

The salesman figures it up, suggests the color and sells the goods. The wrapper boy would have saved himself all this trouble and had time for another cigarette out in front.

"Got enough now for your outbuildings?" asks the salesman, "or haven't you any?"

"Um, yes, I have a detached summer kitchen and woodshed," says the customer, "but I wasn't calculating on spending any money on that."

"Looks pretty good as she is, eh?" remarks the salesman.

"No, don't look any too good, but er—say, I guess what you said about that shabby fence and the old picture frame goes for that shack, too. It's one story, tin roof, about 12x16. Might as well do this job right. Gimme enough more yellow and white paint for the walls and some red for the roof."

The salesman adds the cans to the pile. He has sold the man thirty per cent more goods than he expected to buy. A wrapper boy would have spent the time joshing the bookkeeper girl so that she couldn't work either.

There's many a wrapper boy posing as a salesman and drawing a salesman's pay in half the paint stores of the country. They are an expensive luxury for the boss to maintain.

## THE "MATTER WITH AMERICA"

What's the matter with America these days?

Too many diamonds, not enough alarm clocks.

Too many silk shirts, not enough blue flannel ones.

Too many pointed-toed shoes and not enough square-toed ones.

Too many serge suits and not enough overalls.

Too much decollete and not enough aprons.

Too many satin upholstered limousines and not enough cows.

Too many consumers and not enough producers.

Too much oil stock and not enough savings accounts.

Too much envy of the results of hard work and too little desire to emulate it.

Too many desiring short cuts to wealth and too few willing to pay the price.

Too much of the spirit of "get while the getting is good" and not enough of the old-fashioned Golden Rule.

Too much discontent that vents itself in mere complaining and too little real effort to remedy conditions.

Too much class consciousness and too little common democracy and love of humanity.

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## AN OPEN SHOP

**The labor unions of Chicago have purchased a cemetery, where only members of the union may be buried.—News Item.**

All his life in a union shop
He'd daily earned his bread:
They buried him in a union grave
When the union man was dead.

He had a union doctor,
And he had a union nurse;
He had a union coffin
And he had a union hearse.

They put him in a union grave
When he was good and dead;
They put a union monument
Just above his head.

And then he went to heaven,
But to stay he didn't care;
He kicked because he said that some
Nonunion men were there.

He went down to the other place,
And there produced his card,
Then Satan drew an earnest face
And studied good and hard.

And then he laughed, his hands did rub,
Till he thought he'd never stop,
"Lord bless my soul," said Beezlebub,
"Why, this is an open shop."

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## N. A. PETRY CUTS IN ON CUT-OUTS

The progressive hardware man can certainly feel a close kinship with N. A. Petry, for the story of N. A. Petry's evolution from the hardware into the accessory field is only one superlative example of the development that every active and far seeing merchant has experienced. Of course, we have in mind the Western merchant, particularly, whereas N. A. Petry is an Eastern manufacturer, yet three thousand miles is not nearly enough to make much difference in this matter of seizing opportunities, seeing into the future and moving along with the development of the industry and conditions. N. A. Petry is President and Manager of the N. A. Petry Company, Inc., at Philadelphia, Pennsylvania, manufacturers of automobile specialties, particularly the Petry Cut-out.



N. A. PETRY

The Petry line is best known to the Western trade through their distinguished Western representatives, the Norman Cowan Company. One of the joint achievements of Norman Cowan and the Petry factory this year was in making a carload shipment of cut-outs to fill western orders. Both Mr. Cowan and Mr. Petry believe in doing things in a big way, and both have done them, and are doing them.

As we suggested before, N. A. Petry is an old hardware man. He is also a dyed-in-the-wool Philadelphian, one of the wide awake ones. Surely the two go together, for Philadelphia can certainly lay claim to being a great hardware manufacturing center.

It was with Yale & Towne that Mr. Petry was initiated into the hardware business. There he started as a lock maker and worked up through the factory and the organization until he was assistant sales manager in Philadelphia. Yet he left to be in some phase of the business that would allow his ability full expression, working along the way of independence. Thus for the last twenty years Mr. Petry can point out with very just pride that he has "been in business for himself."

While manufacturing hardware, he was early impressed with the importance and possibilities of the growing automobile industry, and as early as 1904 he entered the automobile accessory field along with the other pioneers. He was prominent in both manufacturing and selling. For some years he had valuable experience in distributing the products of accessory manufacturers.

When N. A. Petry & Company was founded in 1911 it was as manufacturers' agents and as a sales organization. In 1916, four years ago, the Petry Company started manufacturing the present Petry Cut-out. The device was patented in February, 1917, and for the year 1917 the volume doubled. It doubled again in 1918 and in 1919 the business was trebled. It is expected that for 1920 the volume will again be trebled.

Even in view of this phenomenal increase in business, the N. A. Petry Company has never caught up with its orders since it started. The present demand is the greatest in the history of the business. The growth in popularity of the Petry Cut-out in the West has not been different. Three years ago the cut-out was hardly known. At the present time practically every jobber in the trade handles the product. The carload shipment tells the story.

Mr. Petry is a hard worker and a careful manager. He attends closely to his business and he knows every phase of it. His pleasant personality in meeting the trade and his vigorous, alert attitude make friends and business for him very naturally wherever he turns.

Other officers of the Company include C. T. Smith, vice president, and Mr. Petry's brother, F. J. Petry, the treasurer, who is a banker and broker in Philadelphia. Theo. Hoffer is superintendent of the plant.

### New Petry Ventilator

Aside from the cut-out, Petry products include the Petry universal pedal for the muffler cut-out, accelerator, exhaust whistle, horn, heater valve, etc., and the Petry ventilator. The ventilator is a new item in the Company's line and has the double advantage of fitting every car and entirely ventilating the driver's compartment.

The ventilator fits right on the cowl, the base of the ventilator is bolted into the cowl to a sub-plate underneath. Thus, whatever the shape of the cowl the ventilator can be adapted to it and makes a finished, close-fitting, water-proof and dust-proof job. It has been proved under road conditions that the ventilator will change the temperature ten degrees in the driver's seat. The price of the ventilator, including installation tools, is only $5.00 to the consumer.

In distributing Petry products, the West has been divided into three parts. The Norman Cowan Company handles the Far West. For the Rocky Mountain territory J. W. Van Degrift, 627 Charles Building, Denver, Colorado, is sales representative. In Chicago the line is handled by the Gray-Heath Company at 1440 Michigan Avenue.

## ENORMOUS SHIPMENT OF RAZORS TO SHEFFIELD

According to the American Consul in Sheffield, foreign safety razors are enjoying great popularity in Sheffield. Sheffield turns out thousands of safety razors every day. Nevertheless, its citizens still find it worth while to add a few foreign made ones to their collection. The American safety razor leads the list with sales of 200,000 dozen during the month of January during this year. Canada is second with a contribution of 60,000 dozen during the same month. The heavy preponderance of American safety razors is representative of the position of the American article practically all over the world.

While in the past the majority of American cutlery exports consisted of safety razors, there has been noticeable in more recent times an increasing demand also for American table cutlery, pocket knives and general cutlery, until last year only 40 per cent approximately of the American cutlery exports consisted of safety razors, while the rest was made up by general utility cutlery.

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# Fads and Fancies

(By W. L. Clark)

IT makes little difference these days which way one turns, for he is confronted on every hand with some individual with a remedy for the business and social disturbances, some panacea for all the ills of today. On the one hand we find the so-called "financial expert" who decries an inflated currency and insists that money is cheap simply because it is plentiful and the remedy therefor is to contract the currency. Meanwhile others insist that it is increased production we need.

Labor, to the contrary, is loud in its demands for shorter hours and increased wages. So extreme have conditions become that they take the form of a "fad." Such was the "overall fad"—in devotion to which many individuals went into the market and purchased overalls in competition with the people who regularly wear them, and have simply succeeded in making themselves conspicuous. They have not lowered the price of clothing or assisted in a solution of any of our extravagant ways of living.

Again we find many well meaning people asking for the repeal of immigration laws. They are insisting that for some years to come we prevent aliens of all classes—whether desirable or undesirable—from entering this country.

### Begin With Yourself

In all this confusion and the discordant voices of these self-appointed prophets, is there not some sane, practical, common-sense thing upon which we can all lay hold and practice in our daily tasks? Somehow or other we cannot but feel that everyone is attempting to begin at the top, or to settle for the nation, problems which would be more readily solved if each individual applied himself to his own business and his own tasks.

What surer method of increasing production than for each one of us to see to it that his own work is done more expeditiously and at the same time more thoroughly. What more certain plan of stabilizing values than the purchase, even in a limited way, of substantial securities, liberty bonds, or thrift-stamps—not from any patriotic sense but from the purely personal, selfish standpoint of saving and accumulating property, and in addition, the refusal to purchase luxuries and unnecessary articles of personal use or adornment at tremendously inflated prices.

### Quit Envying the Other Fellow

What better method can be found of quieting unrest and preventing, or at least reducing, labor turnover than for each one to cease envying the other fellow. Why attempt to escape the particular vocation in which one now may be engaged? It is better to set about making it a permanent, profitable employment—whether it be office, shop, factory or farm.

Particularly is it important in this year, which will, before its close see a new President and Congress elected, that we distinguish between truth and propaganda, between statesmanship and anarchy, between education and agitation, between energy and unrest.

Neither you nor I can settle these things for the whole country, for our neighbors, or for anyone but ourselves. We can, however, as individuals lay hold upon those fundamental principles of life and by our daily work and conduct do our share in correcting the situation.

It cannot be done by agitation, publicity, politics, or pessimism but will be accomplished by common sense, industry, and frugality.

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## PASSING OF FOUNDER OF BILLINGS & SPENCER

Mr. Charles Ethan Billings, founder of the Billings & Spencer Co. of Hartford, Conn., was born December 5, 1835, in Windsor, Vt. In 1852, when 17 years of age, he was apprenticed for three years to the Robbins & Lawrence Co., machinists and gun makers at Windsor.

In 1856 he entered the employ of the Colt's Patent Fire Arms Mfg. Co. of Hartford, Conn., as a tool maker and die sinker. In 1862 he received a contract from E. Remington & Sons, Utica, N. Y., to manufacture by the drop forging process certain pistol parts, which up to that time had been made by old fashioned, hand methods.

Completing the contract, he returned to Hartford in 1865 and accepted the position of superintendent for the Weed Sewing Machine Co. In 1869 he became associated with Christopher M. Spencer, they subsequently organizing the concern which is now the Billings & Spencer Co.

He was president of the company from its organization until five years ago, when he retired from the active management. His death occurred Saturday, June 5, 1920, in his 85th year.

For many years Mr. Billings gave personal supervision to the manufacture of the products of the company, and to this fact may be attributed the present high quality of the several lines of manufacture. He invented many of the articles which are now being manufactured.

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Excess is an arch enemy of success.

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The fellow who isn't fired with enthusiasm is apt to be fired.

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# High Cost of Loafing On the Job

WE are confronted by a condition, not a theory. Prices are high, and show tendency to go higher. Wages are high, with an upward trend. When prices rise, wages must follow, when wages go up, prices must keep pace. The wage-earner demands that prices drop while wages remain stationary or even continue to go up; the employer of labor has about given over hope of declining wages, but insists that prices must rise while wages stay put.

And between the two millstones right in the dead center of the vicious circle are some millions of salaried workers who call upon Heaven to witness that whatever happens they must pay, says the Saturday Evening Post.

To the demand for a solution of this puzzling mess there are many answers. We are not going to invade the field of the economist to venture an opinion upon the thousand and one panaceas that have been put forward, for we are not at home in that field. But there is one proposition which can be supported without any knowledge of the mysteries of economics; one that is mathematical in its simplicity, direct in its bearings, and clearly within our field.

### Apply This to Yourself

If we hire a boy to pick blueberries at a dollar a day, and he picks ten quarts, the cost is ten cents per quart. If he doubles his output he cuts the cost to five cents. If he knocks off in the middle of the day to go swimming, and reports at quitting time with only five quarts, the cost goes up to twenty cents a quart; and if he himself comes round the next day to buy blueberries, he may kick at the price based on this figure, but he must pay it.

All this is plain enough. There is no reason why the application of the principle in other fields should not be equally plain. If a linotype operator or a lathe hand or a carpenter or a railroad repair man or anybody else in the world loafs on his job and thereby cuts down his production, he automatically increases the cost per unit of his product. If he is working for the Government he may not thereby increase its price to the consumer—which means himself and everybody else; but even the Government, while it doesn't have to earn its keep, has to meet its deficits, so he at least raises taxes—his own and everybody's else.

In no uncertain terms Mr. Wilson pointed out to the railroad men that the remedy for high prices is not decreased production. His remarks had to do with production decreased through organized refusal to work at all; they are just as applicable to individual refusal to work, to work full time, and to work effectively. The world faces a shortage of every manufactured article, and at the same time a shortage of labor. It is perhaps natural, now that there are more jobs than men, for the worker to relax his efforts. It is understandable that he should feel that he need not hustle and that he is not going to hustle. But there will not be lower prices until he gets rid of that feeling.

### No Lower Prices Until Each Banishes Such Ideas

The law of supply and demand is still doing business at the old stand—even in Russia, where it was officially abolished. If demand exceeds supply, prices must rise until demand drops to a level with supply. The only way you can possibly make 100 pairs of shoes go around among 200 prospective buyers is to put the price where half the buyers can't reach it. On the other hand, if supply exceeds demand, prices must fall until they attract new buyers to swell the demand.

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If the world is short of sugar and shoes, steel and wool and copper, automobiles and ships and houses, coal and wheat, the remedy does not lie in producing less of these things. This is plain to the point of absurdity when thus put down in black and white; in practice, where it can be obscured by a hundred considerations which really have nothing to do with the matter, it may not always be so plain. It is always true, however, and always inescapable.

There is just one way to force prices down under present conditions—that is for us all to pitch in and produce so much of everything that at the same time prices can and must go down. Cut the cost and boost the supply and prices must drop. But as long as we go on cutting the supply and boosting the cost by loafing on our jobs, prices will hold their upward course.

## H. B. BURLOW RAISED ON SIMPLEX JACKS

"A jack for all trades" might well be the motto for the Templeton-Kenly Company of Chicago. There is hardly a well informed member of any trade who does not know Templeton-Kenly jacks. They not only go to the hardware



H. B. BURLOW

trade, but to the machinery trade, the automobile trade, the miners, railroad men and logging workers.

Sales Manager H. B. Burlow can well be referred to as a "Jack King" or perhaps better as the Ace of the Templeton-Kenly organization, for it is he who is responsible for the sales of Simplex industrial jacks to the automobile and equipment trade, and it is he who comes in contact with the hardware buyers. He has just made a complete circle of the western trade, attending the convention at Del Monte, and calling on every distributor and representative of the Templeton-Kenly Company west of Chicago.

For the last few years, the Templeton-Kenly Company has been handicapped by its war work and by industrial conditions. During the war the Company turned out ordnance and track jacks for the War Department, and it is only now that the Company can again handle its private trade adequately.

Mr. Burlow can well be proud of the fact that there are from thirty to forty jacks in the complete Simplex line and that the Templeton-Kenly jack is the only one in which drop forgings are used. The fact that the Company has been manufacturing railroad jacks for many years and specializes and concentrates on jacks is ample guarantee of the thorough-bred superiority of the automobile jacks now produced.

In its sales policy the Company maintains a strict allegiance to the jobber and the jobbing trade, and deals directly only with those houses who carry an ample stock and sell for resale.

Representing Simplex jacks in the West as well as in the South are Sanford Bros., with offices at Chattanooga, Tennessee, and San Francisco, California, as well as in Chicago.

## IMPERIAL VALLEY COMPANY BUILDS

One of the western institutions whose growth has been phenomenal is the Imperial Valley Hardware Company, with its home office at El Centro, California, and branches throughout the Imperial Valley. The development of the Imperial Valley, in the southeastern part of California, has been very rapid and the growth of the Imperial Valley Hardware Company has kept pace with the growth of the community. The company does both a wholesale and a retail business and has branch stores throughout the territory.

Typical of the growth of the institution is the new building into which the company is just moving. The first unit has just been completed and the business offices and some of the stock have been moved into this first section, while the remainder of the building is being constructed. In this new building the company will have a frontage of seventy-five feet on the main street and will be housed in a class A structure with two stories and a mezzanine floor. President Geo. W. Anderson and Secretary Loward P. Meyer will have their offices on the mezzanine floor in the rear. We hope to publish a full description of the new store with pictures in a later issue.

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## AN INCOME TAX SCHEME TO BEWARE OF

(Copyright by Elton J. Buckley)

In connection with the making up of business men's income tax returns, a scheme is being worked by insurance solicitors which, if followed, may get the business people who do it into trouble with the government. Since having trouble with the government is not pleasant, particularly when it takes the form of an indictment for attempting to defraud the government of tax, I think I had better say something about the scheme and how it is being worked.

Most readers hereof know that under the government's uniform regulations, ordinary insurance premiums paid by an income tax payer are not deductible from income. In other words, you can't charge them up as expense. There are several regulations on the subject. Regulation 33, No. 1,908, Sec. 109, provides that premiums paid for life insurance by the insured are not deductible, and a second regulation provides that when officer, or valued employe, for the benefit of the business, the premiums even then are not deductible where the person or a business takes out insurance on the life of a partner, or whose life the policy is placed is directly or indirectly a beneficiary. He always is a beneficiary when his business is, and therefore in the usual case premiums on such insurance are not deductible as expense.

On the other hand, where an employer, as a benefit to his employes, insures their lives under group insurance, the premiums are deductible as expense. So for obvious reasons can fire insurance premiums be deducted where the insurance is on business property.

Now the scheme I am about to describe is over the following recent regulations (Sec. 214 (a), Article 101, Business Expense):

A taxpayer who borrowed money for business purposes and was required to take out life insurance in favor of the lender as security for the loan, is entitled to deduct the premiums paid for such insurance as a business expense under Section 214 (a) 1 of the Revenue Act of 1918; however, the premiums will cease to constitute a business expense upon maturity and payment of the loan.

This regulation is sound because when life insurance is given as security for money owed, or for an unpaid account, as is often done, it is just as much a business expense as interest paid on money borrowed from the bank. But clever insurance men, who think they see in this a chance to get some new business, are going to the business houses and saying, "Here is a chance to take out some life insurance and charge up the premiums as business expense. All you need to do, when you get the policy, is to turn it over to your bank, or anybody else you borrow money from, as security, and that entitles you to consider the premiums business expense. When you pay that loan off turn the policy over to some other creditor in the same way."

Now, I agree that this is possible and legal—if the bank or other creditor asks in good faith for the policy as security. When that happens, the transaction comes squarely within the provisions of the above regulation. But when the bank or other creditor hasn't asked for the policy as security, and has no need to, or where it should do it merely because the borrower asked it to in order to further the scheme, then the thing is a fraud on the government. Moreover, it would be a very easy fraud to prove. If you are a business man who needs to borrow regularly from somebody, as most business houses do, and your collateral is not sufficient without it, you have already been asked for insurance security for the loan. If your assets are good enough without it, then you don't need to give the policy as security, and the minute you do it the government may accuse you of forcing additional (and unnecessary) security on the creditor merely so you can charge the premiums up as expense.

Such a fraud would stand out pretty clearly where the facts are as I describe, and it is quite conceivable that if the government prosecuted the defendant might get a prison sentence. You see, the only penalty in such cases is not merely being required to pay a tax on the amount held out, together with a small penalty. It is (in case of fraud) a heavy fine or a sentence in jail.

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## SARGENT COMPANY TO ADOPT THE UNIT SYSTEM OF PRICING

Owing to the many price changes that have affected their entire line, Sargent & Company, New Haven, Conn., have found it necessary to issue a revised price list applying to their general hardware catalogue.

In making this revision, they have decided to put into effect the unit system of pricing (or decimal system, as it has also been called) and all prices are therefore based on that system. Most of the items are priced by the single piece, but where this is not practicable the goods are priced by the hundred. Articles that are naturally used in pairs are priced by the pair and those which are used in sets are priced by the set.

The advantages of this system of pricing have been shown by articles that have appeared in the trade papers and in discussions at various hardware conventions. It has met with the favor of many merchants as a method which will save time, reduce labor and lessen the liability of error in sales and accounting work by simplifying the mathematical operations necessary to arrive at a price.

The change in the pricing unit necessitates a change in the packing unit. The company is therefore planning to change the number of articles packed in a box from dozens and grosses or fractions thereof to the most suitable quantities of which 100 is a common multiple, careful attention being given to the nature of the goods and the requirements of the trade. With a line so large and varied as that manufactured by the company it will not be possible to put this change into effect at one time but the new packages will be put into use as rapidly as possible. In the meantime orders will be filled with the packages heretofore used.

This change has been made after careful consideration and it is the belief of the company that its advantages will become more and more apparent and its benefits will be appreciated as the trade becomes accustomed to the new method.

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## ONE OUT OF EVERY 100 PEOPLE IN U. S. EARNS LIVING BY RETAILING

"In other words, there are more people in retail selling alone than in any other line of endeavor, except agriculture. Yet, after twenty years roll around, out of every 100 who have embarked in retail store-keeping, less than five still have their names over the door," said a speaker at a recent convention.

**Cause of Failures**

"The financial agencies show that 15,000 retailers fail each year, and 85 per cent of them —12,250, did not advertise!

"Yet, the outstanding reason for the failure of more than 50 per cent of these was over-buying.

"Over-buying means too much "stick stock."

"Now, if profits lie in quick turnovers, and failures are avoided by having money in the bank—and advertising will not only dispose of surplus stock but also bring in the money to put in the bank—you can see not only the advisability but also the absolute necessity of advertising.

"Some of you remember when there were practically no mail order houses.

"Some of you remember the time when all the mail order houses put together (and it was less than 10 years ago) did not do 4 per cent of the retail business in the United States.

"How do they stand today?

"Of the $15,000,000,000 worth of retail business done annually, the mail order houses do $1,500,000,000—10 per cent.

"And how do they do it?

**They Advertise!**

"The mail order houses and the department stores who advertise do more than 25 per cent of all the retail business done in America and their proportion is growing all the time. Yet, altogether they only represent 30,000 of the retail stores in the country—or about 3 per cent.

"That's why I say 'Advertising' is that force which puts 'The busy into Business' and the 'sing' into merchandising'—and takes the 'sin' out of both.

"There is something in your store that is bigger than the store—bigger than the building —bigger than the merchandise. You will find it mentioned at the very beginning of the 22nd Proverb:

"'A good name is more to be chosen than great riches.'

"Some of you wear 'Regal' shoes.

"The Regal Shoe Company estimates its name as being worth $2,500,000.

"Some of you wear 'Hart Schaffner & Marx' clothes.

"It is a 'little thing to look for but a big thing to find,' that little fellow sitting on horseback, blowing a horn.

"Do you know what tune he is playing?

"He is playing $15,000,000.

"Some of you wear 'Arrow' collars.

"Cluett, Peabody & Company estimate their good name as being worth $18,000,000.

"Some of you smoke 'Ligget & Meyers' tobacco.

"Their good name is worth $39,000,000.

"Other may smoke 'American' tobacco products.

"Their good name is worth $54,099,430.

"F. W. Woolworth & Company, Ten-Cent Stores' figure their good will at $50,000,000.

"What is your good name worth?

"How do you stand in your community?

"The point I wish to make is this:

"Instead of shrieking 'Sales—Sales—Sales' —instead of eternally pounding on your merchandise and lauding your values—devote a little space to calling attention to your store; to your name; to your policies—you will be building infinitely more permanence to your establishment and its standing in the community.

"You would be less apt to fall among those 95 out of every 100 who go out of business inside of 20 years."

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## 1300 YEARS BEFORE CHRIST THIS EGYPTIAN KING KNEW ADVERTISING

Rameses II threw a stone into the Nile and sighed.

He had spent his whole life fighting and had licked all his neighbors. He had added many shekels to his treasure vaults. But that was not enough for Ram. He wanted his fame to outlive his mummy.

"But how?" mused the great Pharaoh. The royal printing press was not yet invented and the palace house organ was out of tune.

"I have it," quoth Mr. R.

He called together all the stone masons in the kingdom, and they chiseled his deeds of valor in rock and set it up where all might see.

Some people may call this history, but it wasn't. It was advertising.

This was four thousand years ago. Now Rameses has a cigarette named after him. Advertising did it.

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Jane Addams was crossing the ocean once and, having been ill herself, started to sympathize with an Irishman in the second cabin, who apparently was having a very active time.

Laying her hand gently on the Irishman's shoulder, Miss Addams cried: "I am very sorry you are so ill, my good man. Your stomach is only weak, that's all."

"Wake stummick nawthin," answered the Irishman. "Oi'm throwin' as fur as eny man on this side of the ship, mum."

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You do not expect reservations to be made in your salary, why make them in your service?

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## HACK SAWS AND THEIR USES

(An interesting and helpful booklet of 64 pages, published by The L. S. Starrett Company, Athol, Mass. Copies sent free on request.)

"The beginning of all wisdom in the practice of Hack Saw Thrift is to comprehend fully the many factors that enter into the production, purchase and use of hack saws—they all have their influence as regards the result."

To not only define these factors, but to explain fully their practical application to shop work, is the purpose of "Hack Saws and Their Use," from which the preceding paragraph is quoted.

Though the hack saw is one of the most common tools, it is also one of the most misused. This is partly owing to the general belief that "anyone can run a hack saw," and partly because heretofore there have been no really practical books on the subject. Books on lathes, planers, shapers, millers and other machines are plentiful, but the man who would gain a thorough knowledge of hack saw practice could acquire it only in the school of experience—a lengthy and expensive method. For this reason, this new publication is a much-needed and very welcome addition to the literature of the machine shop.

The making of hack saw blades is the first subject discussed. The book explains how the composition of the steel affects the blade's cutting qualities, and touches upon the proper methods of heat treatment and tempering.

It takes up next the question of hack saw teeth, their proper set, shape and pitch, and how each of these factors affects the efficiency of the blade. Diagrams show the different shapes of teeth—standard, positive, negative and hook—and demonstrate just how each is affected by wear. Pitch, and how it is determined by the size, shape and kind of material cut, is also given its proper share of attention.

An interesting feature of this part of the book is an explanation of how hack saw teeth cut, and why the "Standard" type of tooth, with its vertical cutting face, which always "bites" into the work at the same angle regardless of the amount of wear, is preferable to teeth of other shapes.

The slope of the back face also "has a direct effect upon the durability of the blade and its total output of work. When a saw becomes worn, the ends of its teeth are flattened or rounded. As the area of contact with the work increases, the pressure necessary to make the saw bite increases. The strain of the increased pressure must be borne largely by the back face of the tooth. "Eventually this flattened area will become so great that it is impossible to apply sufficient pressure to make the saw cut without breaking the blade. Consequently, the amount of work that can be got from a saw depends largely upon the volume of tooth available for wear before this limiting area of contact is attained."

From this explanation, too, we see the importance of gradually increasing the pressure as a blade becomes worn. Pressure is such a vital factor in efficient cutting that it fully deserves the prominence given it in this book. It is the factor which is most directly under the control of the operator, and every hack saw user who wishes to get the utmost service from his blades, will find the recommendations as to pressure given in "Hack Saws and Their Use," of great value.

The proper starting weights for one make of blade have been carefully worked out and are given in a Hack Saw Chart. This chart, based upon the division of materials into nine different classes, lists the pitch, gage and dimensions of the blades which practice has shown to give the best results with each sort of stock, both in hand frames and power machines. Owing to variations in the composition of even the same class of materials, it has been found impossible to fix any absolutely definite pressure, but the weights given are sufficiently accurate to provide a working basis from which to start.

The importance of gradually increasing the pressure after the first cut, is strongly emphasized. No matter how nearly correct the weight is when the saw is started, more pressure must be added after a certain number of cuts have been made. This not only reduces the time per cut to a point within the limits of efficiency, but also adds to the life of the saw.

The book also brings out the danger that lies in applying insufficient pressure at the beginning of a series of cuts. "Better too much weight than too little" is the conclusion arrived at after a long series of tests to determine the effect of various pressures on the life and efficiency of blades.

Charts and diagrams are freely used to make every point clear. These charts illustrate the results obtained by both flexible and all-hard blades with varying combinations of pressures and speeds, with and without lubricants.

In these tests, it was proved that the liberal use of water or "compound" (never oil), except on iron castings, increases the cutting life of blades at least one hundred per cent. Greater speed may also be used than when cutting dry.

Directions for making tests of blades are given, which will enable hack saw users, if they so desire, to conduct a series of experiments to determine the blades which are best suited to their requirements. Such tests as these aid in devising systems for figuring cutting costs.

Cost per cut is taken as the only true measure of hack saw efficiency and output, and tables are given to assist users in finding exactly what they are paying out in hack saw costs. These tables take into account not only the cost of blades, but the outlay for labor and overhead as well.

"Hack Saws and Their Use" is a book for practical men, written to meet the requirements of every day shop practice. Buyers and users of hack saws, no matter how broad their experience may be, will find it very profitable reading.

## DISPLAY HIGH SCHOOL WORK IN THEIR WINDOW

A successful show window display of the best work of the vocational department of the local high school was recently held by the Northwestern Hardware Company at Bellingham, Washington. There is, of course, an intimate connection between the hardware business and the tools and materials used in the vocational department of high schools all over the country.

At the close of the term, the Northwestern Hardware Company arranged with the instructors in charge to hold a contest for the best work of the year on the part of the pupils. The best product in each of the lines of workmanship included in the course was exhibited in the Northwestern Hardware Company's show window.

Samples of wood turning, blacksmith work, pattern making, machine work, machine shop work and machine drawings were displayed, as well as articles and finished products involving the different processes. By co-operating with the instructors at the school, the Northwestern Hardware Company secures a market for the disposal of many tools and appliances and also gets the students into the habit of using their store and of regarding it as a center of activity in the community.

Furthermore, all members or the community are proud of the work done in the high schools and a certain dignity and prestige is reflected on the merchant who exhibits the works done by the pupils.

The Central Hardware Company of Hollywood, California, has purchased the former hardware business of W. S. Turley of the same place, and will operate it as a branch of their present business. James Langroise will be in charge of the new store. The main business is located at 6673 Hollywood Boulevard.

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## GET YOUR CUSTOMERS TO GIVE THEIR BABES A WEIGH

Most hardware men were babes once. There are a few exceptions, but most of them have had babies—in their family, and perhaps this need not be necessarily written in the "past" tense, neither. Who can tell what the future may have in store for them and their friends?

Most hardware merchants overlook the opportunity to sell scales. They generally sell them only when called for. They make no real effort of their own initiative. Here is a suggestion every merchant can use in promoting the sale of scales. Send out to your mailing list of customers a card on which is neatly printed the following table of weights that babes should weigh at certain ages.

This card may be made the basis of a neat enclosure, having the merchant's advertising and address, with the suggestion that he can furnish scales not only for babies, but for people of all ages and for every purpose.

This is an idea that the live merchant will know how to follow up without further suggestion.

Lots of people are putting up with old refrigerators which are eating their heads off in the ice they use. A refrigerator demonstration will pay if you actually demonstrate that gaping seams, leaky linings, and sagging doors are all a menace to pocket-book and health.

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## AIN'T LIFE FINE TODAY!

Sure this world is full of trouble;
I ain't said it ain't.
Lord! I've had enough and double
Reason for complaint.
Rain and storm have come to fret me;
Skies were often gray;
Thorns an' branches have beset me
On the road, but say!
Ain't it fine today?

What's the use of always weepin',
Makin' trouble last?
What's the use of always keepin'
Thinkin' of the past?
Each must have his tribulation,
Water with his wine.
Life, it ain't no celebration.
Trouble! I've had mine;
But today is fine!

It's today that I am livin',
Not a month ago;
Havin', losin', takin', givin',
As time wills it so.
Yesterday a cloud of sorrow
Fell across the way;
It may rain again tomorrow;
It may rain—but say!
Ain't it fine today?



WEIGHING THE BABY

The new baby should be weighed once a week during the first two months, then every two weeks until one year of age, then once a month during the second year.

Weight is an excellent indication of the baby's state of nutrition. If it does not gain for several weeks, something is probably wrong. The baby is either not getting enough food, or not digesting its food properly, or is not sleeping enough, or getting enough fresh air.

A baby should gain during the first four months, about half a pound a week, from four to six months about one-third a pound a week, and from six months to a year, about a quarter of a pound a week.

Here is an average schedule of weight development:

| | Pounds |
|---|---|
| 7 days old | 7 |
| 2 weeks old | 6½ |
| 3 weeks old | 7½ |
| 4 weeks old | 8 |
| 2 months old | 9½ |
| 3 months old | 11 |
| 4 months old | 12½ |
| 5 months old | 14 |
| 6 months old | 15 |
| 7 months old | 16 |
| 8 months old | 17 |
| 9 months old | 18 |
| 10 months old | 19 |
| 11 months old | 20 |
| 12 months old | 21 |

The loss of a half-pound during the first week is explained by the fact that the mother's milk does not come until the third day, and as it should, as a rule, have nothing but water until then, it loses about half a pound, but gains its first birth-weight back usually by the end of the second week, and if properly nourished gains steadily afterwards.

## MANAGES BRIER HILL SALES AT CHICAGO

The Brier Hill Steel Co. announce that John D. Caldwell has been appointed district manager of sales in the Chicago territory. Mr. Caldwell is succeeding to the position vacated by their former district manager, Joseph A. Reed. Mr. Caldwell has been assistant to Mr. Reed for a number of years and is well known to the buyers throughout the Chicago territory. This promotion comes as a deserved recognition of his ability.

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Bluemle & Gibson, the enterprising hardware merchants of Huntington Park, California, have opened a branch store at Lynwood.

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## CONFESSIONS OF A SALESMAN—GETTING THE DEALER STARTED



When I first started to sell goods on the road I had the false impression that to sell properly, I must keep up a rapid-fire line of conversation. I had heard people say, "He would make a good salesman, he can talk so long and well." From this remark I gained the impression that a person to be a successful salesman should be persistent, talkative and aggressive.

Today I know better, that is, I know all the qualities above must be possessed, but in moderation. The lesson was driven home by the following incident.

I was selling a line of builders' supplies, which were in strong demand; in fact, it took little salesmanship to sell the line, for the simple reason that the goods were well advertised in trade journals and in the limelight of publicity. I went merrily on my way selling almost every dealer until I formed the impression that dealers simply must have my goods.

All went as merry as a wedding bell, until I struck a small town in Ohio, in which was located a dealer who had lately acquired the stock, fixtures and good will of a dealer who handled another line of hardware.

Here, I thought, was my chance to show the newcomer how much at fault his predecessor was by not stocking up with my line of goods. When I called upon him I found him deep in an inventory. It seemed as if he wanted to know how much he had overpaid for the goods on hand. I did not trouble him at first, as I saw it would be useless. So with a polite word or two I left and called again the next day, only to find him still deeper in the work.

On the occasion of my next call, however, I opened up my line of sales talk, but the merchant did not take kindly to my suggestions, but I kept on driving my pleas home. I said, "I simply want to get you started." On this call I could not induce the man to "get started," and I did not want to leave town without making another attempt to place my line before another salesman would come along and secure the account. Next day I was back again and spent a full half day trying to nail my man, but he kept putting me off no matter how many times I said, "I want to get you started."

About 5 P. M. I thought the merchant was weakening under my rapid-fire talk and that I had him, for he got down from a step ladder and said, "So all you want is to get me started, is it? You have spent two days trying to let me tell you you have at last succeeded. First, I am going to start with you. You get started at once to find the door, before I start, for if I start first you will not be able to start, and the next time you come into this store when I am busy, don't start me again. Now start."

His method of "getting started" took my breath away, but I learned a valuable lesson and one which has caused me to be more careful in the future, not to be over insistent, cut out the rapid-fire talk and use better judgment when a man says he is busy.

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## YOUR ABILITY IS YOUR CAPITAL

To get a proper view of your salary is to compare it with the interest on money invested. If the average conservative investment be at 5 per cent, then a man whose personal efforts warrant a salary of $3,000 a year has the same income he would have if he had $60,000 invested. If he gets an increase of $1000 a year, he has increased his capital 33 per cent and draws an income equal to an invested capital of $80,000.

There is no question that ability without money-capital is better than money without ability. The progressive man is often able to increase his earning capacity more than the man of money without ability could hope to increase his capital in the same length of time.

If a man getting $60 a week improves his ability so as to get $80 as the result of a year's improvement, he has made a living and virtually cleared $20,000 to add to his capital. Some business enterprises with $60,000 invested would be considered prosperous if they could do as well.

Opportunity for self-improvement is open to every man. The salaried man who has big ideas as to what he would do if he were at the head of a business of his own would do well to consider his ability as his business, with a capital of twenty times his annual salary, and so utilize all his good intentions in the effort to improve his talent by practicing on the business in which he is now engaged.

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## CUTLERY EXPORTS ON BASIS OF $24,000,000 A YEAR

During the month of March cutlery valued at $2,000,000 was exported and the total export value of cutlery for the first eight months of the U. S. fiscal year has already reached $8,675,000, which is $3,620,000 over the figures of the same period of last year and nearly doubles the performance of the first eight months of the fiscal year 1918. The cutlery makers find it very difficult to fall in always with the demands of their foreign customers, as they have their hands full to satisfy the growing demands of the home market. Every effort is made to increase the volume of production until it is large enough to take care of the requirements of the domestic and the foreign markets.

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The most terrible death in the world is that caused by the disease called, "Dry Rot," where men die standing up and continue to walk around.

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60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.




Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.

The Largest Seller on the World's Market Today

Can Be Ordered in Various Quantities to Suit Your Needs

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1919 and 1920.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE




When you sell a cleaner that takes drudgery out of housework—that does work in half the time with half the effort, and does it better—in short, whenever you sell HRH you gain a satisfied customer and friend.

HRH, like ABSORENE requires only introductory selling effort on your part. It is extensively advertised and is known everywhere as the most effective cleaner on the market today. Live dealers everywhere sell HRH because it is a real profit and trade builder.

**Packed in 10 and 15c cartons. Three dozen in a case.**
**In bulk, 300-lb. barrels and 100-lb. drums.**
**KEEPS ITS STRENGTH FOR YEARS**

**Sold by Jobbers everywhere. Window Trims and other direct advertising for both on request**
**If your jobber can't supply you, we will, direct**

# ABSORENE MFG. CO.

**ST. LOUIS, U. S. A.**

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# General Manager Pitkin Tells One of A. Baldwin & Co.'s Secrets

AMONG the great hardware institutions of the South and the Southwest none has been more important in the development of the trade and in the furtherance of the best business principles than A. Baldwin & Co., of New Orleans, Louisiana.

Established in 1822, A. Baldwin & Co. have years of experience and square dealing behind them so that the institution is regarded as solid and exemplary not only by their customers, but by the entire trade of the United States. The Cut Keen trade mark of the A. Baldwin Co. has been established as one of those brands that stands for quality and honest performance wherever it appears.

It is but natural that the character of any institution of the type of A. Baldwin & Co. should depend upon the individuals high in its management. No matter what the size or the history of any organization it must depend upon the active men for its life and for its business policy.



**W. M. PITKIN**
General Manager of A. Baldwin & Company, New Orleans, Louisiana, and a prominent officer of the Southern Hardware Jobbers Association. Mr. Pitkin's success has been founded on hard work, and he has favored us with a word of advice to young men just entering the hardware business.

General Manager W. M. Pitkin of A. Baldwin & Co., is one of these individuals who is responsible for the continuance of its good name and fame. For thirty-three years Mr. Pitkin has contributed to the reputation of A. Baldwin & Co., and necessarily he has come in contact with every phase of the business. As is the case of so many of the men who have arrived at the top in the hardware world, Mr. Pitkin began at the bottom. He has held practically every position in the institution and so knows the business, the internal workings, and the company's trade thoroughly.

From his wealth of experience, and after these thirty-three years of hard work of conquering obstacles and of constant solving of problems, Mr. Pitkin's summary of his experience will be most valuable and interesting to everyone of our readers:

"From the beginning to the moment in which this is written, the fact stands out as bright as a star that no information worth while, no advancement, nor education in business is accomplished without real hard work. Hard work is the greatest educator for one's mental, moral and physical condition, and is worth more than all the text books in the world."

The secret of Mr. Pitkin's success, the secret of the growth and standing of A. Baldwin & Co., the secret of any strength or growth in the business world is hard work, real hard work.

## CHARGES MISUSE OF NAME

The McElrath Tire & Rubber Co., a new tire concern located in Ravenna, Ohio, has been allowed a temporary injunction restraining The McElrath Building Co., also of Ravenna, from using the word "McElrath" in connection with its business.

In the application for injunction, the plaintiff alleges that there is no person by the name of McElrath connected with the defendant company and that the adoption of the name was "an artifice calculated to produce and to perpetuate a fraud both upon the public and plaintiff."

Judge A. S. Cole granted the temporary injunction under bond of $5,000. Milo E. Evans, secretary of the plaintiff company, swore to the petition.

The McElrath Tire & Rubber Company is now erecting a large factory in Ravenna and it is expected that production of the McElrath tire will get under way within a few months.

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That the automobile accessory trade is becoming important in Alaska is evidenced by the fact that Paul Behrendt of Juneau is erecting new quarters to house his machine shop and automobile accessory establishment.

## INDIA MAKES TEXAS CONNECTION

Of interest to the tire trade is the announcement of a distributing connection recently established in Dallas, Texas, by The India Tire & Rubber Co., of Akron, Ohio. The new concern is known as The India Tire Co., of Texas, and its territory embraces practically all of the Lone Star State. It is understood that this new distributing point immediately takes over more than a million dollars' worth of the India product. G. T. Lownsberry, widely known in the tire trade, is vice president and general manager of The India Tire Co., of Texas, with T. E. McLarty, a prominent Texas automobile man, as president of the organization. McLarty is in charge of the distribution of Nash cars throughout all of the Texas territory.

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A recent feature window display by the Baldwin Hardware Company at Klamath Falls, Oregon, showed a real honest-to-goodness working kitchen with flap jacks on the table, suds in the washing machine and a cook at the range. It is reported that the display not only sold hardware but contributed to the custom of local grocers and fuel merchants.

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# TAMMS RELIABLE FOUR PRODUCTS

**Silver Bond Silica** 25% added to Pure White Lead and Pure Linseed Oil increases the life of the paint and prevents chalking, peeling and blistering.

33⅓% Silver Bond Silica and 65⅔% Pure White Lead thinned with Flatting Oil produces a beautiful soft tone, sanitary finish. Will stand severest washing test.

SILVER BOND SILICA is as smooth and fine as white lead—and mixes easily on account of its extreme fineness.

Prices F. O. B. Tamms, Ill.

6 barrels—1½c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Very Important**—Write today for "Silica Catechism", it contains valuable formulas for mixing your own better paint at lower cost.

**Golden Yellow Ochre** insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.

Prices F. O B. Tamms, Ill.

6 barrels—2¼c per lb. 1 barrel—3c per lb. New paper lined barrels extra, $1.25 each.
300 pounds to the barrel.

**Natural Gray Ochre** is a natural, not a compounded color, producing beautiful fine gray tints of any shade desired. Very finely ground and strong in tinting qualities.

Prices F. O. B. Tamms, Ill.

6 barrels—1¾c per lb. 1 barrel—2½c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Danish Gilders Whiting** is superior to the English Cliffstone Whiting for Kalsomine, Fresco and Putty, because it is finer and more carefully prepared in grinding.

Prices F. O. B. Tamms, Ill.

6 barrels—1½c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Send us your next order—Buy direct.**

Stocks of Silver Bond Silica carried in New York, Cleveland, Kansas City, Los Angeles, Chicago and Tamms

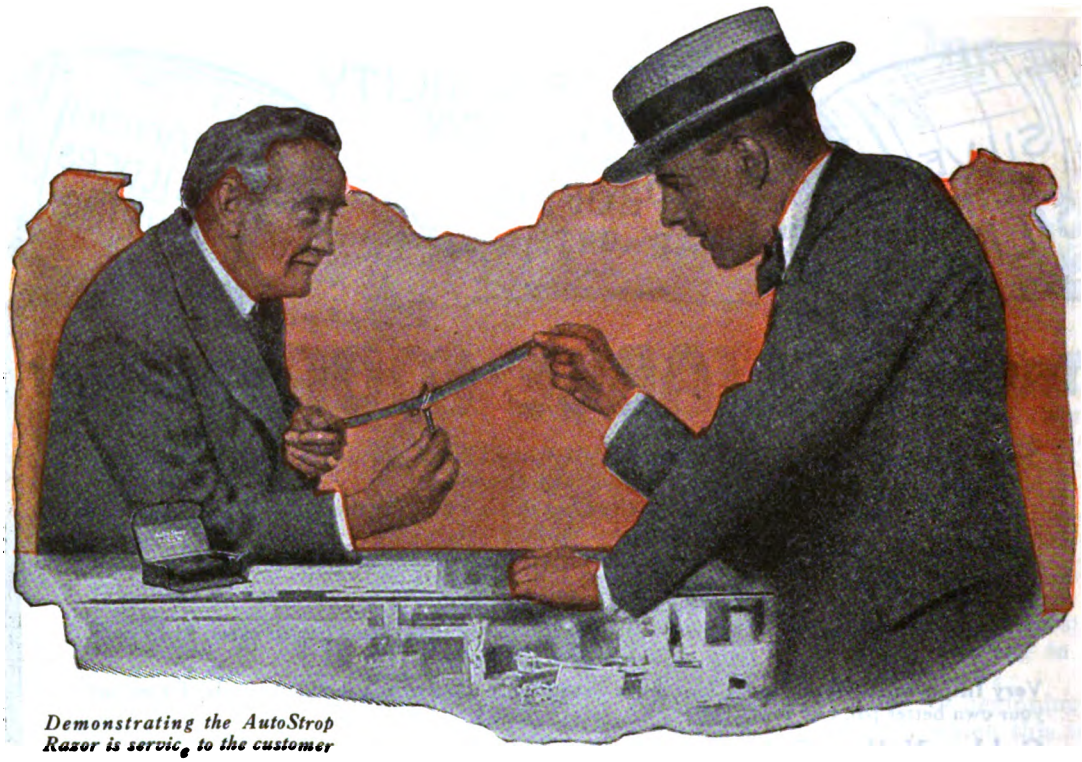
## TAMMS SILICA CO.

STOCK EXCHANGE BLDG
CHICAGO, ILL.

MINES & MILLS
TAMMS, ILL.



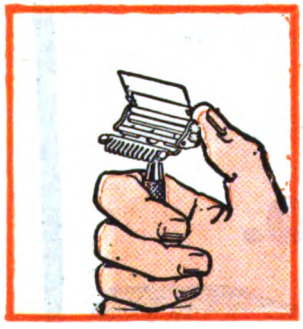

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*Demonstrating the AutoStrop Razor is service to the customer*

# One of the biggest secrets of retail success

## *What the manager of a big retail organization discovered about the value of the "little things" in building sales*



*AutoStrop Razors sell themselves when the salesman knows how to demonstrate them. Show the customer how the blade opens for cleaning like the leaf of a book—how the same lever that releases the blade also adjusts it for close, medium or light shaving*

THE head of a chain of eleven retail stores, who has increased his business in four years from $750,000 to over $4,000,000, sums up the secret of success in the following words:

"Store personality — that's the keynote of everything we've done. Whether it's ash trays placed in convenient spots about the store for the men, rest rooms for the women, or any other detail of service to customers, we have found it's always the 'little things' that count most. It's the 'little things' on which customers judge the business as a whole."

Attention to the various "little things" of a business is only another name for the biggest word in retail merchandising—SERVICE.

It is service to the community for a dealer to standardize and specialize on nationally advertised, fast-selling lines that mean rapid turnover and quick profits—to concentrate on those products that he himself believes in, is enthusiastic over, likes to stand back of, fight for if need be. When your store is "sold" on a product in this way, it is easy to sell it to others.

It is this new kind of service that enabled a dealer out in Iowa to take in $6,000 in less than two years on sales of AutoStrop Razors.

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# *The selling power of a real demonstration*

No matter what a man comes into this dealer's store to buy, the talk is led around to shaving economy and the AutoStrop Razor —then for a real demonstration: The customer is shown just how the AutoStrop Razor strops itself —just how it is adjusted instantly for a close, medium or light shave —how easy it is to insert a blade when a new one is desired.

Then follows the most important part of the demonstration—***the salesman gets the customer to handle the razor and strop it himself.*** Nine out of ten men are immediately interested.

## *Other successes*

A dealer in New Jersey has made his store known for miles around as "Razor headquarters." His plan is a simple one—offering an AutoStrop Razor free to anyone who could make the stropping mechanism cut or injure the strop while restoring the edge.

A Pacific Coast dealer gives an AutoStrop Razor free to any Coast League baseball player hitting a home run at the local park. He has established himself as a "live wire" in the cutlery business, and his trade in all lines is increasing.

These are practical business building ideas that have proved their worth with other dealers. Try them out.

## *Watch the advertising*

Here is another way to give your store personality. Watch for the AutoStrop advertisements when they come out in Collier's Weekly, the American Magazine, Literary Digest, Red Book, Life, Cosmopolitan and American Legion Weekly. Cut them out—mount them on a card and display them with your AutoStrop trims. Besides serving as a good tie-up, these advertisements will show your customers that you are a live, up-to-the-minute dealer.

Our advertising campaign this year is the strongest we have ever run. Ads like those on the right will appear in a total of 320 newspapers, covering every trade center in the United States—in addition to the magazines listed above. The story of the AutoStrop Razor will reach a total of 45,000,000 people. We are pushing right ahead—will you be with us?

Write for our merchandising plan and other dealer helps. We can help you to duplicate the success you have just read about.

**AUTOSTROP SAFETY RAZOR CO.**
**New York**
**Toronto London Paris**




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## REACHING WOMEN THROUGH WINDOWS AND PRESS

(By John Hardy, Honeyman Hardware Co.)

It does not take a keen observer to note that the hardware store is essentially a "man's" store. There's a dearth of women's trade in the average hardware store that should not be.

The lack of women shoppers is easily explained when we consider that the department store is essentially a "woman's" store and no doubt it will largely continue to be so in the future.

The hardware store is entitled to women's trade as well as the department store, at least in part, if the hardware dealer cares for their business.

### What Is the Remedy?

The average hardware dealer is a mighty poor user of printers' ink. In other words, he does not do much newspaper advertising nor does he do much in the way of "cut" or special prices.

Now, of all things, women like to read ads, especially if something is to be sold at a reduction price. The department store offers these every day of the week, and furthermore offers the woman everything she needs from basement to garret, all under one roof, thus saving her much extra tramping to purchase the same goods at specialty stores.

It is no easy task, therefore, to draw her away from the lure of the department store.

### Learn from the Department Store

Without any doubt, department store methods in newspapers and show window advertising capture a large proportion of a city's business. If the hardware dealer wishes to successfully compete he must adopt their methods even if it be in but a minor way.

First, he must do more newspaper advertising, not by small inconspicuous advertisements but by ads large enough in size that they be not lost or buried in the avalanche of ads that appear each day in our daily papers.

Don't presume from this that he is to advertise each day of the week. Experience has taught the writer that this cannot be done. But come through when you do with an advertisement that can be seen or you will waste your money.

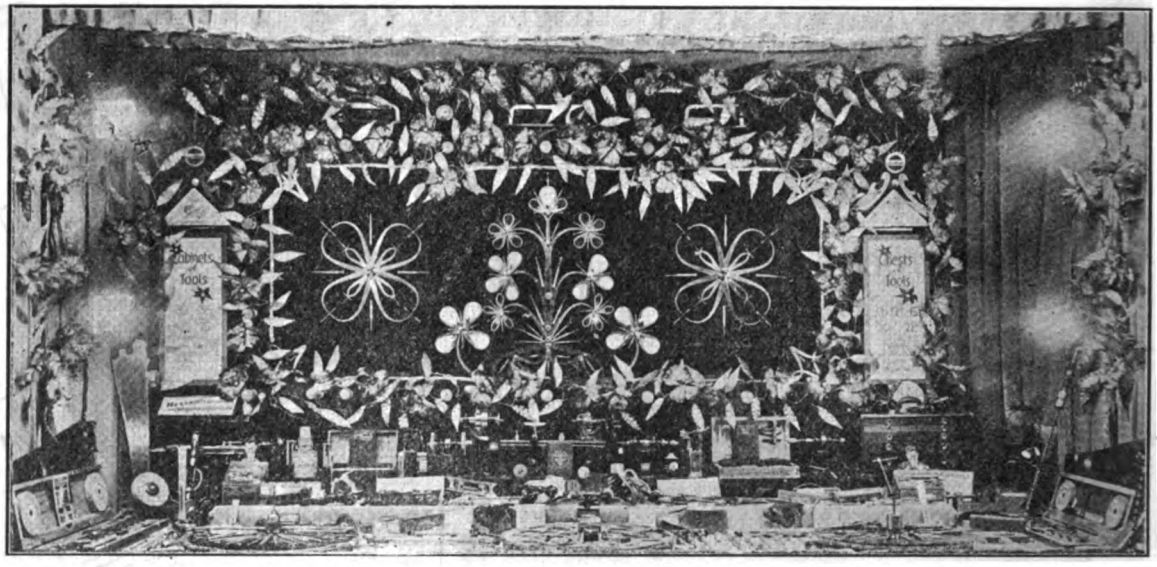
### Sales Windows Draw Trade

If newspaper advertising does not appeal to the hardware dealer, his only recourse then is through show window advertising. There is his only chance to secure a fair share of woman's trade.

No hit and miss plan of window displays will draw trade. Nothing but a straight-from-the-shoulder system of window display will land the business. Follow the department store methods in making up displays if necessary. Make your windows so attractive that the passer-by will be impelled to examine its contents carefully and in detail.

Display goods from each department, such as tools, builders' hardware, stoves, kitchenware, sporting goods, etc., and make special and strong appeals on seasonable goods.

Get the public to talking about your show windows and what you have for sale. Your



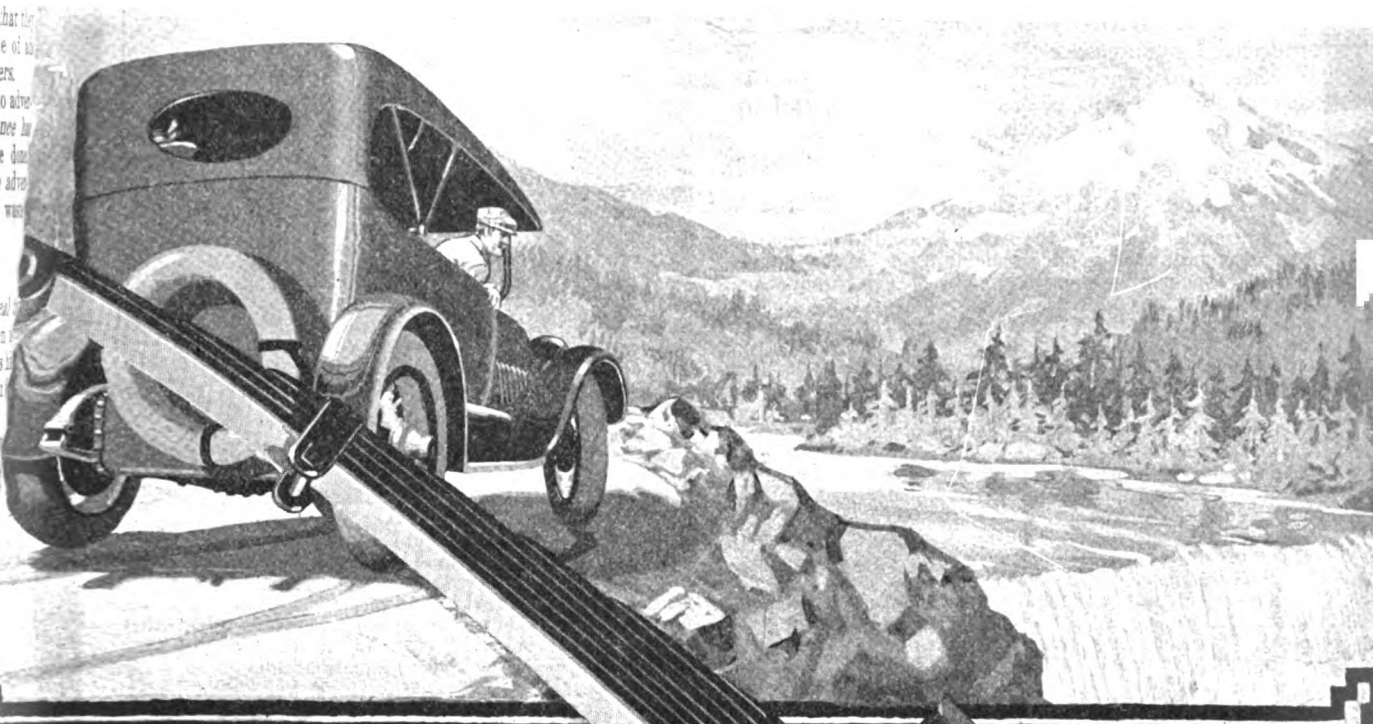
Whatever John Hardy of the Honeyman Hardware Co., Portland, undertakes is always well done. Although a young man, Mr. Hardy has had the benefit of the most splendid training. His associates are men who believe thoroughly that "genius is the capacity for taking pains." That Mr. Hardy is a genius, anyone who has seen any of his window displays will admit.

Here is another one of those high grade H. H. H. windows, which is, of course, Honeyman, Hardware, Hardy. There are ample goods in this window to illustrate variety of lines, yet it does not have that crowded appearance which is so fatal to a first class window.

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# TREMENDOUS RESERVE STRENGTH

## That Means Safety In Emergencies



THE very newest of modern methods of manufacture endow Higgins Quality Springs for Replacement with strength sufficient to meet the severest demands of modern day motor traffic.

Especially designed machines have superseded the hammer and anvil manner of production—giving an accuracy of shaping and tempering impossible heretofore—and service strength never before attained.

This increase of quality in quality that for years was accepted as the highest attainable degree of merit—means increase in business for those who deal in Higgins Springs.

Our policy of sales is unique. By distribution through Jobbers a service is given that is unquestionable in the merchandising of accessories—a clean-cut and a square deal to all. Our Springs are stocked at the most advantageous points. This means larger stocks to draw from, with better service to the dealer and user. Those who handle the Higgins line are always satisfied—a well established and thought of trade built upon service, quality and price.

Jobbers and Dealers who realize the value of this method of merchandising—who *desire a connection* which will enable them to create a permanent, ever growing *business—should* write us immediately.

**Higgins Spring & Axle Co.**

**RACINE, WIS.**

Dept. 841

**South America Representative**

**C. J. P. LUCAS**
**Galeria Guenes**
**558-559**
**Buenos Aires**

Be sure to ask for Booklet called "Why Higgins Quality Springs Are Better."

# HIGGINS QUALITY SPRINGS

*for all*

PASSENGER CARS AND TRUCKS

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display must be of the "continuous performance" order, not spasmodic. Let your prices compare favorably with the department store. A combination of high grade window displays, some newspaper advertising and a fair comparison of prices will bring its reward in increased business.

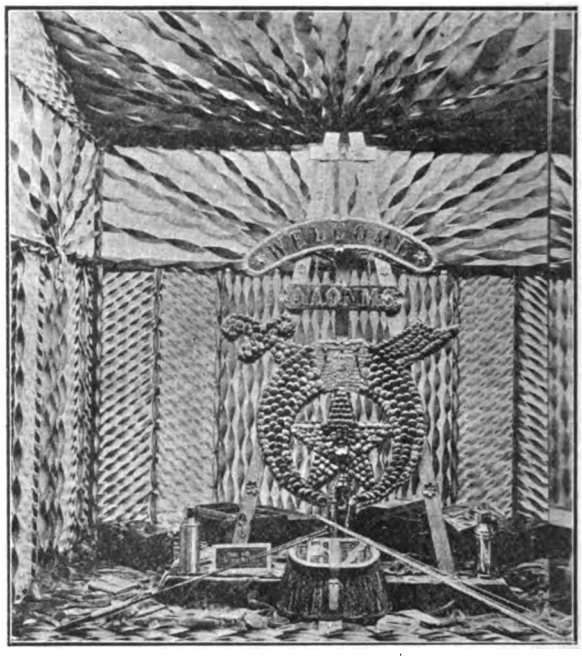
Mr. Hardware Dealer, it's up to you to grow or stand still. "Take my advice, roll up your sleeves and go to it."

## LANTERNS INCREASE EGG PRODUCTION

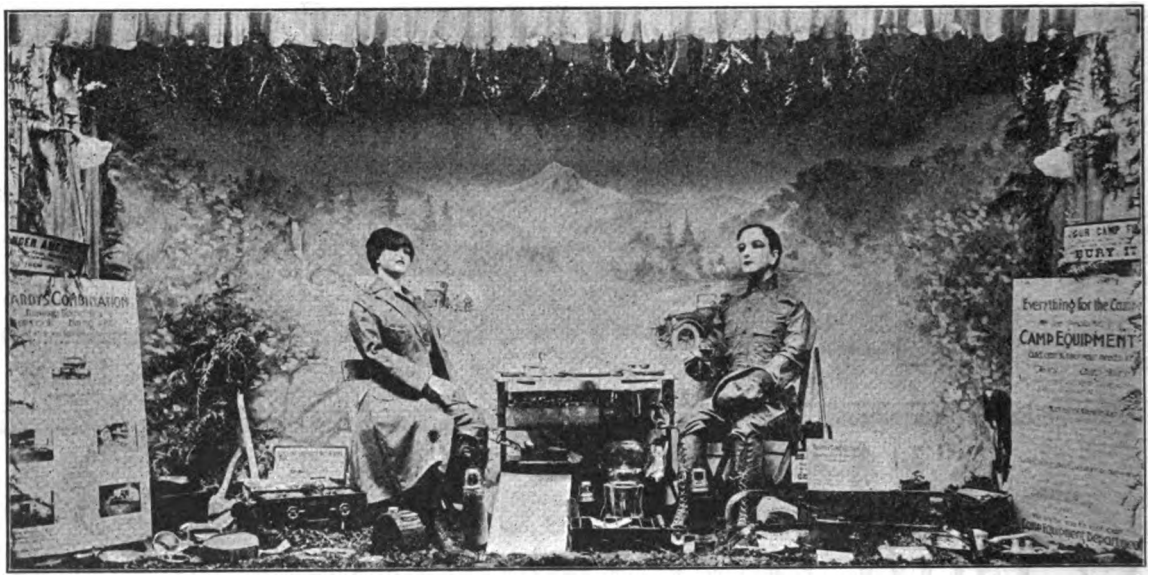
A great stimulus to the sale of gasoline lanterns is the discovery that good artificial light in hen houses during the winter months increases egg production. This opinion is expressed by officials of the Coleman Lamp Company, which has its main offices and factory at Wichita, Kansas.

It is stated that dealers all over the country have made many sales of gasoline lanterns to poultry raisers for the purpose of lengthening the hen's working day. Acting upon the success of the experiments conducted at Cornell and Purdue universities, and other institutions, poultry growers have tried artificial lighting of their hen houses during the winter months with gratifying results. Consequently, it is thought that the sale of gasoline lanterns to poultry farmers will be considerably increased during the coming autumn.

Such eminent poultry authorities as James E. Rice, professor of poultry husbandry, Cornell University, and Prof. Luther Banta, of the poultry husbandry department, Massachusetts Agricultural College, attest the great value of artificial lights in the hennery. Leading poultry journals and farm papers have shown the methods and the results of such experiments, and many illustrated articles picture the Coleman Quick-Lite Lantern being used. A unique feature of the poultry show recently held in Wichita was a hen-house lighted with Coleman Quick-Lite Lanterns.



The above window display of the Honeyman Hardware Company of Portland, Oregon, was made during the Shrine Convention, held there recently, and was a beautiful piece of work. The scimeter and crescent and the fixtures outside of the easel and letters were made entirely out of Spinner blades in the following colors: nickel, copper, brass, black and aluminum. The easel was six feet high. The trimmings were made with crepe tissue paper in the Shrine colors, viz: Red, yellow and green. The lights corresponding in color. The effect at night time was very beautiful, owing to the reflection of the colored street lights. The display was installed by Adolph Woelm of the Sporting Goods Department.




Here is a trade bringing window and it applies equally as well to getting the women's trade as it does the men's. It is one of these Stop, Look and Buy windows, for which the Honeyman Hardware window displays have become known. Merchants elsewhere can well pattern after this window, which is featuring the Hardy Combination Running Board Box, of which John Hardy is the inventor, and which is having a large sale.

Further particulars of this Hardy Combination Running Board Box is to be found elsewhere in this issue. Merchants are having a large sale on them.

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# Protected Profits in Tire Merchandising

## *The Tire Dealers' Side of It—No. 3*

"SUCCESS in quality tire merchandising depends largely on adequate protection against 'subway competition.' The wise dealer secures this protection by getting exclusive distributing rights in his own district."

***Converse dealers have these exclusive profit-protecting rights.***

This is just **one** of the ten sound business planks in the Converse Dividends-for-Dealers Platform. To learn the other nine planks of this profit-getting platform, write for

DIVIDENDS FOR DEALERS,
*A Story with a Wallop*




# Converse Tires

## *More Miles—Less Skid*

CONVERSE RUBBER SHOE COMPANY
MALDEN, MASS.

*Service Branches:—*
300 Amsterdam Ave., N. Y. 618 W. Jackson Blvd., Chicago
801 Bolyston Street, Boston

*Exclusive Distributors:—*

The Potter Hoy Hardware Co., Bellefonte, Pa.
Nash Hardware Co., Fort Worth, Texas
F. P. May Hardware Co., Washington, D. C.
McGowin-Lyons Hardware & Supply Co., Mobile, Ala.
Sloss & Brittain, 77 Beale St., San Francisco, Cal.
Stauffer, Eshleman & Co., New Orleans, La.
Failing, McCalman Co., Portland, Ore.
Stowe-Shaw Rubber Co., 1319 S. Figueroa St., Los Angeles, Cal.
Charles A. Shaeffer, 7 West 19th St., Kansas City, Mo.

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## TAKE TIME TO KNOW YOUR MAN

**"Eat a peck of salt with a man before you trust him."**

This is such a busy age that we Americans are inclined to take folks at their face value—to be too trusting. This gives the unprincipled person a chance to take advantage of us when perhaps we least expect it.

We had an example of that very thing before the war. Then we thought everybody was a good fellow and every nation a nice neighbor. One day we awoke to discover that we had been terribly hoodwinked. It isn't a pleasant discovery at any time.

A man who is going into business and meditating taking a partner, went to his lawyer to talk the matter over. The lawyer put to him a few terse, crisp questions and waited without making any remarks, for his client to give the answers. This was the type of questions which the man of law desired to be informed upon:

How long have you known Jones?

How did you meet him?

What has been your impression of his integrity during this period of acquaintance?

What is your estimate of his business shrewdness?

Mention a few specific incidents upon which you base this estimate.

What do you know of the previous record of Jones?

Have you had the details of this record from anyone other than Jones himself?

What, in your opinion, are Jones' strong points?

Is he a promoter or a care-taker?

Will you be two of a kind, or will each prove a complement to the other?

Are you informed as to the expansiveness or frugality of Jones' habits?

Is he a good mixer?

Does it cost him a lot to do this mixing?

Are you as well acquainted with Jones and his natural tendencies as you should be with those of the young woman you would be willing to marry?

Are you positively informed of Jones' financial rating?

How is he regarded by the business men who have dealt with him?

Is he easy to get along with?

What are his personal habits?

By the time the lawyer had put these and a few other questions, his client had made up his mind that he really knew mighty little about Jones. In fact, it dawned upon him that Jones had appeared in town a few months previously and had taken his place as a man of affairs, but no one knew much about him or his previous history.

In the meantime, our friend decided to wait and to do a little quiet investigating. This didn't seem to suit Jones, for he got someone else to hook up with him in a business deal. Affairs went on swimmingly for this firm of Jones & Janes for some months, then the partners began to have trouble. The situation became tense and strained. At the end of two years, Janes found himself facing both a nervous and a financial breakdown, and after much difficulty and heavy loss, withdrew from his entanglement with Jones. He would have been better off if he had waited to eat a peck of salt with this man before he placed himself in his power.

It isn't that we are to be suspicious of others, but here as elsewhere, it is wise to "Know—not guess," for knowing is safety, and guessing is a gamble.

As the old Hebrew was wont to say to his offspring, "My son, enter thou into no hasty contracts." This is good advice. It is the advice which the lawyer gave our friend and which saved him much distress of mind, an unfortunate business association, and a heavy loss of money. A proposition or a person who will not stand looking up, had best be let alone.

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## "OH DEATH, WHERE IS THY STING?"

A Chicago banker recently wrote to a friend in reply to a letter asking how he, the banker, was getting along. The letter was as follows:

"I have been held up, held down, sandbagged, walked on, battened out and squeezed. First by the United States government for federal war tax, the excess profit tax, liberty bonds, thrift stamps; for state, county and city taxes; the capital stock tax; merchants' license and auto tax, and every society and organization, whatever I may or may not possess.

"From the Society of St. John the Baptist, the Y. M. C. A., the Old Women's Relief, the Navy League, the Red Cross, the Black Cross, the Double Cross, the Isolation Home, the Dorcas Society, the Long Hair Relief, Belgian Hare Relief, etc., etc., ad infinitum. The government has so governed my business that I don't know who owns it.

"I am inspected, suspected, examined, and re-examined, informed, required, restrained and commanded, so that I don't know who I am, where I am or why I am here.

"All I know is that I am supposed to be an inexhaustible supply of money for human need, desire or hope of the human race, and because I will not sell all I have and go out and beg, borrow or steal money to give away I have been cussed, discussed, boycotted, talked to, talked about, lied to, lied about, held up, hung up, robbed and nearly drained; and the only reason I am clinging to life is to see what in hell is coming off next."

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The Marine Hardware Company at San Pedro, California, reports a flourishing trade, particularly along marine paint lines. The company is having particular success with Otello paint, a new product that is said to take the place of oil paint at about half the cost.

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# HARTFORD TIRES

## *mean tire insurance*

WHEN the chance comes to get through that opening—it is gas and tires that count

The full-measured service of ground gripping HARTFORD TIRES has held the motorist's confidence for years—he knows that he can depend upon HARTFORD TIRES for a lively "pickup"—that HARTFORD TIRES insure him against loss of traction, side slipping and high maintenance cost.

Add your customers to the long list of satisfied Hartford users.

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**Hartford Rubber Works Company**
1790 Broadway New York




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## MAKES FRIENDS FOR KEYSTONE REAMERS

Geo. H. Wilkins, president of the Geo. H. Wilkins Company of Chicago, Illinois, took advantage of the recent Automobile Accessory Convention at Del Monte for a general tour of the West and Northwest in the interest of the Keystone Reamer and Tool Company, of Millersburg, Pennsylvania.

The Geo. H. Wilkins Sales Company handle the sales for Keystone reamers in the western half of the United States, and Mr. Wilkins officially represented the company at the Del Monte convention. At the important points on the Pacific Coast, Mr. Wilkins found a friend and guide at every office of the Sprake Sales Company, for it is through the Sprake Sales Company that the far western business on Keystone reamers is handled.

Mr. Wilkins is one of the most important authorities on reamers in the United States, and has been connected with some of the largest reamer manufacturers during his many years of study and experience.

Keystone reamers have become well and favorably known to tool buyers and mechanics in general in the West, especially since the sales have been handled by the Sprake Sales Company. However, the trade was especially glad to meet the representative of the company and we know that his experience in seeing western conditions first hand and familiarizing himself with the western field will be mutually helpful and beneficial to the Keystone Reamer and Tool Company, the Sprake Sales Company and the trade in general.

The Chicago office of the Keystone Reamer and Tool Company, where Mr. Wilkins makes his headquarters, is at 180 North Market Street.

## TWO LIVELY PAINT SPECIALTIES

In Absorene and its twin sister HRH, merchants have found two paint specialties that move fast, bring repeat orders and satisfied customers, especially among housewives, and show a generous turnover. Both of these cleaners are the product of the Absorene Mfg. Company at St. Louis.

Absorene has been so named because it absorbs dirt. It is especially designed to clean wall paper and window shades, and as stated in the company's announcement elsewhere in this issue, the dealer who handles this cleaner can show a 60% to 80% profit on the sales. The manufacturers cooperate with the dealers with national advertising, dealer helps, displays, and a product that attracts attention and especially appeals to the women customers. Absorene is conveniently packed in 14-ounce cans, and is packed three dozen cans in a fibre case. It may also be obtained in 20-ounce cans or 10-pound pails.

Those who handle Absorene of course ought to know more about HRH, its twin sister. HRH is especially a paint cleaner and is packed in cartons to retail at ten cents. Three dozen of these cartons come in each case.

The two products of the Absorene Mfg. Company are handled by jobbers almost universally, but the manufacturers will be glad to forward information direct upon application. Orders will, of course, be referred to territorial distributors where they exist.



## MEETING H. B. MATTHEWSON

As the importance of the hardware trade in distributing automobile accessories in the West is more and more felt, accessory buyers for the various western institutions assume more and more prominence in the field, and their abilities and influence are universally recognized. Among such departmental heads who know the field and are leading figures before the trade is H. B. Matthewson, in charge of the accessory department of Dunham, Carrigan & Hayden Company.

Mr. Matthewson is no newcomer to the automobile accessory field. In fact he received his training with Chanslor & Lyon Company and this experience alone speaks for itself. Some months ago he took over the management of his present department and its steady increase in volume is testimony to his wise, alert guidance. Mr. Matthewson is a close student of the automobile accessory industry and he is closely in touch with new goods and the changing conditions of the market.

Thousands of western merchants who have learned that when they do business with such a house as Dunham, Carrigan & Hayden Company their wants will be earnestly and carefully taken care of. They may know that in the accessory field their interests will be thoughtfully guarded by Mr. Matthewson at the head of his department. He will be pleased to offer special advice and suggestions to any merchant who is just putting in an accessory department and his experience along this line will make his counsel invaluable.

## A TIP TO AUTO ACCESSORIES DEALERS

Do you know that the tar removers you sell to motorists with which to clean up their machines after a battle with newly tarred roads is also one of the best things obtainable for taking ordinary house paint off glass? Those who have cleaned the windows of a new house or a newly painted house will appreciate this.

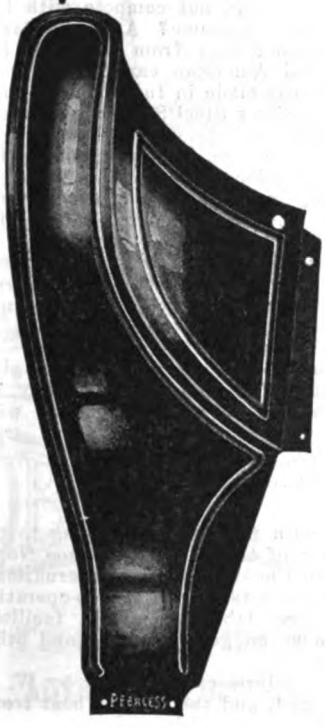
If accessories dealers will advertise their line of tar removers for this purpose, they will soon find themselves serving customers who do not own an automobile and never expect to own one.

Listening often pays better than talking.

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# PEERLESS FENDERS

## *For Ford Cars*




Peerless Fenders are built to fit all models of Ford Cars:

No. 16 fits cars up to and including 1916 model Fords—No. 17 fits 1917 and later models.

The Peerless Fender is constructed as an exact duplicate of the Ford Fender—they are stamped out of No. 20 heavy gauge full-finished steel, with full crown and reenforcing ridges. This not only adds to their beauty, but strengthens them to withstand severe road shocks and vibration—and will not permit them to sag. They have a lustrous black enamel finish—two coats baked on. Enamel baked on, withstands the weather much better than paint.




## Retail Price $30.00

**Per Set**




Dealers who have not shared in this wonderful replacement business, should investigate it. It means a better business and more profits. Ask your jobber or write for complete catalogue on PEERLESS PRODUCTS FOR FORD CARS. Address Department 14.




## THE CORCORAN MFG. CO.

**Manufacturers of**

**Peerless Radiators, Tool Boxes and Commercial Fenders**

**SECTION AVE. NORWOOD**
**CINCINNATI**

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## TRY THESE ADVERTISEMENTS

Here are a few suggested local paper advertisements for the up-and-coming accessory department. If that includes you, they may suggest a thought or two. Try them:

### PREVENT TIRE TROUBLE

You can actually avoid a lot of your tire troubles.

The surest way of doing it is to use ——— tires and tubes.

Learn to depend on our service of tire inspection—it is a real service of prevention. It takes only a minute now and then, and it adds many miles to the life of a tire.

Don't forget the combination— ——— tires and our service. You'll get the highest mileage this way, and you'll know what real tire satisfaction means.

(Dealer's Name Here)
(Address and Telephone Number)

### SAVE MILES BY WATCHING TREAD-CUTS

You tie up a cut finger to keep out the dirt and avoid serious trouble. For the same reason you should attend to cuts in your tires.

But it is easier to overlook cut tires than cut fingers.

Our quick, expert tire inspections at regular intervals will find the cuts for you as well as other tire destroyers. This is part of our service, which is constantly winning more and stronger friends for us.

Another big feature of our service is the fact that we start you out right by selling you ——— tires and tubes.

(Dealer's Name Here)
(Address and Telephone Number)

### TIRE REPAIRING BY EXPERTS

Your worn or injured tire will receive skilled attention in our shop and its life will be lengthened.

We will cure it according to the most efficient conserving methods. All material that we put into your tires will be the best.

Bring in your worn casings. There may be mileage in them. If there is we will see that you get it.

We do not accept your tires unless they can be repaired successfully.

(Dealer's Name Here)
(Address and Telephone Number)

### FREE TIRE INSPECTION

Give longer life to your tires and tubes—this is part of our service to car owners.

Small tread cuts, fabric breaks, wheels out of line, brakes unequally adjusted—these things and many others shorten the life of tires.

Our service means among other things, regular inspection of your tires for the above destroyers of mileage.

(Dealer's Name Here)
(Address and Telephone Number)

### AIR IS CHEAPER THAN TIRES

Are you sure that you have enough air in your tires? An underinflated tire soon cracks at the shoulder.

We can tell you in a minute whether your inflation is right. And at the same time we can locate any other cause of premature tire wear. Remember—plenty of air prevents wear and tear.

You will save money by our quick, expert service of inspection and real tire advice—let's get acquainted right away. We're anxious to be of service—that's one reason why we sell ——— tires and tubes.

(Dealer's Name Here)
(Address and Telephone Number)

## ATKINS STEEL EXPERTS HELP AUTO RACERS

Who said America could not compete with Europe in making steel and treating same? At the Indianapolis Motor Speedway racing cars from all over Europe recently raced several American cars. Who won the race? An American car made in Indianapolis, Indiana, the same city where Silver Steel Saws are made.

The hardware trade will be especially interested to know that the E. C. Atkins laboratories contributed directly by putting various parts of the winning car through a tempering process such as was necessary to make them hold up under such a tremendous grind as the 500 mile race.

Who would have thought that a saw manufacturer would have had anything to do with Gaston Chevrolet, driving a Monroe car, winning the 500-mile International Sweepstake Race held at the Indianapolis Motor Speedway on May 31st?

The letter below from Louis Chevrolet gives a great deal of credit to E. C. Atkins & Company, manufacturers of Atkins Silver Steel Saws, for winning the race.

E. C. Atkins & Co., Inc.,
Indianapolis, U. S. A.

Gentlemen:

One of the main factors contributing to the wonderful victory of the winning Monroe No. 4, driven by Gaston Chevrolet in the International Sweepstakes 500-mile race, was the co-operation given through your laboratories and facilities for steel treatment on gears, springs and other parts of the car.

Your expert analysis of the steels by W. R. Chapin, metallurgist, and the various heat treatments enabled this car to withstand every test of the most gruelling speed contest of modern times, and in acknowledging this service I wish to give my opinion that your concern represents the world's leading specialists on steels and their treatment.

Thanking you, I remain,

Yours very truly,
LOUIS CHEVROLET.

## NEW OFFICERS OF SARGENT & CO.

At the annual meeting of the stockholders of Sargent & Company directors were elected as follows: H. B. Sargent, E. R. Sargent, J. D. Sargent, G. L. Sargent, John Sargent, Ziegler Sargent, Bruce Fenn, Wilfred Lewis, G. F. Wiepert.

At the meeting of the directors, following the stockholders' meeting, the following were elected as officers of the company: H. B. Sargent, president; G. L. Sargent, vice president; Bruce Fenn, vice president; Ziegler Sargent, treasurer; Murray Sargent, secretary; James J. Markham, auditor.

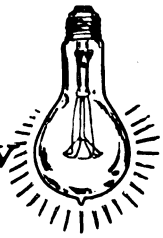
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The queer object in the illustration is a rush light holder, a lighting device even more primitive than the candle. It shows to what expedients our forefathers had to resort to get light.

What a wonderful improvement over its feeble flame is the brilliant light from splendid Hygrade lamps, always ready for service every hour of the day or night.



Then *and* Now



When you come East you will see in the unequalled historical collection in the Essex Institute in Salem this ancient substitute for the candle and hundreds of other equally interesting objects.

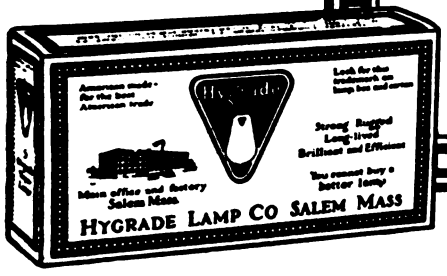
And in the Hygrade factory, a short distance from the Institute, the latest developments in modern lighting.

You will appreciate the contrast between this ingenious but scarcely efficient method of lighting and the modern science, industry and skill which enables us to turn out every day 25,000 "persistently well made" Hygrade lamps.

We will welcome you to Salem and assure you that the time spent in our factory will mark one of the most interesting days of your vacation.

**HYGRADE LAMP CO**

GENERAL OFFICE AND FACTORY SALEM MASS




BUR-NOR

Registered Trade-Marks

B - N

# Trade Marked Goods Mean Big Sales

**ADVERTISING HELPS**

BUR-
NOR
HINGES
ICE PICKS
SCREEN
DOORCATCHES
MEAT SAWS
SCREW DRIVERS
MEAT CLEAVERS
BUR-NOR HATCHETS

**WAGON HARDWARE**

Side Board Washers
Brake Lever Irons
Steel Reach Boxes
Seat Corner Irons
Evener Irons
Spring Bars
Rub Irons
Staples All
Stamped
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**WINDOW DISPLAYS**

FORD
HUBS
CONES
RETAINERS
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GENEVA, ILL.

1603 L. C. Smith Bldg. Seattle

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851 Pacific Bldg. San Francisco


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## FIVE BROTHERS BUILD AN INDUSTRY

No better illustration of the value of working together has come to our notice than in the organization and development of Van Cleef Brothers, manufacturers of automobile chemicals and rubber cements with their main factory at Chicago, Illinois. This history of Van Cleef Brothers proves the value of cooperation and disproves the old theory that too many cooks spoil the broth and too many relatives injure an enterprise.

Probably some divine guidance watched over the destines of the Van Cleef Brothers. When we come to the good names, Noah and Paul, the principal moving spirits, we do not wonder that the company has seen the light and weathered the storms that always menace a growing industry, for Noah could float any enterprise and Paul's steps would never waver from the true path.

### Of Sturdy Belgian Stock

Van Cleef Brothers were without capital when they began. The father was a native of Belgium and the boys' main endowment was their hardy, thrifty blood and stock. Brother Eugene was a teacher in one of the universities. Brothers Maxime and Felix were linen salesmen. Brother Paul was a chemist and a good one.

Through no fault of his, but as an accident of circumstances, Paul lost his position. This change in his fortunes gave him the chance he wanted to work on a rubber cement that had been an idle fancy of his for some time. So he proposed to his brothers Maxime and Felix that they all combine in a modest way to put this cement on the market.

The enterprise was started on $500.00 capital. Maxime and Felix continued selling linen to support Paul during the chemical research. The result proved more and more valuable and the business grew of its own weight. There never was need of any more capital than that $500.00 at the start. After the business grew and the opportunity for them became more and more apparent, one by one the Van Cleef Brothers left their former work and entered the organization.

At the present time Noah Van Cleef is the Executive Manager of the concern. It is Noah Van Cleef who represented the organization at the recent Automotive Convention at Del Monte. It is he who is in charge. Maxime and Felix handle the sales department, of course, and Paul Van Cleef is the chemical and technical chief and is in charge of production. Another brother, Eugene, is assistant to Brother Noah.

The business is at the present time eleven years old and has grown phenomenally. During the last few months an additional story has been added to the factory building and this fall a very much larger building will be constructed to house the activities.

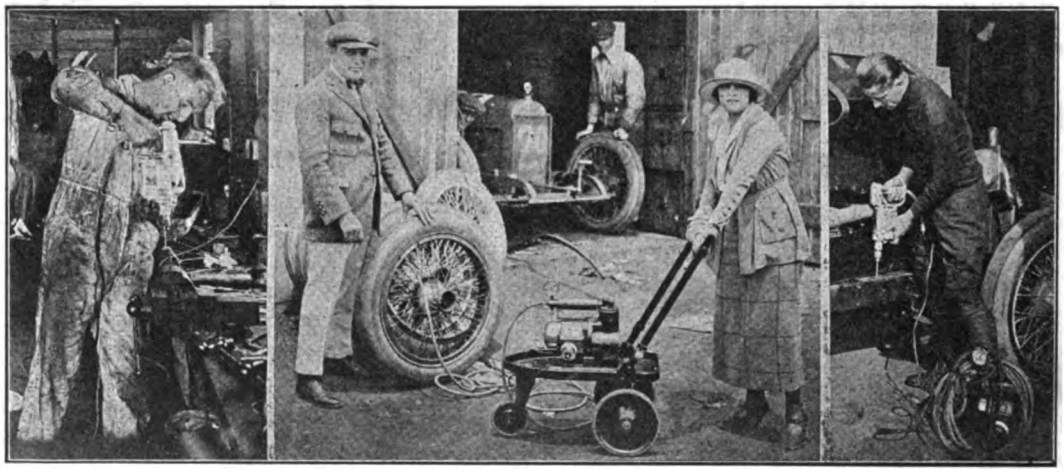
The Van Cleef line has become nationally famous in several trades. It goes to the automobile industry, the bicycle industry, the shoe finding men and the millinery trade. The line includes all manner of rubber cements and compounds, automobile chemicals for valve grinding, radiator repair liquids, paints, enamels, lubricants, tape—a complete assortment and one that is known and accepted as standard in the trade.

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The Valley Hardware Company at Grants Pass, Oregon, with W. D. Fry as sole proprietor, succeeds the Jewell Hardware Company, which formerly did business at Grants Pass.

Anderson, Bolick & Kavanaugh is a new hardware and implement firm at Lewiston, Idaho. The company has purchased a site and is erecting its own new building.

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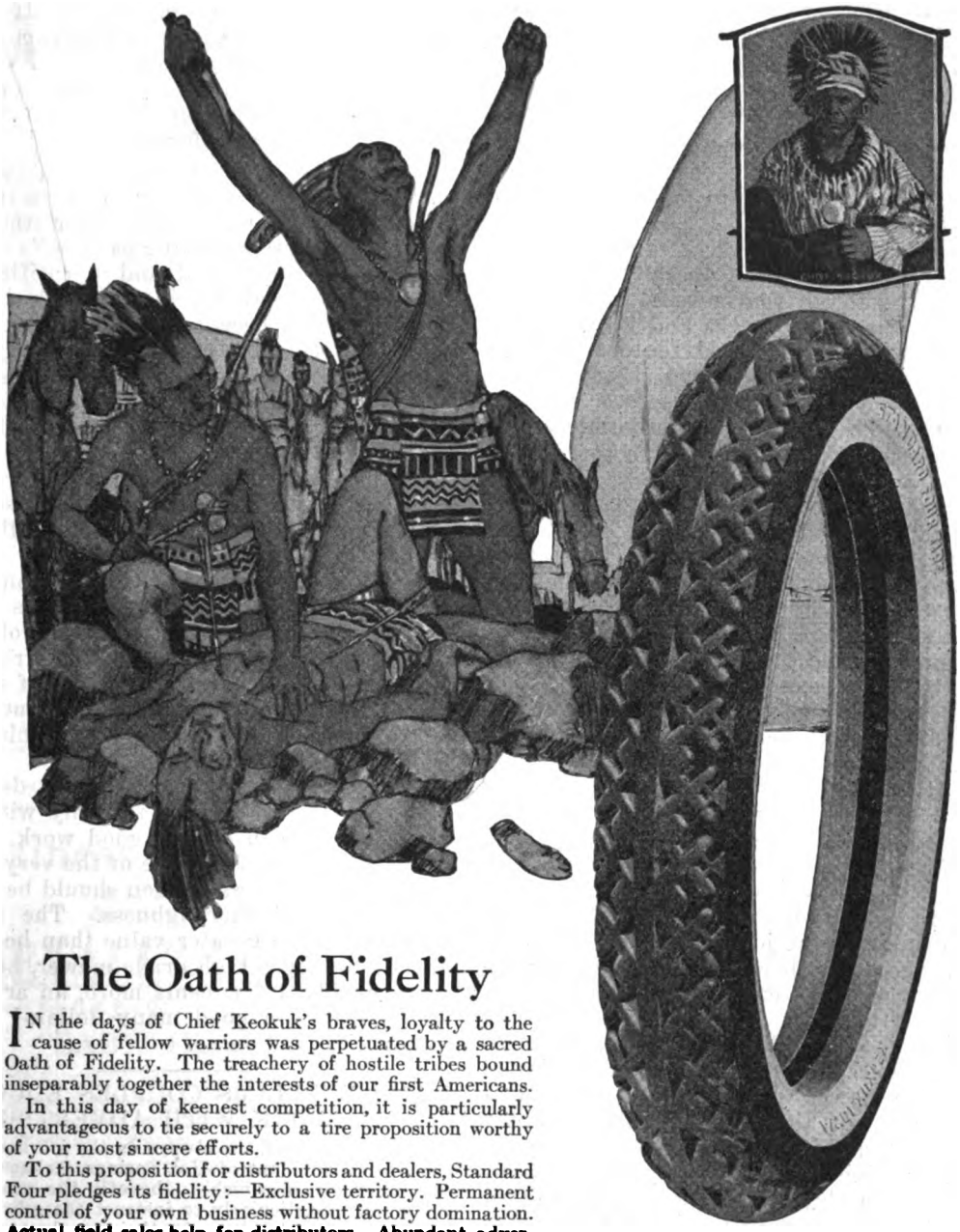


BLACK & DECKER SPECIAL MACHINES ON THE FIRING LINE

The recent automobile races at Uniontown, Pennsylvania, well illustrated the uses Black & Decker drills, valve grinders and air compressors may be put to in connection with the automobile business. Here are three views which show Black & Decker tools in actual use in connection with these races. At the left, the mechanician for Eddy O'Donnell, driving a Duesenberg car in the race, is shown drilling a support for the radiator screen with a Black & Decker ¼-in. drill. On the bench can be seen a Black & Decker Electric Valve Grinder.

In the center is Neil Whalen, starter of the race, with his wife, shown inflating a tire with a Black & Decker air compressor. On the right the Meteor is receiving finishing touches before the race with a B & D drill. All the crews of these racing cars carry Black & Decker tools with them in a special box and would not be without them.

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# The Oath of Fidelity

IN the days of Chief Keokuk's braves, loyalty to the cause of fellow warriors was perpetuated by a sacred Oath of Fidelity. The treachery of hostile tribes bound inseparably together the interests of our first Americans.

In this day of keenest competition, it is particularly advantageous to tie securely to a tire proposition worthy of your most sincere efforts.

To this proposition for distributors and dealers, Standard Four pledges its fidelity:—Exclusive territory. Permanent control of your own business without factory domination. **Actual field sales help for distributors. Abundant advertising co-operation. A Quality Tire on a good-profit basis. Write for details of our plan.**

STANDARD FOUR TIRE COMPANY
*Dept. T* KEOKUK, IOWA

*Branches at*

| | |
|---|---|
| Indianapolis, Ind. | 245 N. Penn Street |
| Los Angeles, Cal. | 342 W. Pico Street |
| Atlanta, Ga. | 2 Courtland Street |
| Denver, Colo. | 1700 15th Street |

# Standard Four Tires

## "Chief of the Tire Tribe"

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## ANALYZING LAWN MOWERS

The following instructive article is reprinted by permission from one of the Educational Bulletins of the Honeyman Hardware Company. It is the wise and progressive custom of the Company to publish from time to time these interesting bulletins to aid their employees in knowing and therefore selling their goods. We believe that the entire trade will be interested and benefited.

There are many different makes, sizes and styles of lawn mowers, each manufacturer claiming some advantage in point of construction and quality.

As to size and style they range from the small hand mower with 10 in. cut to the horse drawn and motor driven mowers, intended for golf links, cemeteries, parks and large estates. Some are specially designed for cutting high grass, others to shave the lawn closely.

The construction of a lawn mower is an interesting study. Anybody can build one in any kind of a shop with scarcely a tool, but to build it right, requires machinery of special design and as accurate as it is possible for mechanical skill to devise.

There are some hundreds of operations necessary in the construction of a good mower, yet every year, there are thousands of mowers sold, whose parts are assembled just as received from foundries and mills with scarcely an operation to insure exactness of fittings. Such mowers cannot possibly do good work, but will leave instead, an uneven lawn, and in addition, will quickly go to pieces the moment an adjustment is attempted.

### Frame

A good lawn mower must have a strong frame if it is to withstand the hard wear and abuse to which it is subjected.

The frames of some mowers are not made on correct principles, the joints are not fitted, they are held together by bolts inserted through slots in the castings and often the castings are hollow and filled with putty or cement. A frame of this kind cannot possibly remain in alignment. After a little use, it will twist out of the original position, the mower will get out of adjustment and refuse to cut, the operator will attempt a readjustment, and if a mechanic, he may finally get it in working condition—only to find, however, that in a short while it is again out of alignment, and cannot be put in first-class condition because of the weakness in its construction.

The frame should be machined together, every part fitted to the other in exact precision. The side plates, the cross rod, the cutter bar, should all dove-tail into each other so accurately and firmly that the screws and bolts may be removed and yet the frame remain together. A frame constructed in this manner will always remain in perfect alignment under all conditions.

A lawn mower is subject to severe strain and shocks during its life. For instance, a rock, a piece of wood or a bone may be picked up on a lawn, while running at high speed. The mechanism comes to an abrupt stop and the mower suffers a great shock, materially affecting the frame and twisting it out of alignment or adjustment, unless it be solidly built. A lawn mower, therefore, must have good material and be of good construction.

### Adjustment

The parts subject to wear, of course, are the parts that revolve. Provision, therefore, must be made for taking up the wear in the axles or journals of these revolving parts.

The most approved and scientific bearing known, is the ball-bearing, not only because it runs easy, but because it reduces friction to a minimum, thereby preventing wear and consequently prolonging the life of the mower. There are many devices for adjusting ball-bearings, some of them simple and others very complicated.

A perfectly adjusted lawn mower means a self-sharpening lawn mower. The self-sharpening is obtained through friction of the blades. That is, the edges of the upper or revolving blades wear away as they come in contact with the lower blade. Should looseness or wear occur in the ball-bearings of the revolving cylinder, then the pressure of the grass, when cutting, would separate the edges of these two blades and not allow them to come into contact or friction, therefore, the self-sharpening results would not be obtained.

A well kept lawn necessarily demands a high grade lawn mower, for only with a high grade mower can one do good work. All material, therefore, should be of the very best and every detail of construction should be designed with care and thoroughness. The consumer usually gets no greater value than he pays for and by buying a high grade mower, he obtains, for probably a few cents more, an article that will give him a good many dollars' worth of satisfaction and value.

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## HAMP WILLIAMS COUPLES EDUCATIONAL WORK WITH ADVERTISING

Hamp Williams, the always on the job hardware and implement merchant of Hot Springs, Arkansas, is ever seeking ways in which to benefit the people of his community, particularly to instruct the school children and assist the teachers in their work, recently presented to each of the rural school districts adjacent to Hot Springs, some 40 or more, a six-page map of the world.

Across the top it reads: "Presented to the ——— District by the Hamp Williams Hardware Co., Hot Springs, Arkansas."

This map is prepared by the Geographical Publishing Co. of Chicago, and is what is known Spherical Projection of the World. A number of interesting features have been incorporated in the map. The time of the world is shown in different longitudes, reference is made to recent Arctic and Anarctic expeditions and discoveries, a new survey map of the State is shown, the latest geographical boundries of various European countries are outlined, and much valuable information is given.

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# When You Sell Automobile Accessories



Suggest to the car owner that he needs the essential protection of a Colt Automatic Pistol or Colt Revolver for his trips at night.

The prevalence of auto bandits would make it seem that there is great need for real resistance on the part of motorists.

When you sell a man a Colt—you are giving him the best that money can buy.




**COLT'S PATENT FIREARMS MFG. CO.,**
HARTFORD, CONN.
Manufacturers of
Colt's Revolvers
**Colt's Automatic Pistols**
**Colt's (Browning) Automatic Machine Guns**
**Colt's (Browning) Automatic Machine Rifles**

COLT'S FIRE ARMS

PHIL B. BEKEART CO.
Pacific Coast Representative
San Francisco, Cal.

# Business Better Than Usual

**That's the slogan for 1920-21—**
**Adopted by all representatives of**

# "HEXALL" Socket Wrenches

**Trademark Reg. U. S. Pat. Off.**

## "BABY" Hammerless Revolvers

THERE will be no break in the demand for "HEXALL" Socket Wrenches or "BABY" Hammerless Revolvers. **You can bank on that!** All indications point to a continued, healthy increase.

**It's your game as well as ours!** Do not be misled by the bleatings of calamity-howlers. Business is better than usual! **Do your part!**

Be prepared with complete lines of the **best socket wrenches in the world**—"HEXALL"—and the greatest little revolver in all sportdom—"BABY."

"HEXALL"—known the world over—socket wrenches so dependable that this guarantee goes with every one:

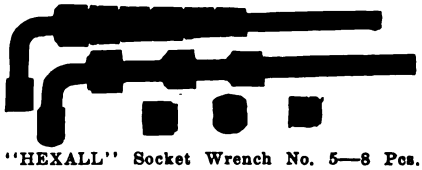
***"Break Any Sedgley Wrench and We Repair It --- No Charge"***

There are seven sets—a "HEXALL" for every need.

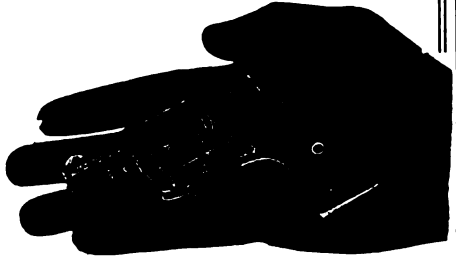
"BABY"—only 4 inches over all; 6 oz. in weight; shoots 6, .22 caliber, short, rimfire cartridges; hammerless and **fires only when the trigger is pulled all the way back.**




**"HEXALL" Ratchet Socket Wrench No. 2. 11 Pcs.**



**"HEXALL" Socket Wrench No. 5—8 Pcs.**



## R. F. SEDGLEY, Inc. *Est. 1897*

**2311-13-15 North 16th St., Philadelphia, Pa.**

**Pacific Coast Representatives: McDonald & Linforth, San Francisco**


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ARTHUR E. MOHRIG, Vice-President



W. S. GREENFIELD, President



J. H. COLLINS, Secretary

## ACCESSORY MANUFACTURERS' AGENTS ORGANIZE

An important milestone on the road to progress of the accessory industry of the West has been passed in the organization of an association among the manufacturers' representatives. As one of the members recently put it, "all the kinks involved in organization and start of such an association have been straightened out." Some of the largest factors in the distribution of automotive equipment in the West are members, and everything points to the solid and permanent success of the organization.

The constitution of the Association states: "The objects of the Association are to promote the welfare of its members and to distribute amongst them the fullest information obtainable in regard to all matters affecting the automotive accessories business; to better business conditions; to promote good-will amongst the members thereof by the interchange of business ideas and by the development of a friendly relationship so far as business matters are concerned; to aid in bringing about a better business relation between the members of the Association and the jobbers and retailers with whom they do business; to assist in standardizing and marketing high grade automotive accessories; to improve the quality of automotive accessory goods marketed by American manufacturers and the service rendered by the various branches of the automotive industry; to stimulate sales of automotive equipment; to correct and remedy any condition now existing or that may later arise which has a tendency to cause ill feelings, dissatisfaction, or as a result thereof, curtailment of business; to standardize sales policies in a manner which will be of mutual benefit, and by the standardization of sales policies is meant that the sales policies shall be so shaped as to conform to the highest standard of business and trade ethics as defined from time to time by the members of the Association; to promote harmonious working arrangements between factories and jobbers to the end that automotive accessories may be marketed through the regular recognized channels of trade.

The Association has been started with twelve charter members, representing important factors in the automotive equipment industry. The territory embraced by the Association in the twelve western states. Steps have already been taken to organize similar Associations among sales representatives and agents in some of the eastern cities, notably Chicago, Cleveland and Chattanooga.

It is not the intention of the Association to remain a closed corporation by any manner of means, and any applicant who conforms to the objects of the Association as stated in the constitution may make application to the secretary, with the necessary initiation fee, and will be considered for membership. Direct factory representatives of manufacturers are eligible for membership, as well as sales agents and sales companies.

### Officers Typify Standard

Five members elected by the Association compose a Board of Governors, and it is this body that carries on the formal business of the Association. Informally, however, and socially, one of the most important accomplishments is the weekly luncheon of the Association in San Francisco. It is already keenly anticipated by all members, and is having its influence in promoting the interests of the accessory business.

In its officers, the Association well illustrates the caliber of its membership. As president, W. S. Greenfield, former manager of the Johns-Manville San Francisco branch and now manager of Allied Industries, Inc., is one of the ablest and most popular men in the western accessory field. The vice-president is Arthur E. Mohrig, best known to the trade as western representative of such manufacturers as the Elite Mfg. Company, Ashland, Ohio; K-D Lamp Company, Cincinnati, Ohio; Kales Stamping Company, Detroit, Michigan, and the Luthy Hydrometer Company of Detroit, Michigan.

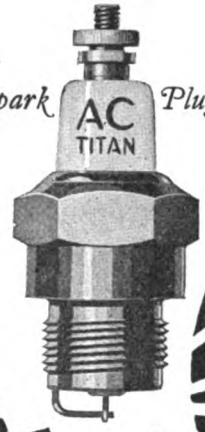
Secretary J. H. Collins is the western manager for Sanford Bros., national manufacturers' agents, with offices at Chattanooga, Tenn; Cleveland, Ohio, and Chicago. Mr. Collins knows the hardware and automobile accessory business thoroughly, representing 22 important accounts, and he is thoroughly representative of the highest standards of manufacture and distribution.

These three officers, with Paul Gardiner of the Bailey Drake Company and C. W. Ellsworth of the Sprake Sales Company, form the board of governors of the Association.

The charter members of the Association are as follows: Allied Industries, Inc., Bailey-Drake Co., Badger Sales Co., Norman Cowan Co., Graf Sales Co., Gilbert Sales Co., Thos. M. Gardiner, C. W. & F. W. Jonas, Arthur E. Mohrig, Sprake Sales Co., Sanford Bros., V. S. Walsh.

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*The Standard Spark Plug of the World*

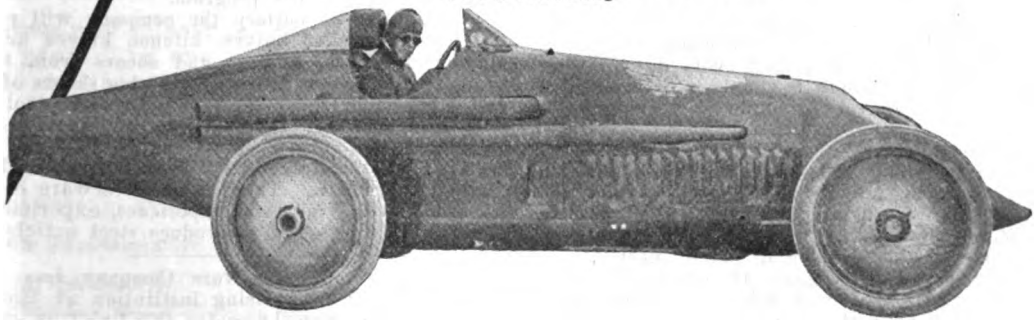



AC

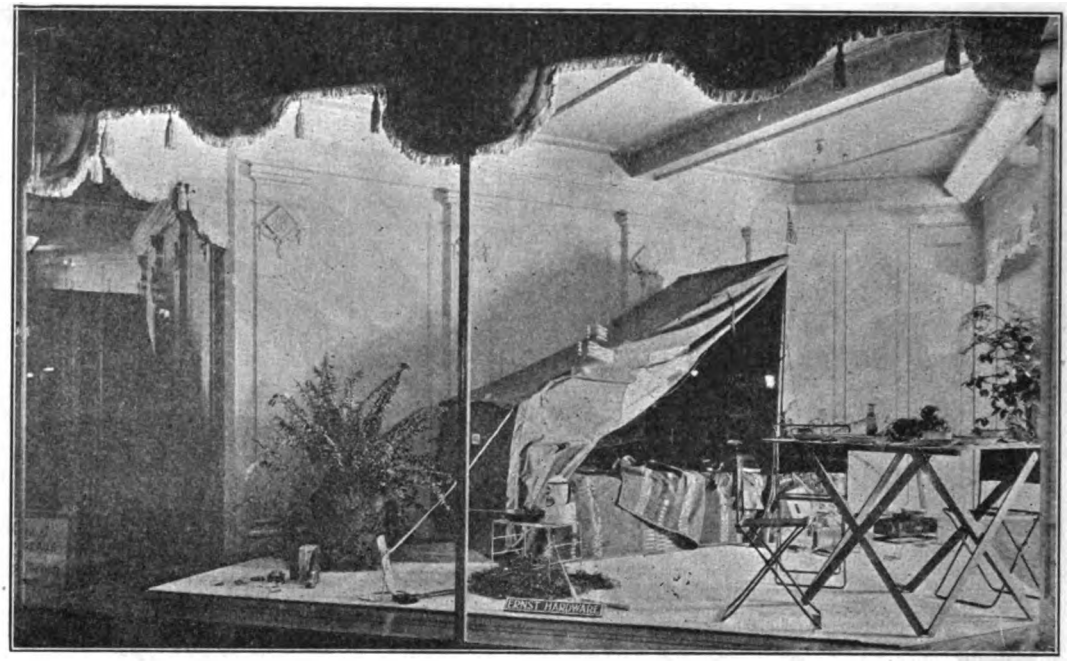
When Tommy Milton sped to seven new world's records on Daytona Beach, driving in one trial five miles in two minutes, sixteen AC Spark Plugs fired the twin engines of his Duesenberg. **His faith in them was more than justified by their unfailing reliability and absolute precision. In the mile trial, driven at the rate of 156.04 miles an hour, the sixteen plugs delivered a total of 9,870 sparks in 23.07 seconds without a miss. Every second, 428 jets of flame converted gasoline into smashing power.** What eloquent proof of AC superiority! Can you honestly tell your customers that you have a plug of any other make that's "just as good"?

Champion Ignition Company, FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917.
Other Patents Pending



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BRING THE CAMP TO THE CITY AND ATTRACT THE PASSER-BY

Here is another one of the remarkable show windows of the Ernst Hardware Company at Seattle, Washington, thoroughly indicating how D. W. Stapp, display manager, believes in placing the goods in such a way that their use will be suggested and giving a setting that will bring out the full value of the goods displayed.

The ideas of Display Manager Stapp were taken into consideration when the new show windows were built. The windows are down low so that the display is on a level with those passing by and so that from the store they open out as an anteroom. It is possible to take a customer right into the window to explain or demonstrate any goods displayed.

It will also be noticed that there is no artificial background to these windows. The wall in the rear is perfectly plain, giving a harmonious effect and concentrating the attention on the display itself.

## THE NEW WINCHESTER LINES

An analysis of many of the new Winchester products, breaking them down into their simple components, will show that a large proportion involve the same or similar manufacturing processes as component parts in guns. Only they are simpler than the corresponding gun process.

Take the manufacture of flashlights as an example. A seamless, drawn zinc cup is the basis of the Winchester Flashlight cell and an important secret of its great length of life. The drawing of these shells involves nothing new to Winchester. It has been drawing cartridge shells involving the same mechanical processes for decades.

Then in the manufacture of knives. The key to a good knife is its blade. Its success or failure depend upon the blade. What is the first process this requires? Forging. The Winchester has been forging thin parts for half a century. Then comes the grinding. Here again is a process used every day in Winchester manufacture. There is simply a difference in the shape but not in the principle or technique involved.

Then a good blade must be hardened. Here is another process in which Winchester is expert through every day practice, going back almost beyond the memory of man. Hardening of steel had no terrors for the Winchester staff after the conquest of the British bayonet problem which it had to meet during the war, not to mention some thousands of other hardening problems met and solved in past years. And as to the polishing, that is another familiar operation with which the organization has been on the closest terms since it turned out its first gun back in the sixties.

An analysis of the knife shows that there is not a single basic operation with which the organization is not only familiar but in which it is highly expert. The matter of assembling is comparatively simple compared with the intricate work of assembling even the simplest type of guns. It is only necessary to change some of the details of equipment and rearrange the sequence of operations to produce a knife of the quality for which Winchester guns have been famous.

### Selection of the Lines

In the course of the selection of the specific items which were to be manufactured sporting goods of other lines than guns and ammunition were decided upon. Fishing tackle and skates were added to the Winchester lines. Tools of personal use, flashlights, distinctly a personal service article and cutlery were made part of the new program.

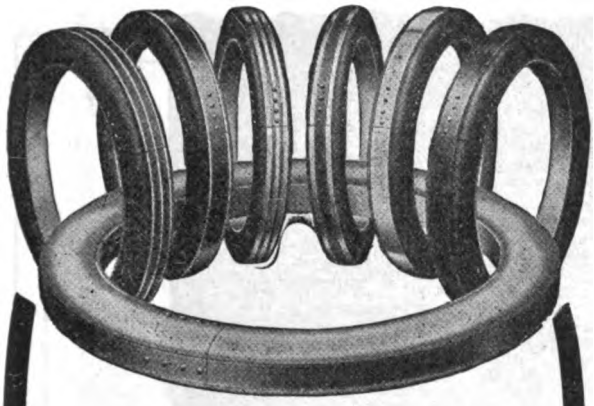
In the line of cutlery the company will place on the market pocket knives, kitchen knives and tools of various kinds, scissors and shears from the embroidery and pocket scissors to the big shears of tailors and paper-hangers, carving sets and various tool knives. All, however, follow the principles of selection already outlined.

All these lines of cutlery, it will be noticed, represent steel products. There is no silverware or plated-ware included. Winchester experience, experiments and practice have fitted it to produce steel articles.

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The Hollywood Hardware Company has changed hands and this enterprising institution at Hollywood, California, will now be under the direction of Elmer Wilshire, John Parish and R. M. Brin. Mr. Wilshire and Mr. Parrish are former employes of the company. The former proprietor, M. C. Nason, will retire.

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# LOCKWOOD
## Tire Covers

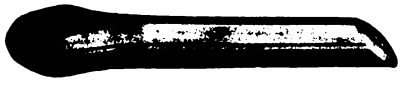
Fast sellers for thousands of dealers everywhere. Made up in DeLuxe styles and special colors. Protect spare tires at a minimum expense.

Other popular Lockwood Accessories are: Seat Covers, Top Re-covers, Comfy Cushions, Side Curtains, etc.

Send for the new Lockwood Catalog, addressing Dept. K of the Kansas City office.

LOCKWOOD MFG. CO.
BROOKLYN KANSAS CITY CHICAGO
SUCCESSORS TO
AUTO FABRIC ACCESSORIES DIVISION
OF
BAKER & LOCKWOOD MFG CO.

# The Efficiency Cotter
**This Is an Age of Specialists**



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

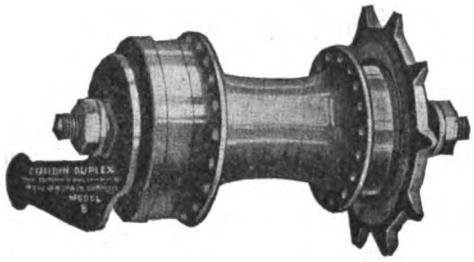
When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**
**AKRON, OHIO**

Specialists in the Manufacture of Cotters

**Western Representative**
**J. M. JACKSON,**
**320 Market Street,**
**San Francisco, Cal.**

**Other Branches:**
**180 No. Market St. Chicago.**
**29 Murray St., N. Y.**
**Nashville, Tenn.**



# CORBIN DUPLEX COASTER BRAKE

Brake equipment is one of the most vital features of a bicycle's endurance.

Upon the brake's ability to stand up and serve without trouble for the lifetime of the bicycle depends the degree of satisfaction enjoyed by your customers.

The fact that the **first** coaster brake bore the name "Corbin," and that for nineteen years the Corbin has steadily grown in popular preference, tells every coaster brake and bicycle dealer, jobber, and distributor, and every bicycle manufacturer a story that mere unbacked **claims** could never substantiate.

**CORBIN SCREW CORPORATION**
American Hardware Corporation, Successor
**NEW BRITAIN, CONN.**
**Branches: New York Chicago Philadelphia**

***Makers of Corbin Duplex and Two-Speed Coaster Brakes, Corbin-Brown Automobile, Motor Truck and Motorcycle Speedometers, Corbin-Brown Tachometers, and Corbin Automatic Screw Machine Products***

***Ride a Bicycle***



**Contributor to National Publicity Campaign**


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## A GLIMPSE OF GOODYEAR'S NEW WESTERN PLANT

One of the busiest places in the west right now is Ascot Park at Los Angeles, California, where the big plant of the Goodyear Tire & Rubber Company is in the course of construction. As the gigantic shovels, derricks and other excavating machinery appear on the ground and ton after ton of concrete is poured into the massive building foundations, hundreds of men are getting ready to fit the big steel beams together.

The unprecedented expansion of Goodyear's world wide trade caused the officials of the company early in 1919 to investigate possible sites for the establishment of a big Goodyear plant in the west, to supply the demand for the company's products in the west and the foreign countries across the Pacific.

Ground for this great western enterprise was broken in July, 1919, by President F. A. Sieberling, of the Goodyear company, and immediately afterward the engineers and construction men set about to complete the building of the plant and turn it over ready for operation by June 1, 1920.

The building scheme embraces the construction of three units—a tire manufacturing plant, a cotton fabric mill and a warehouse. Around these three main buildings will be grouped the various service buildings, such as the power house, machine shop, cement house, administration building, etc. In locating these various buildings due allowance has been made for the future growth of the company, so that any additions may be made as required.

An idea of the magnitude of the building operations can be gained from the extensive outlay of construction materials required. Among the important materials which 1,800 men are fashioning together into a mammoth industrial enterprise, are 6,000 tons of structural steel, 15,000 gallons of paint, 33,000 tons of sand, 60,000 barrels of cement, 600,000 tons of crushed rock, 4,000,000 feet of lumber and 10,000,000 brick.

The tire manufacturing plant construction is of steel and concrete. The building is three stories high, 580 feet long and 300 feet wide. The cotton mill which will be operated by the Goodyear Textile Mills Company, is three stories high, of reinforced concrete, 580 feet long and 134 feet wide. The warehouse is a three-story reinforced concrete building with mezzanine floor.

The power plant, housed in a reinforced concrete building, embraces three 600 horsepower boilers of the oil burning type. A crude oil storage tank containing 70,000 cubic feet of space is being built to take care of the fuel wants of the power plant. This tank is connected by direct pipe line with the source of fuel oil supply. It is expected that the boilers can be operated at 200 per cent of their regular rating with the use of fuel oil. A massive smokestack is being erected of concrete.

### Water Supply Important

One of the most important considerations in the establishment of a big manufacturing concern in any locality is the assurance of an ample water supply. And in the case of the Goodyear, this is doubly important, for in rubber manufacture a great deal of water is used, notably in the washing machines. Four wells are being constructed to a depth of 200 feet, each of which will have a pumping capacity of 1,200 gallons per minute. Two other wells driven on the tract some time ago for irrigation purposes, have also been acquired by the company and their output will bring the combined capacity of the six wells up to 7,200 gallons per minute. The pipe casing in these wells runs from 14 to 18 inches in diameter. Electric power will be used in pumping.

The operation of the two manufacturing units, the tire plant and the cotton mill, will involve the employment of about 9,000 workmen. The daily tire output will approximate 7,500, and the cotton mill will turn out weekly 75,000 pounds of cord fabric and 75,000 pounds of woven fabric.

### Nearby Cotton To Be Used

The raw cotton from which this fabric is to be manufactured will come from the Goodyear plantations in the Salt River Valley in Arizona, and from the Imperial Valley of southern California where the company has made arrangements with cotton growers for the cultivation of about 10,000 acres of long staple cotton in 1920.

Tires are commonly thought of in terms of rubber. Yet cotton is one of the chief materials entering into tire construction. The carcass, or "body" of the tire, is built up by the tire maker of a number of "frictioned" cotton fabric. It is the cotton which resists the air pressure in the tube, with the rubber acting as a buffer between the cotton carcass and the road or street surface.

A 28,000 acre tract in the Salt River Valley was acquired, agricultural experts having demonstrated conclusively that the highest grade of Egyptian cotton could be successfully grown there. A large portion of this tract is now producing cotton of a fine silky texture and great tensile strength, ideal for tire manufacture.

Upon the completion of the Goodyear Textile Mills in Los Angeles, the cotton from these plantations will be sent these mills to be converted into tire fabric. The product of about 10,000 acres in the Imperial Valley in southern California, which will be grown this year expressly for Goodyear, will also come to Los Angeles for conversion into fabric.

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Reed's Hardware & Cycle Company at Lewiston, Idaho, featured their moving to 212 Main street with a cleanup and a renewal of their stock last month.

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# RUSCO
# BRAKE LINING

## Why Rusco



Because Rusco Brake Lining and Clutch Facings will stand the severest tests of heat and road travel to which you can put them. And because in actual performance the car equipped with Rusco is a safe car to drive and to ride in.

*Grips Strongest*
*—Wears Longest*

**THE RUSSELL MANUFACTURING CO.**
**519 RUSSELL AVENUE, MIDDLETOWN, CONNECTICUT**

**Branch Offices**

NEW YORK: 349 Broadway
ATLANTA: 60 S. Forsyth St.
CHICAGO: 1438 Michigan Ave.
DETROIT: 226 Jefferson Ave., E.

Western Representatives: John T. Rowntree, Inc., Los Angeles, Cal.
San Francisco, Cal. Seattle, Wash. Salt Lake City, Utah Denver, Colo.

Southwestern Representatives: Ware Sales Co., Dallas, Texas

**RUSCO**


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## CALIFORNIA COMES BACK

In our last issue one of our subscribers, feeling in rather a joking mood, ventured to refer to the cosmopolitan character of California as to products which they do and do not produce.

So our readers may thoroughly understand the matter, we are reproducing the item referred to. We were confident this would not pass unnoticed by some of our California subscribers, and as typical of the replies received we are publishing the "comeback" of Harry N. Sweet of San Pedro, California. Thus far an unbiased jury would probably say that the honors are even.

### Missouri's Comment

A Missouri subscriber contributed this:

The Californian gets up at the alarm of a Connecticut clock; buttons his Chicago suspenders to Detroit overalls; washes his face with Cincinnati soap in a Pennsylvania basin; wipes on a Rhode Island towel; sits up to a Grand Rapids table; eats Kansas City meat and Minneapolis flour with Idaho potatoes cooked with Nebraska lard on a St. Louis stove, burning Wyoming coal; puts a New York bridle on a Colorado broncho, fed with Iowa corn; plows ten acres of land (covered with Ohio mortgages) with an eastern plow. When bedtime comes he reads a prayer written in Jerusalem; crawls under a blanket made in New Jersey, only to be kept awake by fleas—the product of his own state.

### A Native Son's Answer

Editor HARDWARE WORLD:

I have for the past year or so read your delightful magazine and, like all others who are in the game, find much that is helpful in your pages. However, I wish to take exception to our Missouri friend who, in the seclusion of the distant Ozarks, writes so sarcastically of California, my Golden State.

The Californian does not arise to the clanging of any eastern alarm clock, he knows from experience that they are very unreliable. Instead, he is awakened by the soft chirp of the California song birds. He does not wear any suspenders or other antiquated devices but dresses in a light suit of California long staple cotton cloth; washes his face in clear unfrozen water flowing free of charge from a California hot spring; sits up to a rustic table made from native California palm-wood; eats the largest and sweetest oranges in the world, followed by a dainty California tuna salad, and if he wishes he may have a bit of California venison served in a platter of native California silver; puts a couple of quarts of California oil and some California gasoline in a California built motor boat and takes his Missouri friends to Catalina Island, which is also in California.

In the afternoon he opens his Missouri mail and takes out a few one dollar bills, made in the California mint, that was due on a Missouri farm loan. Then, in another letter, he incloses a California money order and urges his Missouri relatives to take the California Limited west and save the last remaining members of his family from extinction in a Missouri cyclone.

I might add that this letter was written in California by a Californian on an eastern typewriter which must have come from Missouri 'cause the darn thing "ain't no good."

Yours for California,

San Pedro, Cal. HARRY N. SWEET.

## A CORRECTION

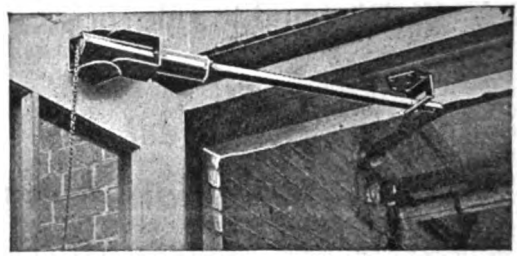
In our June issue mentioning the new plans of the Napier Saw Works, Inc., an incorrect statement was made. We wish to correct any erroneous impression that was given.

The hack saw business of the Napier Saw Works will continue to be conducted by that company, with headquarters at Springfield, Mass., as in the past, instead of New York, as was stated.

The Victor Saw Works will continue as formerly to manufacture their well known product.

As stated in our July issue, the Metal Saw & Machine Company, Springfield, Mass, will manufacture the Napier metal cutting machine and band saws formerly manufactured by the Napier Saw Works, Inc. The latter company will now devote their entire energy to the manufacture of quality and expert hack saws.

If you can't be busy, don't be a busybody.



## NEW STANLEY GARAGE DOOR HOLDER

The Stanley Works of New Britain, Conn., has recently put on the market a new Garage Door Holder, called No. 1773 Cushion Type, and illustrated herewith.

This holder is very similar to the No. 1774 Garage Door Holder that has been so popular among the motorists, except that the 1773 is considerably heavier and is best used on extra heavy private garage doors or public garage doors.

The principle of this new holder is that there are very heavy springs covered by a cylinder, protecting them from the weather, which act as a cushion—relieving any strain on the hinges when the door is opened.

This new type of holder is applied and operates the same as the No. 1774, that is, by a slight pull on the chain. It also is reversible for right and left hand doors.

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# Service—

that is what the user requires of an ignition battery — not only long service but the **right** kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU GET FROM THE**

## Red Seal Dry Battery

**"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

**Manhattan Electrical Supply Co., Inc.**

New York 17 Park Place — Chicago 114 S. Wells St. — St. Louis 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio; St. Louis, Mo.

WALDEN WORCESTER WRENCHES

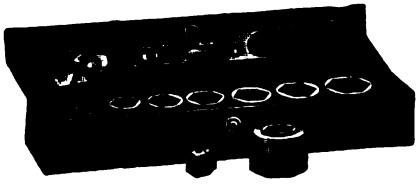
## FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

**WALDEN-WORCESTER**

INCORPORATED

WORCESTER, MASS.





# LANE'S Ratchet Socket Wrench Sets

UNIQUE and *"SUPER-UNIQUE"*

(Trade Marks Registered)

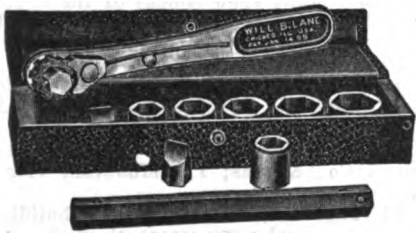
**DEALERS: NOTE THESE SELLING POINTS:**

**Round Sockets, Turned from Solid Steel Bar**

**Broached Hexagon Openings. Guaranteed Against Wear and Spreading**

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by

**Will B. Lane Unique Tool Co.**

180 N. Dearborn St.

CHICAGO, ILL., U. S. A.

W. H. WILBURN, Western Representative 602 Williams Building, Mission and Third Sts., San Francisco, Cal.





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## HOW DOES YOUR SALES FORCE TREAT THE CHRONIC KICKER?



The man who is hard to please has to buy goods somewhere. He may be a crank, and a grouch, but his money is as good at the bank as that of the good-natured customer. And the store that can land his trade will probably keep it for a life-time—just because his bad manners cause him to get such a hostile reception elsewhere.

Bearing these facts in mind, the superintendent of a large hardware store decided to make a strong play for the "crank customer," and called his sales force together.

"Anybody can hold the trade of a good-natured customer," he told them. "It is the clerk who can please the cranks and chronic kickers who will get promotion here. The money of these customers is more difficult to get, but is is worth getting. Remember, you have to spend a certain amount of time on a crank customer anyway. If he goes away unsold, that time is lost absolutely. It is better to spend a minute or two more and make a sale than to dispose of a disagreeable individual quickly and have nothing on your sales-book to show for it.

**Criticisms Not Intended Personally**

"All you've got to do is to remember that you are working for the store and that cranky customer's criticisms and ill-humor are, after all, directed at us and not at you personally. If you will keep that in mind, there is no reason why you should go up in the air and lose your patience.

"From now on we are going to keep an eye on the clerk who waits on customers with a smile. We are going to hold a 'smile contest.' The salesclerk who is seen to smile oftenest during the week will have his picture published in our weekly house organ and will receive a cash prize.

"We are going to hold another contest, too, in which all of you may compete. Each week we shall print in our house organ a page describing the experiences of salesclerks with crank customers. Twenty-five dollars will be paid to the salesman turning in the best letter showing how, by courtesy and tact, he converted a disgruntled customer into a satisfied patron of the store. All other letters worth printing will be paid for. They must all be true experiences."

This plan worked out so well that the employes of this store are now looked upon by the public as being the most courteous and obliging lot of workers in the city. At the top of all its newspaper advertising the store ran the display line:

"The store where you are served with a smile."

Moreover, each clerk has built up a personal trade of crochety customers, who always ask for him by name when they come in to buy. They are apparently convinced that that particular salesman is the only person in the entire world who really understands them.

In hiring new employes, the superintendent of this store always looks for the smile first. If the applicant has a woe-begone expression or grouchy face he is not hired, no matter how experienced or competent he may otherwise be. The salesclerk who can't smile himself is hardly the kind to make grouchy customers smile.

## BUMPER CROPS IN MONTANA

Following is an extract from a recent letter from Sales Manager M. M. Geboski of the A. M. Holter Hdwe. Co., at Helena, Montana:

"The outlook at the present time is most encouraging. Business conditions this year will depend largely on crops, and at this time we see no reason to doubt that Montana is going to wallow in crop prosperity this year at least. While a normal crop has not been seeded, it is expected that the returns will be much higher per acre this year than in many years, owing to the abundance of moisture the past sixty days.

"In spite of the late spring season and the uncertainty in obtaining certain lines of goods, our business has been exceptionally good."

## PRESCOTT RINGS NEW CONNECTION

Prescott Piston Rings will henceforth be represented in the West by Norman Cowan. This new appointment is a result of the visit to the West of G. H. Prescott, president of the Prescott Auto Parts Company of Webster, Massachusetts. Mr. Prescott attended the Del Monte convention and made it his business to become thoroughly acquainted with Western trade conditions. As a result, he has selected Norman Cowan to represent the company before the Western buyers and handle the Prescott Piston Rings. Up to the present time Western sales have been handled by direct representatives of the company.

## MANUFACTURE ACCESSORY SPECIALTIES

The MacKenzie-Waterhouse Company, Bellingham, Washington, is one of the progressive institutions of the Northwest in the accessory manufacturing business. The company makes McMillan auto beds and Simplex auto rims. They also hold manufacturers' rights for Silverine solder which they distribute. All of these products are original and native to Washington. In fact the company has grown so fast that it has found it necessary to remodel its building at 1115 Railroad avenue.

## NEW DISTRIBUTORS FOR "NEVERFAIL" CARBURETORS

The Neverfail Carburetor Co., Long Island City, N. Y., announce the recent appointment of the following jobbers to distribute their new model "Neverfail" carburetor for Ford cars:

F. Hersh Hardware Co., Eastern Penna.; J. C. English Rubber Co., N. J.; Select Product Sales Corporation, Long Island and Brooklyn; Monarch Sales Co., Indianapolis; Bailey & Co., North Carolina to Texas; Deckert Brothers, Western N. Y. and Penna.; E. A. Patterson & Co., Kansas; The Mountain Tire & Gas Co., Colorado.

Frank M. Eldredge Co., of 403 Stevens building, Detroit, Michigan, are sales representatives for the United States.

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# The Sign of Growing Leadership

A fact: *Diamond has twice as many dealers handling Diamond Tires now as in 1919.*

Two reasons are responsible for this phenomenal growth: the ever increasing demand on the part of tire users for Diamond Tires, and the attractive proposition which Diamond offers to dealers.

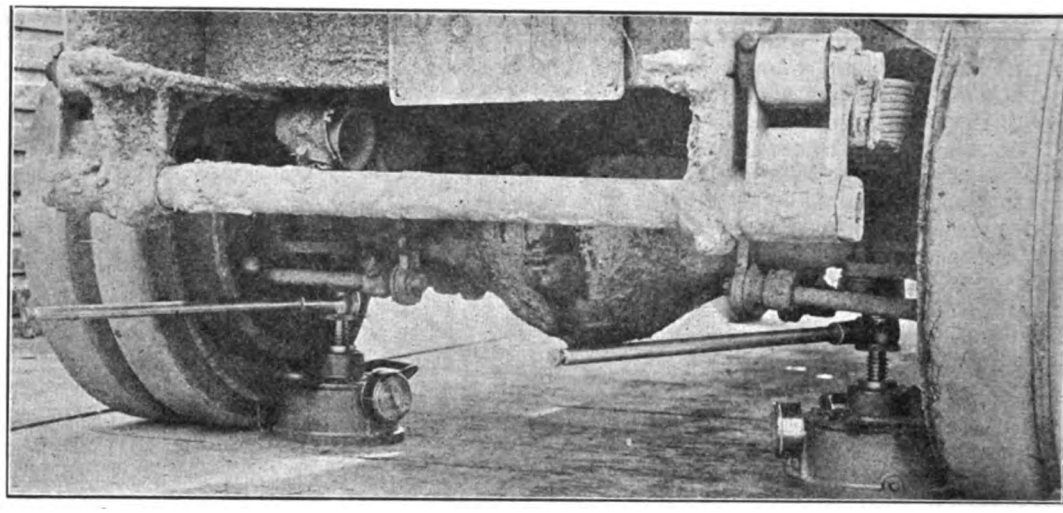
Notwithstanding the fact that Diamond doubled the number of its dealers in a single year, the Diamond proposition is open to more dealers, *because even now there are not enough Diamond Dealers to take care of the tremendous demand which tire users are making for Diamond Tires.*

Certainly, Diamond is the *Dealer's tire* as well as the user's tire. Write for full information concerning the Diamond Tire proposition.

THE DIAMOND RUBBER COMPANY
Incorporated
Akron, Ohio

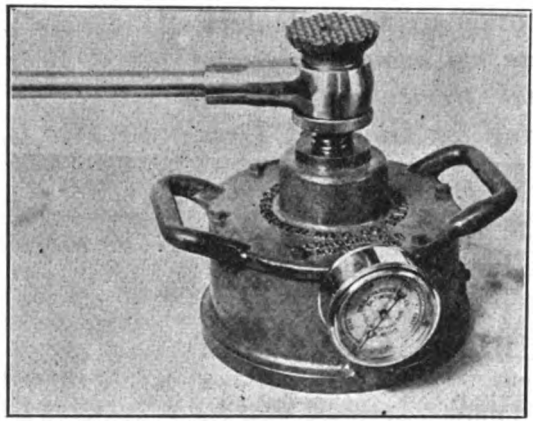
# Diamond TIRES

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## MEASURES THE WEIGHT OF TRUCKS

Merchants in the larger communities who are interested in introducing special machinery lines will be especially interested in the new Black & Decker road type loadometer. The illustration herewith tells its own story and only suggests the possibilities in the machine. County commissioners for highways should be especially good prospects for selling loadometers, for checking up the maximum load of trucks over highways, bridges and other restricted public routes. The problem of restriction of loads that can be hauled over public highways so that the upkeep of highways may be practical is a very real one in every community in the country.



The new Black & Decker loadometer has been devised for this particular purpose. With it the rear wheels of the truck are jacked up and the maximum load per inch of tire width is easily determined.

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The "Paint Up and Clean Up" campaign had its effect in North Bend, Oregon, on the Hazer Hardware Company, when the firm painted its new building as an example to the community. It is reported that the example was heartily followed and profitably to these enterprising merchants of paint as well as hardware.

## MONTANA MERCHANTS BUSY

The Montana Hardware Co., Butte, Montana, advise that crop conditions are in excellent shape and unless something unforeseen happens in the way of shortage of labor, droughts, etc., they will have an excellent harvest.

Their sale of paints and auto accessories has been exceptionally good, especially the accessory line which has increased far beyond their expectations. They are anticipating a good business in Montana for the balance of the year.

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## PRESIDENT RABE OF O. K. GIANT BATTERY CORPORATION PAYS $400,000 CASH FOR EQUIPMENT TO INSURE DELIVERY

In these days of industrial expansion many changes are taking place in the manner of doing business. "To get machinery nowadays," says Paul Rabe, president of the O. K. Giant Battery Corporation, Gary, Ind., "is harder work than to get the money to pay for it. To be certain of getting equipment for our new buildings as rapidly as they are completed, I conceived the idea of establishing priority for deliveries by paying cash. We have in the course of construction special and standard machinery for the production of the O. K. Giant Batteries representing a cash outlay of nearly a half million.

"To convey an idea of the scale on which our operations are going forward, in unit No. 2 we have installed $72,000.00 worth of electrical charging boards of the most modern type. These boards have a charging capacity of 200,000 dry rechargable batteries of all types per day."

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The Valley Implement & Hardware Company has been established at Grandview, Washington, under the management of W. D. Gray.

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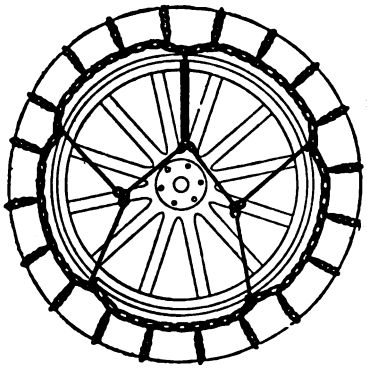
L. E. Barr has entered the automobile accessory business at Yuma, Arizona. Mr. Barr has been known to the high mountain trade as a member of the Yuma Auto and Tractor Company.

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The Odessa Hardware Company at Odessa, Washington, has found it necessary to build a new garage to handle the automotive department of its business. Under the management of F. J. Guth, senior partner, the company has gone extensively into automobile and truck distributions. This department of the business has become such a healthy infant that a new cradle had to be provided. The Odessa company began in the hardware business 15 years ago.

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## SAVE YOUR FENDERS Merchant's Anti-Skid CHAIN TIGHTENER



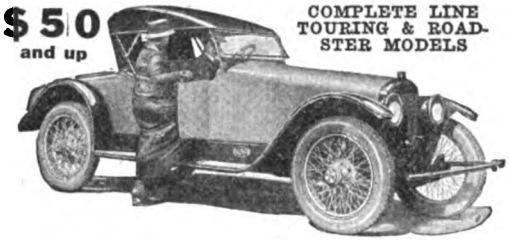
Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp
236-8 Emma St.
Syracuse, N. Y.

## Stylish Fidelity Bodies for Fords

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

**NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago**

# THE ROMORT AIR & WATER STATION

## Twice the service in half the time

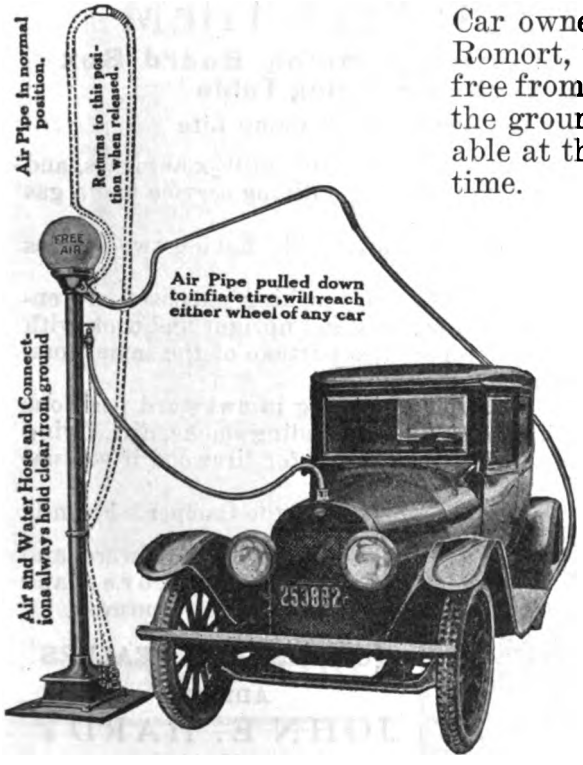
**Its Plain to be Seen**

That the dealer who is spending more effort, to render more service to more motorists—will have more business and more profits.

The Romort Air and Water Station not only renders more, but the best air and water service on the market.

### A Sales Builder

Car owners go out of their way to use the Romort, for they know the air hose will be free from dirt and grime, for it never touches the ground, and water service will be available at the curb without trouble and loss of time.




### Always on the Job

24 hours a day this sturdy business builder is on the job, making new customers and holding the old ones.

It is by far the most effective, economical, and permanent advertising that you can buy. Built in two styles, with and without water.

***Write Today for Full Details***

Manufacturers
**THE ROMORT MFG. CO.**
**Oakfield, Wis.**

Sales Dept.
**THE ZINKE CO.**
**1323 Michigan Ave., Chicago, Illinois**


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## EXCEPTIONAL PAINTINGS FEATURE TIRE CAMPAIGN

Twenty-six original paintings, portraying Indian lore and legend in many of its most interesting phases, form the basis of the current advertising campaign of The Standard Four Tire Co., of Keokuk, Iowa. Expert critics have referred to the campaign as an excellent demonstration of the effectiveness of high class commercial art as applied to tire publicity.

The series of twenty-six paintings is said to represent months of research work by some of the leading commercial artists of the country, and the scenes cover a wide variety of subjects. These include: The Indian Runner; The Medicine Man; The Indian Oath of Fidelity; Archery; The Marriage Ceremony; The Great Spirit; The War Dance; The White Captive; Arrow Making; etc.

So many requests have been received for originals and copies of the original paintings that J. B. Cabeline, President of the Company, has authorized the following statement concerning the company's reason for such an extensive art program.

"Standard Four Tires are manufactured in the same locality where once lived one of the most unique characters among Indian chieftains. His name was Keokuk and Chief Keokuk was noted not so much for his warrior qualities as for his fidelity to a promise. Among all of those with whom he had dealings, the word of Chief Keokuk was indeed as good as a bond. He never broke a promise.

"Thus, it occurred to officials of The Standard Four Tire Co. that the spirit and character of the old and respected chief might well represent the policy and aims of the country. Hence, the adoption of a slogan that reads: 'Chief of the Tire Tribe.'

"The facts are largely responsible for the portrayal of Indian scenes in connection with our advertising appeal. It so happens, however, that no subject has been more misrepresented pictorally than that pertaining to Indian life and customs.

"Therefore, we resolved at the outset that no expense should be spared in obtaining the right kind of art. Our agreements with the artists stipulated that the finished work must be accurate in all respects. As a result, the series cost us several thousands of dollars more than we anticipated. Nevertheless, the money was well spent. The satisfaction in knowing that our art compares most favorably with that of Remington—the greatest of Indian painters—amply repays us for all of our efforts.

## NEW HOWE SPOT LAMP

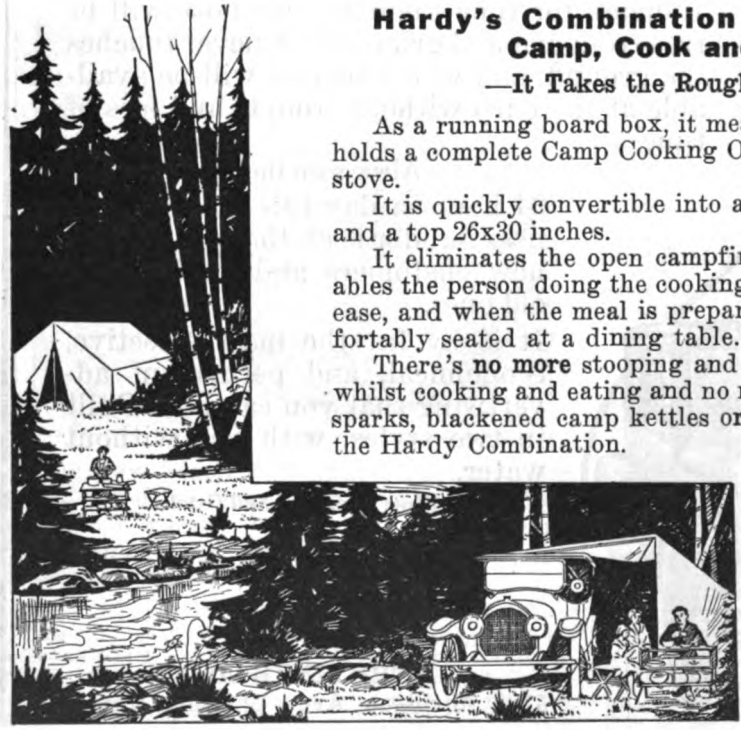


The Howe Lamp & Manufacturing Company, Chicago, announces new model No. 17, a light, single-shell spot lamp. The Howe Flexible Control, construction of the patented swivel-joints is such that they always remain flexible. The lamp is always easily movable, yet holds firmly in any position in which it may be placed.

The No. 17 Spot Lamp is made entirely of brass with the exception of the bracket and clamp. Its large convex lens its brilliant nickel trimmings and its richly enameled body all combine to produce an effect decidedly pleasing to the eye. The parabolic reflector, the conduit cable and other fittings are finished in triple nickel plate. The focusing device permits the concentration of the light into a long, piercing ray for spotting objects far distant. Wires are protected by a water-proof conduit. The turn-button switch is also of waterproof construction. The 4-inch rear view mirror is optional. Price, $10.00; with plate mirror, $11.50.

The Norman Cowan Co. are western representatives for Howe lamps.


# SHOW THESE AND YOU SELL THEM



**Hardy's Combination Running Board Box Camp, Cook and Dining Table**

—It Takes the Rough out of Camp Life

As a running board box, it measures 10½x10½x30 inches, and holds a complete Camp Cooking Outfit, a dining service and a gas stove.

It is quickly convertible into a camp table, having two shelves and a top 26x30 inches.

It eliminates the open campfire for cooking purposes and enables the person doing the cooking to stand upright and cook with ease, and when the meal is prepared to partake of the same, comfortably seated at a dining table.

There's no more stooping and squatting in awkward positions whilst cooking and eating and no more blinding smoke. dirt, flying sparks, blackened camp kettles or hunting for firewood if you use the Hardy Combination.

It is truly the Camper's Friend.

For sale by Hardware and Sporting Goods Stores and Camp Equipment Houses.

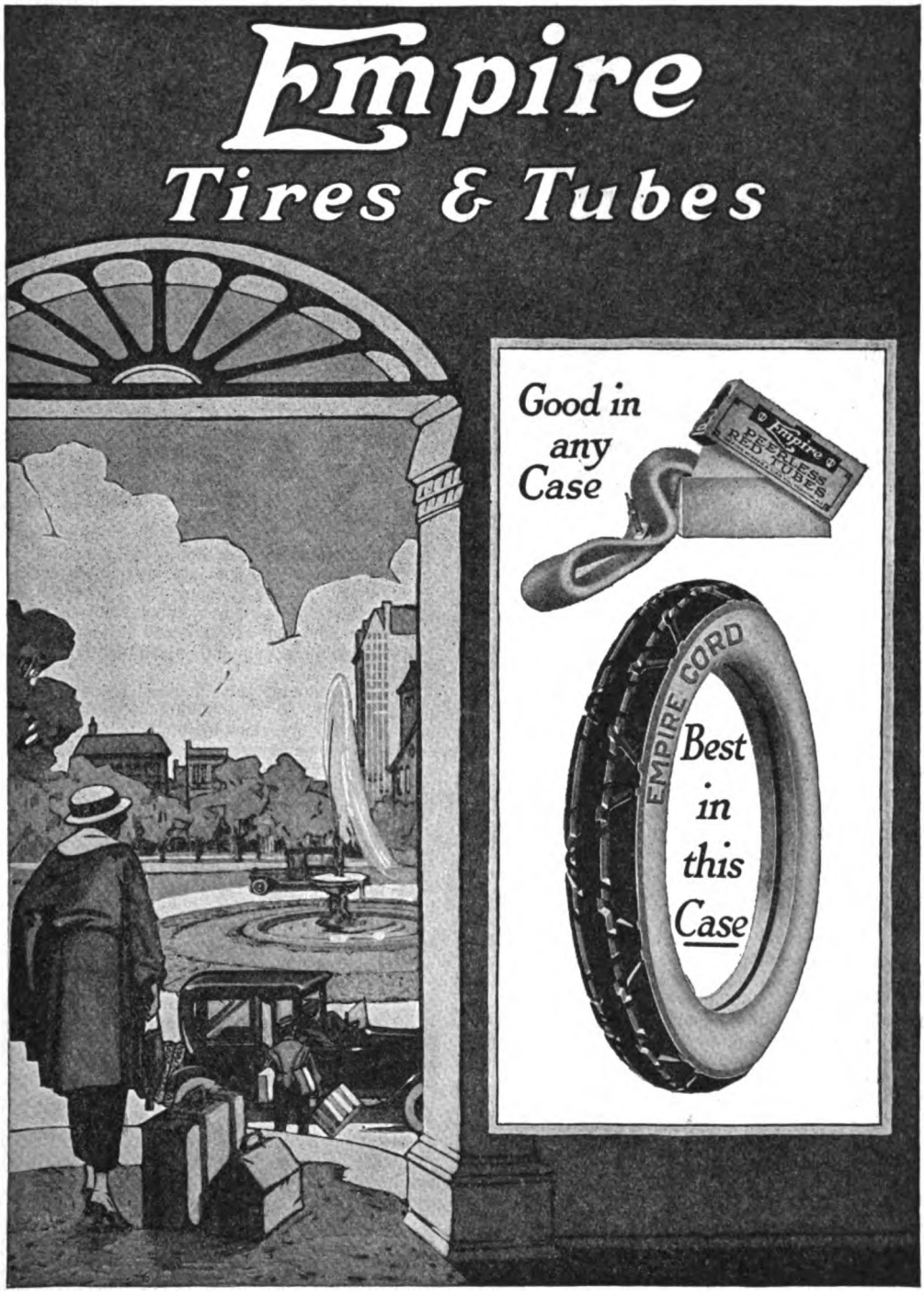
**JOBBERS AND DEALERS**

**ADDRESS**

**JOHN E. HARDY**

**PORTLAND, OREGON**


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*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE CO., Trenton, N. J.**

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## FRED NOWOTNY, YOUNG ACCESSORY VETERAN

Even though the automobile accessory business in the West and even throughout the United States is comparatively new, there are few men now active who were in the industry at the start. Automobiles were mighty few fifteen or twenty years ago, and automobile accessories were almost unknown. The automotive equipment and accessory trade has recruited new members from many sources.

Fine men and strong have come into the field in recent years. But there is no friend like an old friend, and the man who can claim connection with automobile accessories and equipment from the start is a power and influence and a valuable asset to any institution.

Such a man is Fred Nowotny, Automobile Accessory Manager for Hughson & Merton, Inc. Mr. Nowotny was one of those at the birth of the automobile accessory business in the present West, and thus it is that his development, progress and career has been practically that of the industry. Both have grown together.

To go back to first causes, Mr. Nowotny received his start in London, for that is where he was born. At an early period of his development he discovered that the British Isles were not big enough for him, and moved half way across the globe to the "wilds of Oregon" (as the uninformed would say), settling in Portland thirty-three years ago.

As a young man his special love was in bicycle racing, and he naturally spent his working days in the bicycle repair business.

In the early nineties he was connected with F. M. Jones, who was representative of the Racycle in the Northwest at that time. It was not long, however, before he became acquainted in his bicycle racing with C. F. Wright and his partner, young Ballou. These young adventurers had started into the bicycle repair business at Great Falls, Montana, and so encouraging had been their success there that they early moved to Portland.

Branching out from bicycle repairing, soon they began to represent bicycle companies in the Northwest. Very early Fred Nowotny cast his lot with Ballou & Wright and he has been with them ever since. When automobiles gradually took the place of bicycles, automobile accessories took the place of bicycle sundries and supplies on their shelves, although the institution is still prepared to handle the bicycle business in the Northwest.

Thus Mr. Nowotny has had valuable experience and a great opportunity to know the automobile accessory business as it is so admirably conducted in the Northwest by his former employers.

Recently this new opportunity presented itself to him in handling the entire Pacific Coast and Far West for Hughson & Merton, and his affiliation with the organization is certainly a doubly fortunate transaction, conferring benefit on both Mr. Nowotny and upon Hughson & Merton. His headquarters are at San Francisco.

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## EFFICIENT COOLING OF FORD ENGINES



The Corcoran Manufacturing Company of Cincinnati has filled a long-felt want in the Peerless Guaranteed Honeycomb Radiator for Ford cars. The demand for the Peerless Radiator from all parts of the globe has been so great that The Corcoran Manufacturing Company has been forced to occupy a still larger factory, until now their new, modern plant is one of the largest in the country devoted exclusively to the manufacture of automobile accessories.

The Honeycomb Radiator for Ford cars is the "popular seller" of the Peerless line. This is manufactured in two models, one for cars of 1909 to 1916 make, and the other for cars of 1917 and later model Fords. The latter model is especially adaptable to Ford one-ton trucks.

The success of the Peerless Radiator is due, among other things, to the scientific construction and efficiency of the Peerless Core. The Honeycomb type used is the same as is successfully employed on the highest class cars. The Peerless Honeycomb core has 4400 more square inches of cooling surface than the ordinary tubular type and its water capacity is four times as great as the tubular type. All parts coming in contact with water are of durable brass and the flexibility of the core construction allows ample expansion, permitting core to thaw, if frozen, without any strain or breakage.

The unusual feature of the Peerless Guaranteed Radiator is that it costs no more than other radiators without these important advantages.

The cut shows the Peerless No. 11 for 1917 and later model Fords. Dimensions are the same as regular Ford radiator, insuring easy and quick installation. Radiator shell or casing is regularly finished with two heavy coats of black japan; honeycomb 2½-inch brass core is gray. Nickel shell at small extra cost. An inquiry to Department A will bring detailed description of The Corcoran Manufacturing Company's Peerless Guaranteed Radiators, as well as their other meritorious products: hoods, radiator and hood combinations, fenders and tool boxes.

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The Autoparts Supply Company of Seattle, Washington, is rapidly spreading throughout the Northwest. The company has just opened branches at Walla Walla, Washington, and Boise, Idaho, making eight separate branches in the Northwest. Others are at Portland, Tacoma, Spokane, Yakima and Bellingham.

E. L. Hawkes was the founder of the concern seven years ago, and he is the active and shrewd president and manager.

---

The hardware and implement dealers of Sacramento, California, evidenced their cooperation and spirit of working together by agreeing to close at 1 o'clock on Saturdays during the months of July and August. Eleven firms joined in the agreement.

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TO JOBBERS AND DEALERS
Send for Samples and Discounts

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MOTOR MERCANTILE COMPANY

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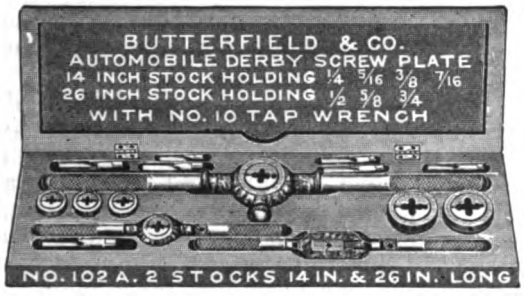
Motul and Cyldene Oils, Gearese and Cupese
Columbia Storage Batteries
Stanley Self-Oiling Springs
Johnston Curtain Windows
Kay Bee Spotlites
Fafnir Bearings
Zenith Carbureters
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retreder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads
"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

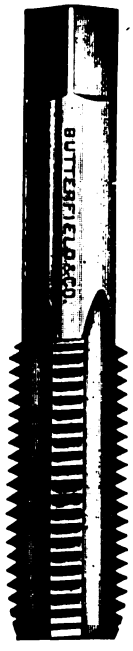
New 1919 Catalog Furnished on Request

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The name of "BUTTERFIELD" on any tool
Is a Guarantee of Accuracy, Service and Long Life




Automobile Screw Plate No. 102-A shown herewith, is one of the most popular sets on the market, and for this reason, one of the easiest to sell.




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CHICAGO STORE,
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PACIFIC COAST REPRESENTATIVE,
Mr. V. S. Walsh, 560 Mission St., San Francisco, Cal.


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# Present Credit Conditions

**(Address by John Perrin, Chairman of the Board of Directors and Federal Reserve Agent, Federal Reserve Bank of San Francisco, at Automotive Equipment Association Convention at Del Monte)**

WHEN an individual business concern limits its operations to a volume which it can handle with its own capital and surely available credit, it is obviously in a safe financial position. When the volume exceeds this, it runs the risk of finding it difficult to obtain additional credit which may be absolutely essential to enable it to meet its maturing obligations. If impossible to obtain the additional credit, bankruptcy is faced.

A nation's business is simply the aggregation of individual businesses. A nation's credit situation is over-extended when individual businesses generally are over-extended. Under such circumstances there must be an adjustment of the volume of business to the available supply of capital and credit.

The credit situation of this country is now over-expanded. Since 1914, loans of National banks have grown approximately from $6,000,000,000 to $12,000,000,000 and if investments in Liberty Bonds and other securities are included loans and investments have grown from about $8,500,000,000 to nearly $17,000,000,000. The increase in loans and investments of State banks has been in approximately the same proportion.

Since the armistice, the increase in bank loans has been more rapid than during the war. In one year alone, from April 1, 1919, to April 1, 1920, the increase was approximately 25 per cent. In the face of this large increase in bank loans during that one year there was an estimated decrease in production of not less than 10 per cent.

Some of the causes contributing to the great increase of loans are the following:

1. There are many thousands of blockaded freight cars loaded with goods against which loans have been made and the liquidation of which depends upon the movement of the cars.
2. Large quantities of commodities of various kinds against which loans have been made are held for lack of cars and ships.
3. Banks have approximately $4,500,000,000 of funds tied up in United States Government obligations and loans against them.
4. Huge sums have been loaned to individuals, firms and corporations for payment of income and excess profits taxes.

### Inadequate Transportation a Handicap

The attacks upon railroads and the failure to grant advances in rates proportioned to increased costs have resulted in so undermining the credit of railroads that generally speaking they have been unable to secure funds needed for extensions and increase of equipment to the extent necessary to take care of the growing volume of our commerce.

While the tonnage hauled has increased 47 per cent, equipment has increased only 1.9 per cent. The obvious result of a failure to expand our transportation facilities in proportion to the growth of our commerce is that because of delay in transit a greater amount of credit is required for handling a given volume of commodities from the point of production to the point of consumption. A partial blockade of freight cars such as now exists is equivalent to a reduction in both our transportation facilities and our credit facilities.

If, instead of $4,500,000,000 of bank credits being tied up in advances against Government obligations, this amount were freed for the use of industry and commerce, it would make possible a vast increase in our output of commodities and a corresponding addition to our national wealth. This amount thus advanced by the banks against Government obligations would, of course, be freed if savings were increased to that extent and invested in these Government bonds, which would thus be taken out of the banks and placed in safe deposit boxes.

Earnings, which are the natural additions to national capital, are being absorbed in a large measure as income and excess profits taxes for Government expenditures. The shortage of capital is very evident. The obvious remedy would be to produce as much as possible and to consume as little as possible since this would most rapidly increase our capital and most effectively rectify the lack of capital and the present strained credit situation. It appears to be the fact, however, that our present course is the opposite—declining production and unnecessary consumption.

A long time will undoubtedly be required in correcting some of these difficulties. Perhaps the best that we can hope is that we may get ourselves started in the right direction and ultimately work out good results. For instance, it will take a good while to correct the disadvantages in our railroad situation. Also, we shall have a heavy burden of taxes for a long time and the investment of our savings will only slowly withdraw Government Bonds from bank loans.

### Credit Is Already Strained

Besides these longer problems, however, there is an immediate problem which calls for the serious attention of all those engaged in industry and commerce and their co-operation in working out the solution. Credit is already strained. This is clearly shown by the rate now ruling, such as 6 to 6½ per cent for loans of this Government, 7½ per cent for the current loan

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Two Burner Kit Closed. All Equipment Packed Inside



One Burner Kit Open



Four Part Suit Case Outfit

## If You Want the Best

IF you want your customers to have the best that the market affords, you will be more than interested in the Auto-Kamp-Kook-Kit.

It has so many features which are found in no other stove that it is really in a class by itself. No other camp stove will be so well advertised. Every prominent outdoor publication will carry double spreads, color pages and full page ads throughout the season.

All indications point to an exceptional season. The biggest advertising campaign ever launched for a camp stove is going to bring customers into your store for this better stove. They sell quickly—profits are exceptional. Do not fail to write or wire today for our special proposition.

**Prentiss-Wabers Stove Co.**

**18 Spring Street** **Grand Rapids, Wisconsin**

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of the Dominion of Canada, 7 to 7½ per cent for choicest railroad obligations and 7 to 8 per cent for mercantile and manufacturing loans.

If the present volume of bank loans is continued undiminished and if to this there is added the additional volume of loans required for the Fall crop movement, there cannot fail to be greatly increased strains with still higher rates. In such a competition for credit, which would drive rates still higher, it would obviously result that many would find it exceedingly difficult and perhaps even impossible to borrow. If it is avoidable, there seems no justification for allowing ourselves to go forward into such a situation, which would hamper the conduct of our commerce and industry.

What of the Federal Reserve System in such a situation and to what extent can it and will it help?

Many are perhaps inclined to regard the Federal Reserve System as being in principle the same as an ordinary bank but having huge size and unlimited resources. The Federal Reserve System really is fundamentally a mechanism for holding the vault cash of member banks. The vault cash which member banks now carry added to the deposits which they carry with the Federal Reserve banks together constitute a smaller proportion of their deposits than was their vault cash alone just prior to the establishment of the Federal Reserve System.

Lending operations of Federal Reserve banks naturally have for their purpose the maintenance of the stability of commerce and not its expansion. The expansion of industry and commerce would naturally have relation to the increase in capital of member banks and the increased savings of their depositors. Stating it in another way, Federal Reserve banks should not be constant large lenders nor should any member bank be constantly indebted to the Federal Reserve Bank.

A member bank should call upon its Federal Reserve Bank only for occasional and unusual requirements. Following such a course, Federal Reserve banks would always be so strong that no question of their ability to meet any emergency would ever arise. A member bank might lay its plans ever so prudently and a freight blockade might defer liquidation of loans so that it would inadvertently find itself overloaned.

That would be a most appropriate situation for rediscounting with the Federal Reserve Bank. A bank might make the usual preparations to meet the requirements of its customers at crop moving time, but an unusually large crop might require a considerably greater amount of funds than had been anticipated. The Federal Reserve Bank could most properly be called upon to aid by assisting in carrying such a peak load. It appears to me that the soundest view is to regard Federal Reserve banks as the reserve of vault cash of member banks to be used sparingly and in emergencies.

**Reserve Banks and Tide-Over Credits**

I have mentioned the simple way in which an individual business, which had become overexpanded, could, if given reasonable time, effect partial liquidation by reducing its inventory and collecting more closely its outstanding accounts. The Federal Reserve System is the means by which partial liquidation of business over-extended throughout the country may be effected in orderly fashion.

Banks which are over-loaned rediscount with the Federal Reserve banks and have a part of their loans thus carried while the process of partial liquidation by their customers is taking place and adjustment being made of the volume of industry and commerce to a proper relation with the available supply of capital and credit. It is in this way that the Federal Reserve System averts a panic by enabling the member banks to give to over-expanded business concerns time for gradual reduction in the volume of their operations.

The Federal Reserve System is not intended, however, to make available a vast new supply of loanable funds. There is a great difference between providing a vast additional supply of funds for continuous use and providing the credits necessary for tiding over an emergency situation until partial liquidation can be effected.

During the war, Federal Reserve banks did everything within their legal power to facilitate the financing of the war and for a long period after the signing of the armistice kept their discount rates exceptionally low so as to make it possible for those who had patriotically pledged their credit to buy Government Bonds to borrow against them without loss. In order to diminish the heavy demands for rediscounts, the Federal Reserve banks have applied the natural brake of advancing rediscount rates, until that of the Federal Reserve Bank of San Francisco is now 6 per cent.

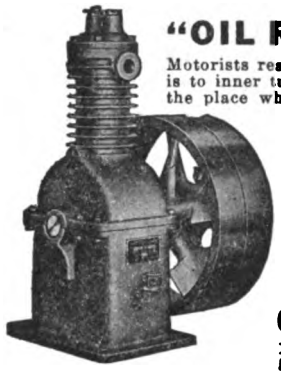
Member banks have also sought to co-operate by exercising discrimination such that there would not be restriction in loans for the production of vital necessities, but so that loans should be made less freely for purposes not so essential. The demand for rediscounts has, however, continued so insistently in spite of the application of these brakes that the reserves of Federal Reserve banks now are reduced to only a little above the legal limit. The Federal Reserve Board has authority to suspend the reserve requirements, and if that were done Federal Reserve banks could increase their advances to member banks still further.

**Wiser to Avoid an Emergency**

If necessity should arise, I have no question in believing that the Federal Reserve Board would suspend the reserve requirements and

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A GLASS THAT IS SAFE
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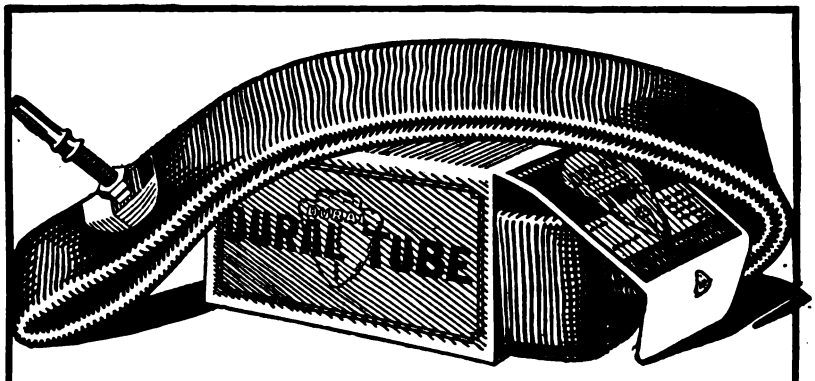
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Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

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*Have DURAL TUBES in Your Tires*

More flat tires come from leaky tubes than from punctures. Leaky valve joints, porous rubber, leaky splicing—all are common causes of defective tubes.

But tube deflation disappears when you equip with Dural Tubes. They are guaranteed against it.

Laminated construction eliminates ordinary porosity.

Hermetical sealing of the valve and a special reinforcement of rubber-impregnated duck prevents valve base leakage.

The splice steam-cured—the expensive way but the sure way to prevent splice leakage.

THE DURAL GUARANTEE

We will replace, free of charge, any Dural Antimony Red Tube, leaking at the splice, leaking at valve joint, porous or out of shape, if it is returned to us one year from date of purchase.

Read the guarantee and then prove it for yourself by buying Dural Tubes. You'll get full-sized, extra thick tubes tha. give long life and thorough satisfaction. More—you'll get a tube with an extra overlap that is the best protection in the world against the most common cause of blow-outs—Pinching.

*—and yet They Cost No More Than Ordinary Tubes*

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also that the Federal Reserve Banks would courageously meet any emergency and thus prevent panic. If Federal Reserve banks had only the legal minimum reserves, 40 per cent against Federal reserve notes and 35 per cent against deposits, and if reserve requirements were suspended, they would still have large lending power. If such a situation should arise, however, it would be proper that rather drastic procedure should be adopted. Discount rates would naturally be advanced still more sharply and banks would be called upon to curtail their rediscounts as rapidly as could conveniently be done, without undue disturbance of business, until legal reserves were restored.

Instead, however, of relying upon the Federal Reserve System to meet an emergency, it seems far more prudent that corrective steps should be taken beforehand to avoid the emergency. By that I mean that Federal Reserve banks, member banks and the customers of member banks should all co-operate to bring about a moderate reduction of loans during the next three or four months.

Loans for the production of necessary food, fuel and clothing should obviously not be curtailed since these products are fundamental essentials of life, but all loans for purposes less essential than these should be moderately reduced. If that is accomplished within the next three or four months, we shall meet the crop moving demand with an easier credit situation than we now have, and it is necessary that we should do so if we are to avoid a still more stringent situation this Fall. To attempt to force the utmost speed in business at the present time is to risk an interruption in our prosperity. If we bring about a moderate curtailment in the volume of our business during the next three or four months and if we exercise moderation for a period, both as to expansion of business and as to personal consumption, there seems every reason why we should enjoy uninterrupted prosperity for a long period.

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One of the largest and best appointed sporting goods stores in Colorado has been opened in Colorado Springs, Colorado, by the Colorado Sporting Goods Company. On moving into its new building, the Company doubled its capacity. One of the features of the new store is a shooting range in the basement for rifle and revolver experts. Camping equipment will be carried as well as sporting goods.

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A new member of the automobile accessory industry at Helena, Montana, is the branch of the William E. Chase Company, just opened. Harold Dishon is the local manager and Walter L. Traub is the "Chase-trained" service man with five years' experience behind him in this end of the company's activities. A full stock including 10,000 individual parts has been installed and the trade in the territory tributary to Helena will have the benefit of selection from another of the large national automotive and electrical supply houses.



## DON S. STANBERY WITH ROWNTREE IN SEATTLE

Don S. Stanbery (and that middle initial "S" stands for service), who has been connected with the John T. Rowntree organization at Los Angeles for some time, assumes his new duties with the Seattle office of this well known sales corporation August 1st, assisting Bruce Findlay, and traveling throughout the cities of the great northwest.

The HARDWARE WORLD wishes to introduce him to our readers in that section who may not have had the opportunity of meeting him personally.

Prior to becoming associated with the John T. Rowntree Co., Mr. Stanbery was sales manager for the Union Hardware & Metal Co., Los Angeles, and was known as one of the live wires of that institution. Aside from his well known ability and knowledge of hardware and kindred lines, among his other qualities are his pleasing personality and his sincere and honest friendship for everyone connected with the trade. He will undoubtedly add to his already wide acquaintance in his new fields.

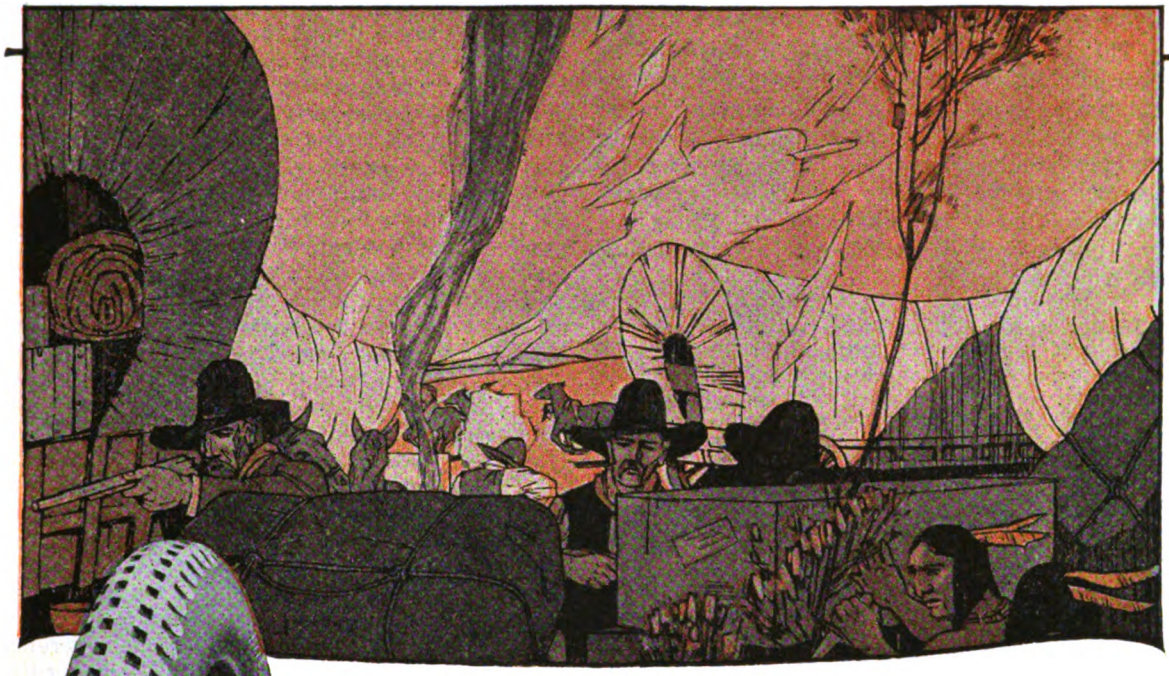
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## SEELEY B. MOE AT LONG BEACH

The hardware trade of Southern California will be interested to know that Seeley B. Moe has acquired an interest in the American Avenue Hardware Company at Long Beach, California. His partner in this enterprise is John Haasis and he is sure to continue best traditions of the hardware trade in Southern and Central California just as he has in the past.

Mr. Moe has been connected with the Union Hardware & Metal Company at Los Angeles for 16 years and for the last 10 years has been buyer and manager of the builders' hardware department. His faithful and careful service for the "Union" has made him many friends who will be glad to know of his new enterprise and plans for the future. Mr. Moe will be glad to meet any of his friends of the trade at Long Beach, where he is now located.

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# THE COURAGE OF CONVICTION

*The conviction of the pioneer that he was a match for at least five Indians resulted in a courage that swept all before it on the route overland.*

There is not one "unique" construction method or deceiving special process used in the making of Overland tires. There are no radically different "features" for tire buyers to argue about with distributors and dealers.

The Overland Tire & Rubber Company is convinced that aggressive distributors and dealers do not care to pioneer with an unusual tire or an unusual sales and advertising policy. Both Overland tires and Overland policy are standard.

If you are interested in tires and tubes that follow the line of least sales resistance, today is none too soon to write or wire for further particulars.

## The Overland Tire & Rubber Co.

Dept. A

Omaha, Nebraska

OVERLAND TIRES

"PIONEERS OF ENDURANCE"

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## IF SOME OF YOUR WAR TIME ORDERS WERE UNFILLED

(Copyright by Elton J. Buckley)

The interference which the war caused to contracts and orders made and given during that period is in a sense just beginning to be felt, particularly as to a class of business which was not killed entirely, but only suspended by government interference. The following letter shows the kind of case I refer to, and also shows that interesting litigation can and probably will come out of it.

Brooklyn, N. Y.

In 1916 we accepted an order from a Pennsylvania customer for about $1000 worth of our goods to be shipped promptly. Before the order could be filled the government took our plant over and we had to lie down on this order and a great many more. The order was given on our regular forms, and contained no conditions whatever.

When the government took our plant over we considered that the orders from private customers were dead and believed that our customers did also. Some of them, however, have started to notify us that they expect us to deliver now that the government is no longer using our plant. As a matter of fact, it is some time since the government ceased to use our plant, and some of the demands for the filling of these orders began shortly after it ceased. We told all these customers that we did not think they should expect to get the goods now, because the cost has advanced about 50 per cent and we could not afford to fill the orders at the contract price.

About 30 days ago we received a letter from the customer referred to above, who had placed the $1000 order, demanding delivery by May 1st. We replied the same as we had with the others, and an answer same that if delivery was not made by May 1st, suit would be begun against us. Of course we could not make delivery and we have been made defendant in a suit for the difference between the order price and the present market price, which is about $400. We are afraid that other customers may do likewise and involve us in a large sum. What we wish to know is, are we liable on the old orders, or did they go by the board when the government took over our plant?

X. & CO.

There were a great many of these orders, without doubt. Some provided for prompt shipment, some provided for shipment by a certain date, some provided for immediate shipment, some provided for shipment as soon as possible. One or another phase of the war interfered—the government took over plants or commandeered the goods, and shipment has never been made. So far as I have seen, and I have seen quite a number of these orders, none of them contained any clause cancelling them entirely if the government should in any way prevent shipment according to terms.

The question is, just as in the case submitted, what became of this business? Did it die when the government stepped between the seller and the buyer, or was it merely suspended until the government stepped out again?

If such an order was merely suspended, of course the seller would be under legal obligation to fill it, no matter what the price, provided the buyer used due diligence in presenting his claim after the obstacle to filling the order disappeared.

A great many of these unfilled orders are dead without a doubt, because of the buyer's failure to do anything about it; in other words, because of his apparent concurrence in the seller's idea that they were dead.

The law as to the status of these orders is this: Orders accepted and unfilled when the government's interference made it impossible to fill them according to terms, are merely suspended, and not cancelled. After the government has handed the plant back, or has ceased to require the product, the old unfilled orders are restored, and the buyer can claim delivery. Whether he must actually demand delivery before the seller needs to move, is an open question. It would be safer for the buyer to make demand, but it is not clear that his right is gone if he does not.

The buyer, however, cannot sit silent and then when the market has reached its peak, suddenly demand delivery and collect damages, based on the then high market, if delivery is not made. If I were advising a buyer in such a case I should advise him to learn when the seller was free from government interference, and then make demand for delivery according to the original terms, as if the order had just been given. And to enforce that demand by suit if delivery was not made.

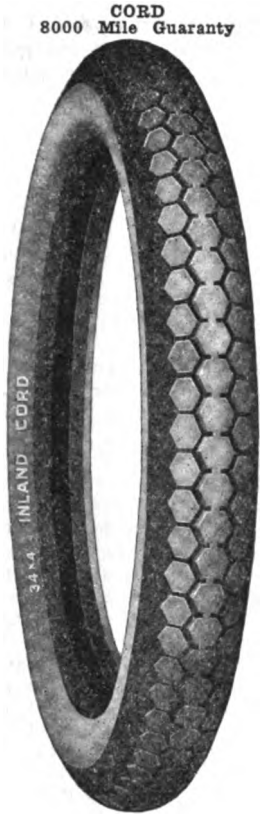
The buyer who waits a year or two after the seller is free from government interference, and then for the first time asserts his claim, is in danger of being thrown out of court by his own neglect and delay. The bearing of the factor of delay on the case must of course be governed by the particular facts. This much is sure, however, the business is alive after the obstacle has disappeared and can be realized upon by the buyer.

One of these cases is just going through the courts now. It involves lumber. The original contract read "ship soon as possible," but the government stepped in and took the goods. The buyer, after the shipper was once more able to handle private business, made demand on the seller for delivery. By that time the market was $40,000 higher. The shipper refused to ship, arguing that the business was dead, but the buyer sued him, and I would wager everything I am worth he will get a verdict. In this case the buyer kept after the seller until it became clear that there would be no delivery, and then served notice that delivery must be made by a certain date or suit would be brought. Delivery was not made and suit followed.

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**The fact that the Merges Hardware Company of Portland, Oregon, has increased its capital stock from $5000 to $10,000 is indicative of the fact that merchants in these times must have double the capital to do the same business that he was doing three or four years ago. To meet this raise, he must be sure that his turnover on his stock is in proportion.**

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**Generous Excess Mileage Assured**

## *Better Tires*

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Applications invited from responsible Jobbers and Dealers desirous of featuring a special high grade product at a moderate price.

## Ehman Tire & Rubber Co.

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**General Offices:**
**176 N. Michigan Ave., Chicago, Ill., U. S. A.**



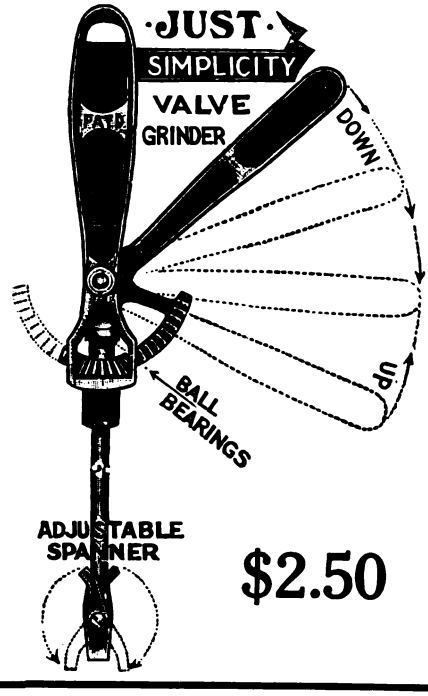

**THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.**

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

**ITS BALL BEARING RELIEVES USER OF ALL STRAINS.**

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

**UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.**




**$2.50**


The Anckorn Hardware Company at Palouse, Washington, reports a specially active market for pipeless furnaces in their territory. Four furnaces were sold in one month for installation during the summer.

The Oregon Hardware & Implement Company at La Grande, Oregon, is doing both a wholesale and retail business in the Inland Empire and has increased its capital stock from $100,000 to $200,000.

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## STOP WASTING GASOLINE

(Richard Spillane in the Philadelphia Public Ledger)

Some persons think that what they do with their money or with what they purchase with their money is not any other person's business.

They are mistaken.

A lot of persons are buying gasoline today and using it wastefully. In so doing they are penalizing all the people, and particularly all owners of automobiles.

There are 6,000,000 passenger cars in the United States. There is a shortage of gasoline. Through gross waste this shortage is made more acute than it should be. If it is not checked the price of gasoline will be forced to a height that will compel many persons to lay up their cars.

The automobile is of great utility. It gives opportunity to many millions of persons—men, women and children—to get out into the country, to have recreation and pleasures that otherwise would be difficult for them to obtain. It is a great agency in the promotion of good roads. It is a great agency, too, in the promotion of good health. Anything that restricts its use is of public concern.

Those who have studied the subject say one-half a gallon of gasoline per car is wasted today through carelessness, through overuse of cars and through useless mileage. This means 3,000,000 gallons a day.

This has to be stopped or the price of gasoline will stop the use of tens and tens of thousands of cars. It will stop if you recognize the fact that any one who wastes gasoline is doing an injury to you whether you own a car or do not own one.

How does the waste of gasoline concern the person who does not own a car, might be asked. Let us see.

There are hundreds of thousands of motor trucks. They do a great work in the transportation of various commodities. There are hundreds of thousands of motor cars to be built this year. If the price of gasoline advances the cost of transporting goods will be increased and you will have to pay it in the higher prices you pay for eggs, for milk, for beef, for vegetables, for moving your household goods, for anything and everything you eat or use, for directly or indirectly it will be in the bill the general public has to pay.

A waste of one-half gallon of gasoline per passenger car per day means 1,095,000,000 gallons a year. Wow!

One gallon of gasoline will provide the energy to move a one-ton truck 15 miles, or to put it in another way, it will move 15 tons of freight one mile. If the users of passenger cars would save the one-half gallon a day they waste it would equal 16,425,000,000 ton miles of haul.

Economy in gasoline means more than the general public appreciates. More oil is being used today than is being produced. That means the reserve stocks are being drawn upon. Curtailment of waste is imperative. It rests with users of gasoline to do voluntarily what otherwise they inevitably will be forced to do.

Save oil.

---

## SAFETY FIRST IN GLASS

What should we do without glass? We regard it as one of the necessaries of civilized life; yet, under certain conditions, it can be almost as dangerous as a sharp knife in the hands of an irresponsible person.

Glass is a most useful servant; a utility of greatest convenience when conditions are normal, but when accidents occur causing glass to break and slivers and splinters to fly through the air, human life is endangered. Many a death and many a serious wound has resulted from flying pieces of broken glass.

Serious consequences are especially to be feared from the accidental breaking, in collision or otherwise, of automobile wind-shields, back and side curtain lights; street car doors and windows; railroad passenger car windows; locomotive cab windows; port hole and other window lights on ships; die cutting, grinding, polishing, loading and other types of machine guards; office and bank partitions; revolving doors; doors and windows generally in dwellings, stores, factories, etc.

Science has come to the rescue with a laminated glass, consisting of two sheets of ordinary glass between which is interposed a thin sheet of pyroxylin plastic. Hydraulic pressure and the application of the proper degree of heat welds the glass and pyroxylin sheet together into a solid unit. The pyroxylin binder prevents any scattering of fragments in the event of violent breakage.

The transparency of the glass is reduced but 2½ to 3 per cent by the insertion of the plastic sheet. This would never be noticed by the ordinary person not especially looking for a difference.

If life and accident insurance statistics were consulted to get a record of the vast number of accidents in the aggregate resulting from broken glass, it could readily be shown that the increased first cost of laminated glass to be used in exposed places where experience has proven accidents are most likely to happen, would be more than offset by savings in death and injury insurance payments, loss of wages due to lost time while recovering from wounds and damages to property. Then, too, the suffering and disfigurement caused by cuts should be considered.

Laminated glass has its place in the world. As its virtues become known, it is undoubtedly going to be specified in many industries in which it is now unknown.

---

## TRITCH INVITES YOU TO DENVER

"Come to Denver at our expense," is the way the Tritch Hardware Company of Denver, Colorado, puts its invitation to the western trade for jobbers and manufacturers market week in Denver, August 16 to 21, 1920.

Geographically, Denver is in the center of the West, and the radiating lines drawn from Denver strike almost equally at San Francisco, Los Angeles, El Paso, St. Louis, Minneapolis, Great Falls, Seattle and Portland. President Frank Bare of the Tritch Hardware Company is most active in the Denver Wholesale Trade Extension Bureau, and any hardware merchant in the Rocky Mountain region or the territory tributary to Denver is sure of a warm welcome and a hearty good time enjoying the hospitality of the Tritch Hardware Company. Merchants in Texas, Oklahoma, New Mexico and Arizona are particularly fortunate in being tributary to the Denver jobbing center.

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K-9 Adjustable Wrench

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

## A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

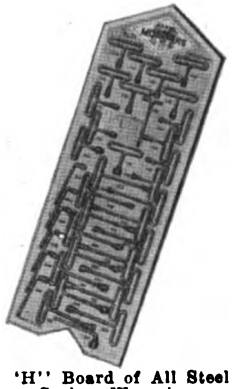
The Mossberg reputation for strength and service helps you to make your sales — it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE,
President and General Manager
FRANK T. CHASE,
Treasurer and Sales Manager
EVERETT L. FORD,
Secretary and Superintendent.



"600" Board, Assortment of Ford Necessities



"H" Board of All Steel Socket Wrenches



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MECHANICS
HAND TOOLS
and
Builders Hardware

PEXTO

THE PECK STOW & WILCOX COMPANY
Southington Conn. Cleveland Ohio
U.S.A.

## PEXTO CATALOG No. 20, CENTENNIAL EDITION, A WONDERFUL BOOK

In presenting to the hardware trade this centennial edition of the Pexto catalog covering the largest line of mechanics' hand tools, builders' and general hardware manufactured by any one company, no time, effort, or expense has been spared to produce a complete book which would not only be a satisfactory representative of the Peck, Stow & Wilcox Company, covering tools and hardware manufactured continuously from 1819, but also one which hardware buyers, salesmen and clerks may find an indispensable daily help in providing for their requirements covering the list of Pexto products.

In producing this book they have followed closely the idea of concentrating illustrations and descriptions into a double column with the advantage of carrying quickly and concisely to the mind of the reader the essential details of goods catalogued.

In this book you will find each kind of tools in a section by itself, as for instance; braces, chisels, pliers, wrenches, snips, pruning shears, etc., are considered a section and are preceeded by colored illustrations and descriptions of displays and selling helps, and this page or pages is followed with a short descriptive talk for salesmen and clerks giving the merits of the line.

Illustrations of the Cleveland, Ohio, and Southington, Conn., plants appear in the front of the book. The feature of terms, guarantee, displays, uniform labels, text books for workmen, pruning shear books for the gardener, book of standard details for contractors and builders in connection with builders' hardware are all properly illustrated and described for the benefit of the hardware trade.

A novel feature of this catalog is the "Rehardware" editorial giving thought and trade building features which will profitably and satisfactorily increase the builders' hardware business of the merchants throughout the country. This book is not only a catalog, but in addition is the manufacturer's silent salesman. Many other features are contained in this book of which a review will bring them forcibly to your attention, particularly the page showing the new standardized labels in orange, blue, white and black. Also the uniform color of packages and attractive and novel features.

We might go on at some length relating the ingenuity built into this catalog, but must leave a lot of it for your surprise and attention on receiving a copy.

The book is printed on an excellent quality of paper carrying the name of the company and trade mark on each page in color. The cover is handsomely designed and printed in the standard colors of the company, orange, blue, white and black.

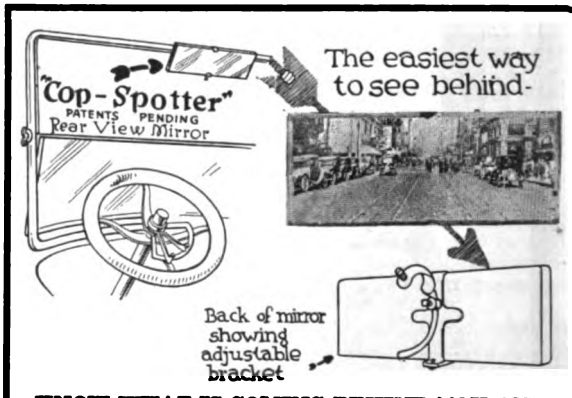
If your copy does not come along promptly, please address the company at Southington, Conn., attention of "Catalog Department" and your request for copy will be promptly granted.

## ALBERT LEA "UTILITY" LINE MOVING

The Albert Lea Sprayer Company at Albert Lea, Minnesota, reports, along with other manufacturers, that their hands have been full and the organization rushed in supplying the demands of the trade and in keeping things moving this spring.

Their "Utility" line of sprayers, hose goods, poultry feeders, and pumps of all sorts is known to the trade throughout the country. The United Sales Company at Minneapolis, Minnesota, is the general sales agents for Albert Lea goods.

"It pays to spray," says dealers in Albert Lea sprayers to their customers, but when they are mentioning the Albert Lea line, they say that "It pays to stay."




KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A

"COP-SPOTTER"

Rear View Mirror

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

Price $4.00

Jobbers and Dealers

We have an interesting proposition for you.

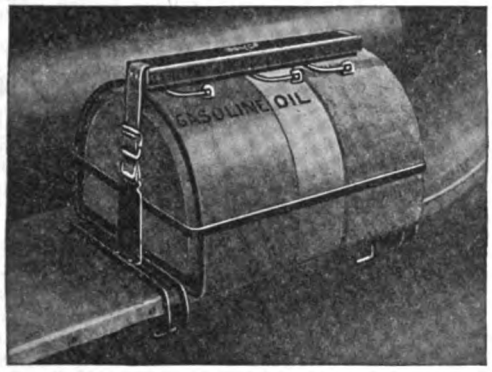
Manufactured by

BERGER & COMPANY

208 W. 11th St., Los Angeles

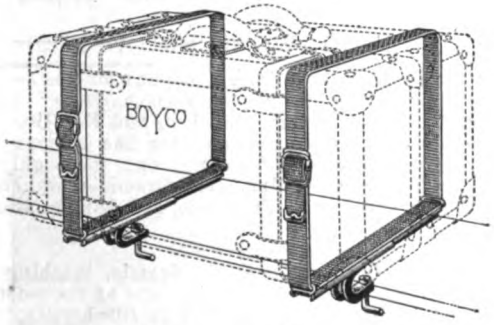
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# Ask your Jobber for BOYCO PRODUCTS. If he cannot supply you, mail us your order with his name and address. Service will be rendered




## Boyco Service Units

Boyco Service Units for carrying extra gasoline, oil and water on the running board fill an actual need. They are in demand every day of the year. A useful product that means desirable business and increased sales.

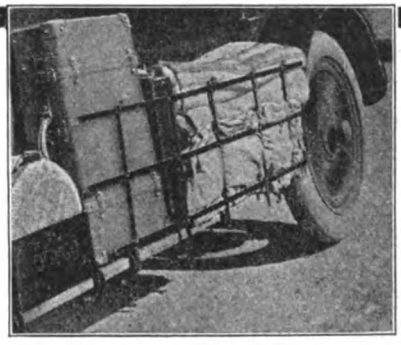



## EZ Luggage Carriers

**EZ Luggage Carriers fasten firmly and readily** to any running board and provide dependable security. Easiest and most quickly adjusted luggage carrier made; occupies a minimum of space when not in use. You will find a wide demand for this product.

## Boyco Canteens and Carriers

Boyco Canteens and Carriers mean substantial increases in business to jobbers and retailers. Complete information, sizes, weights, and details of construction are contained in our booklet, "Canteens and Carriers." Send for it today. There is a Boyco Canteen for every purpose; a Boyco Luggage Carrier for every demand.



## Boyco Carryall

The Boyco Carryall is the strongest and most substantial device of its kind on the market. It is adaptable on any car to the carrying of every description of luggage and equipment.

## The BOYCO Line For Year 'Round Sales

Boyco Luggage Carriers, Canteens and Service Units are quick sellers every month of the year.

They are in demand everywhere at all times; they are not limited to vacation use; they are actual necessities made to fill definite needs.

Boyle products are built right: best materials, high grade workmanship and practical designs. They are sturdy and durable. You will find them a line upon which you may depend for steady year 'round business, quick turnover, and satisfied patronage.

**BOYLE MANUFACTURING CO.**
5100 Santa Fe Street
Los Angeles



## Auto Canteen

This Flat Bottom Auto Canteen comes in different sizes suitable to the requirements of every motorist. Its outstanding practicability makes it a quick seller.

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## HOW JOHN BROWNING WORKS

There is a little room in the great Colt factory at Hartford, Conn., occupied by a man of modest bearing, from which evolved the plans by which were built the great mass of automatic rifles and pistols that were the wonders of the world. This man is the great Browning, father of the automatic pistol and inventor of the world's greatest automatic rifle and automatic machine gun—Colt's.

Working at the Colt factories with a corps of capable assistants, John M. Browning brought to realization the dream which Samuel Colt had of making the Colt factories at Hartford a complete arsenal—an adjunct to the government armories, where side arms and rifles of all kinds could be made in required quantities for the proper equipment of the United States troops.

Many have been curious to know how Browning works. He has been conceived by some as a nervous, excitable individual, so buried in thought and work that it was dangerous to go near him; a man whose very appearance suggested guns and warfare. But the contrary is just the case.

Two stories about Browning will illustrate the kind of man he is. One day there came a rush telegram from headquarters that difficulty was being experienced with a small part of the mechanism of the Browning gun. This was in the early stages of the development of this wonderful weapon. And while the fault which this small mechanism showed seemed trivial, it was so baffling that none of the mechanics or engineers could see how it could be remedied, and they hurried to Browning with their trouble.

This was about five o'clock in the evening. Browning cooly remarked that he would fix it for them in the morning, and he put on his hat and went home.

It was so important that this be remedied at once that the officer who had come to get help was unable to sleep wondering how Browning would overcome the difficulty. When he went to Browning's sleeping quarters in the morning about six o'clock, Browning was up and out. He hurried to the little room where Browning worked and he was not there, nor could he find him anywhere.

About eight o'clock Browning strolled in. The officer excitedly asked when he was going to work out the new plane. Browning said, "Why. that thing has all been taken care of hours ago." And he showed him with a few strokes of his pencil just exactly how the difficulty could be overcome.

It was so simple that the officer was amazed and said, "Why, you knew all the time how you would do it." Browning said, "I didn't, I got up about four o'clock this morning and took a little stroll around town. I like to do my thinking in the early morning while I stroll about town."

### Worked Out In His Head

Browning works out every problem in his head, so that very rarely has anything to be changed from his preliminary rough pencil sketch, from which the plan is eventually made. And there is never anything very intricate in Browning's plans. In fact, it is the beautiful simplicity of the Colt automatic pistol, automatic rifle and machine gun which makes them so efficient.

When the competitive tests of the various machine guns were being made, one of Browning's competitors complained that he should be permitted to renew one of the small parts in his machine gun should it give out during the test, because he supplied each one of these guns of a quantity of these small parts which took only a fraction of a minute to put in, and that the soldiers even under fire could so renew the gun, and that the test which the government was asking was unnecessarily severe on this small part.

They came to Browning and told him that he could have the same privilege after acceding the allowance. Browning shrugged his shoulders and said he would not bother with a gun that had to be accompanied by a box full of parts in order to make it efficient.

### Nothing Stopped Gun's Work

The Browning gun was put into competitive tests without any extra parts, and the secret of its success lay in the fact that it would work no matter how rusty it got—and the government made it rusty on purpose because guns get rusty in warfare—no matter how much sand was thrown into it, and no matter how hard they tried to block its mechanism.

On several occasions, when Browning was crowded with work of the kind that most men would break under, he was stopped and explained, so that a child could understand it, all the workings of his guns to some interested visitor.

## WINCHESTER BUYS MACK AX PLANT

The Winchester Company has purchased the Mack Ax Plant at Beaver Falls, Pa. The factory is well located, close to Pittsburgh, where steel and other raw material can be easily and quickly secured. As a shipping point, Pittsburgh is said to be one of the best in the country.

The Mack Ax Plant is well known to the trade. It was established by Joseph Graff at Beaver Falls, Pa., in 1871. Afterward the plant was sold to the Hubbard Company, Pittsburg, in 1877.

In 1890 it was consolidated with the American Ax and Tool Company and was operated as a unit of that firm until 1912, when it was sold to the Kelly Ax Manufacturing Company, of Charlestown, West Virginia. Immediately after this purchase the plant was closed down and the machinery removed. The building and real estate were sold to John Mack, Sr., who immediatelv organized the Mack Ax Company, and began the manufacture of their well known make of axes. Mr. Mack began operations in May, 1913, employing 135 people. The organization which he has built up will be largely retained by the Winchester Company.

## BRAENDER TIRE WESTERN OFFICES

The Braender Tire & Rubber Company of Rutherford, New Jersey, handles its western business and trade through a direct factory branch in San Francisco. E. F. Zuern is the branch manager for the company and is an experienced tire man and one thoroughly familiar with the Braender line. The Braender branch is at 131 Eighth street, San Francisco, and handles the entire western field.

At the Ernst Hardware Store in Seattle, Washington, is being displayed for a short time one of the most famous Moreau's paintings, "The Village Blacksmith,"


WINCHESTER
GENERAL UTILITY OIL




*First choice for lubricating, cleaning, polishing, and preventing rust in the home, the office, the factory, on the farm.*

It sells because it's *needed*—repeats because it's *better*. A good profit and a quick turnover. A splendid lubricant that will not gum. Stock *now*.

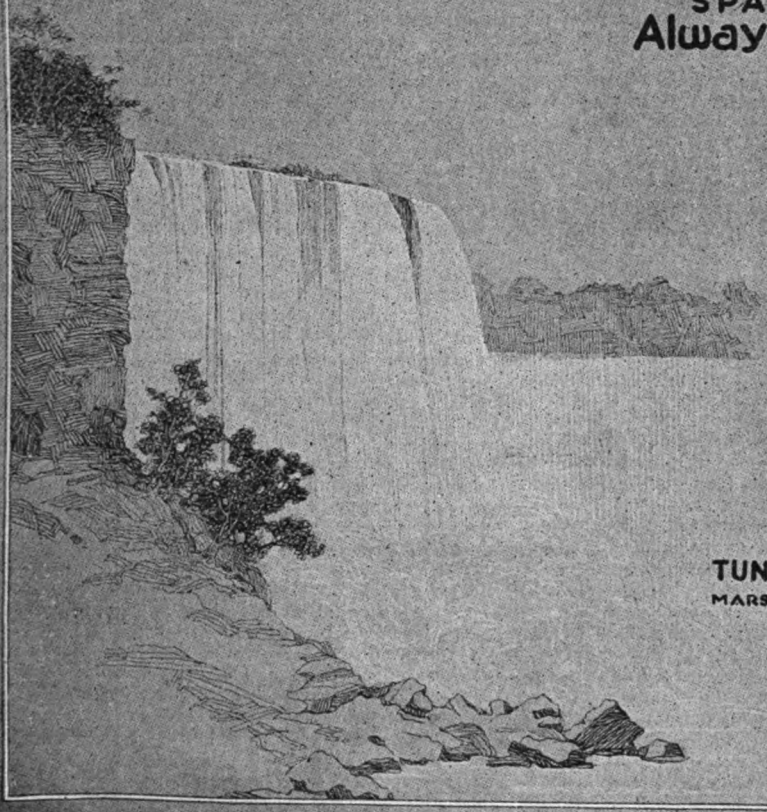
WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.


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Power



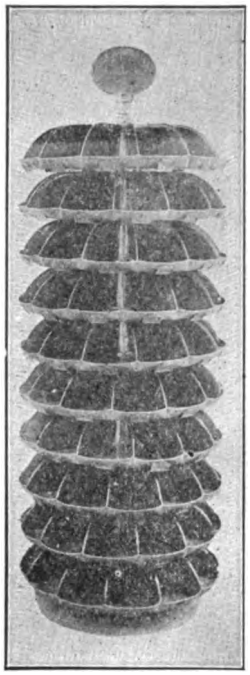

TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job



TUNGSTEN MFG. CO.
MARSHALLTOWN · IOWA


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## ECONOMY IN TIME AND SERVICE



Regularity and orderliness are qualities in the hardware store which most customers appreciate. The hardware store which has more the appearance of a junk-shop will not secure recognition as an efficient distributor. Nails or bolts lying scattered all over the floor do not meet with the customer's favor. When the purchaser has bought some nails or bolts, which, upon examination, prove to be a mixture of different sizes, it is to be expected that his next need in hardware is not likely to be supplied by the hardware dealer from whom he purchased the assortment of nails or bolts. This is but one phase of haphazard arrangement of small articles in a hardware store. There is also to be considered the depreciation in the value of the stock if it is so placed that much of it is wasted or mixed. Bolts and nails should be kept in proper order.

The Wellston Manufacturing Company, 203 East Second street, Wellston, Ohio, offers hardware dealers devices by means of which they can do away with waste and disorderliness in the stocking and selling of bolts, nails and similar articles.

Illustrated herewith is the "Eclipse" All-Steel Bolt Case made by this company. These cases are made in eight sizes, and in from three to ten sections. Each compartment revolves independently of the others on ball bearings. These cases are solidly built and will last a long time. The Wellston Manufacturing Company, Drawer AA, Wellston, Ohio, will furnish detailed information concerning its products to retailers who write for it.

## A QUICK SELLING GARDEN TOOL

The Alexander Mfg. Co., Ames, Iowa, make one of the best and most popular selling garden tools on the market. It is known as their No. 3X Garden Raiser.

It is made of the best material, all the latest improvements, is so constructed that no wrench or tool of any kind is needed to change the equipment. They give an extraordinary finish in grinding and polishing the tillage tools. Without doubt it is one of the best values in a garden tool that is on the market.

They will be glad to give full information to any of our readers upon request, and are looking for desirable representatives where they are not already represented.

One of the most progressive of the Intermountain institutions is the Biggs-Kurtz Hardware & Implement Company at Montrose, Colorado. They are alive to their opportunities both in hardware and implement lines, and Manager G. H. Brosh is looked upon as one of the leaders of the trade in the Colorado territory. They report that business has been excellent and the prospects are far better.

President Branson of the Branson-Griswold Hardware Company at Trinidad, Colorado, was among the western merchants who attended the recent convention of Winchester dealers at New Haven, Connecticut.




## A DRIVE ON BABY SCALES

A new arrival has just been announced in the home of scales. It represents a new idea—that of utility blended with appealing grace. The scale on which this idea is being materialized is the new baby scale illustrated above.

It is a unique production. Its body is most attractively white and decorated with gilt bands. A white enamelled wicker basket tops the scale. The most distinctive feature, however, lies in the face of the scale. It is the face that raises this scale above all others of its type; that will fascinate the mother or father buyer and will impell them to choose this scale from the widest selection possible. No one, who sees it can resist the dimpled, smiling cherubs that are represented on the scale dial romping about its baby blue ground in realistic, mischevious positions.

Supplementing the scale every purchaser is presented with an artistically produced booklet entitled "After My Arrival," with provisions made in its pages for the daily recording of baby's advance in weight, as well as for other entries—of baby's earliest adventures and experiences, giving it a permanent record of development. The booklet is attractively illustrated, bound in covers of quaint originality of design carried out in soft shades of blue, buff, green and black. The inside pages are generously adorned with characteristic poses of baby and its companions in its first days.

Dealers will be supplied by the manufacturers, John Chatillon & Sons, with liberal quantities of these baby booklets, which may be effectively used for counter and window display. The attractiveness cannot fail to draw admiring attention from customers and visitors in their stores. Needless to say, this notice invariably turns unto a purchase, wherever a baby makes its entry into the household of one who has seen this display material. Thus this "thing of beauty is a joy forever" not only for the pleased mother, but for the dealer.

These scales are manufactured in such large quantities that the makers are able to offer them attractively finished as described and accompanied with the booklet at a price which is practically the same as other plain baby scales. This is unique in that it affords the dealer the opportunity to display unusually attractive merchandise and increase his sales without undue effort in arranging displays.

The quality of these scales and the resale profit need scarcely be mentioned, as the established reputation of this manufacturer is the best assurance to the retailer that this scale is no temporary novelty, but one of value and guaranteed quality.

The Bledsoe Tire & Auto Company are among the principal dealers in automobile assessories at Ellensburg, Washington. The company has just moved into a new two-story building with an elegant display room, as well as a large storage space.

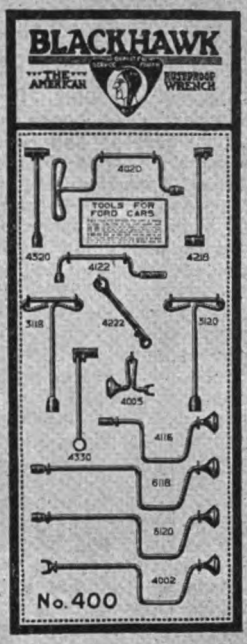
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# BLACKHAWK

QUALITY SERVICE FINISH

A-1

# RUST-PROOF WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Every wrench is finished by the famous Parker rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

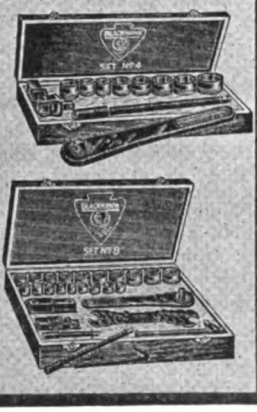
**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

Represented by
C. N. & F. W. JONAS

OFFICES AT
Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle













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## WINCHESTER DEALERS IN CONVENTION

Thousands of Winchester dealers from all over the United States gathered at New Haven, Connecticut last month and received first hand knowledge of the Winchester factory as well as a liberal infusion of the Winchester spirit.

The National Association of Winchester Clubs was organized and among the officers elected the West was honored by the selection of J. M. Campbell, Bowling Green, Mo., as vice-president, and W. R. Slogan of Logan, Utah, as secretary. The first president is C. T. Woodward of Carlinville, Illinois. In the past Mr. Woodward has served the National Association of Retail Hardware Dealers in various official capacities and he is widely known and respected by the trade. J. M. Campbell, retiring president of the National Retail Hardware Association, was made vice-president of the National Winchester Clubs.

Other features of the convention were a complete inspection of the Winchester factories, addresses by experts along the lines of salesmanship, store arrangement, display of goods, sales promotion and general hardware problems. The visiting dealers had the opportunity of becoming acquainted with the history of the Winchester Company, its prospects, its extent, and its various products in detail.

During the convention the entertainment of the visiting dealers was never for a moment forgotten. There were musical programs, evening and afternoon outings on Long Island Sound and special entertainment of the wives of the merchants attending. The sessions closed with a banquet at the Yale University dining hall.

Record breakers for distance among the merchants attending the recent Winchester convention at New Haven, Connecticut, were three far western hardware men. Daniel Kelty of Glendale, California, traveled 3191 miles to attend. Nearly equaling this record were J. E. Serring of Redlands, California, who covered 3133 miles, and W. N. Luby of Wapato, Washington, who came 3108 miles.

## TOWNLEY METAL & HARDWARE CO. DOUBLES PROPERTY

When any institution finds it necessary to double its real estate holdings in a single transaction, the trade will certainly understand something of the progress and condition of such a company. Such a record has recently been set by the Townley Metal & Hardware Co. of Kansas City.

Although the company already had property 142x180 feet in the center of the city, their growing business and the demands of a constantly increasing stock made it plain to the far sighted management that provision would have to be made for a far larger building in the future.

Thus, within the last month four separate pieces of property adjacent to the present building have been bought by the company. The new property measures 142x202 feet, and thus provides the company with practically a square block of real estate, aggregating 60,000 square feet.

It is the plan of the company to erect immediately a two-story building 80x142 feet on the new property. This will give additional space in the present emergency. Next year more stories will be added and the building extended to cover the entire new lot. A six-story building is planned eventually.

## HOW A LAWSON HINGE IS BUILT

Of particular interest to building hardware salesmen and buyers is the announcement of the Lawson Mfg. Company, printed elsewhere in this issue of the HARDWARE WORLD. In this announcement is illustrated in detail the construction of the new spring hinge.

The body of the hinge is a single strip of solid metal. When punched and cut to the proper shape, the strip is bent to form the spring barrels and center web. The two ends fold over, forming the double reinforced center web construction. The ends of the bent strip meet on a diagonal line across the center web. Now, in addition to the two layers of heavy metal, a reinforcing metal plate is also riveted on, making a solid three-ply reinforcement.

The manufacturers point with pride to the fact that the strength of the center web of the Lawson Nu Jamb Spring Hinge is one of the main reasons why it has met with such favor.

## J. H. WILLIAMS AND WHITMAN & BARNES COMBINE ON WRENCHES AND DROP-FORGINGS

J. H. Williams & Co., at Brooklyn and Buffalo, New York, and the Whitman & Barnes Manufacturing Co., at Akron, Chicago and St. Catharines, Ontario, have consolidated their wrench and drop-forging plants and business. Whitman & Barnes retain their twist drill and reamer business and will continue, as an entirely separate organization and on an extended scale, the manufacture of these tools at Akron, Ohio.

J. H. Williams & Co. have long been known as large manufacturers of drop-forged tools and drop-forgings, one of the first to enter this field commercially. The Brooklyn works employ about 750 persons. In 1914 the Buffalo works, an entirely new plant, began operation; they now employ over 1000 persons and comprise 47 acres with about 233,000 square feet of floor space.

The Whitman & Barnes Manufacturing Company was founded as a partnership in 1846 by Augustus Whitman and Alfred G. Page under the title, Page, Whitman & Co. The Chicago works now consist of 45 acres of land with 320,000 square feet floor space and are connected by private trackage with four railroads. They employ about 800 people. The St. Catharines works are located on the Welland Canal and obtain power therefrom. This business has the distinction of having every jobbing house in the Dominion on its books. About 200 persons are now employed.

Through this consolidation of the four wrench and drop-forging plants—Brooklyn, Buffalo, Chicago and St. Catharines—the geographical ideal for the service of customers has been attained. The merger also strengthens the leading position of the company in the manufacture of drop-forgings and drop-forged tools.

**All W. & B. Energy on Drills and Reamers**

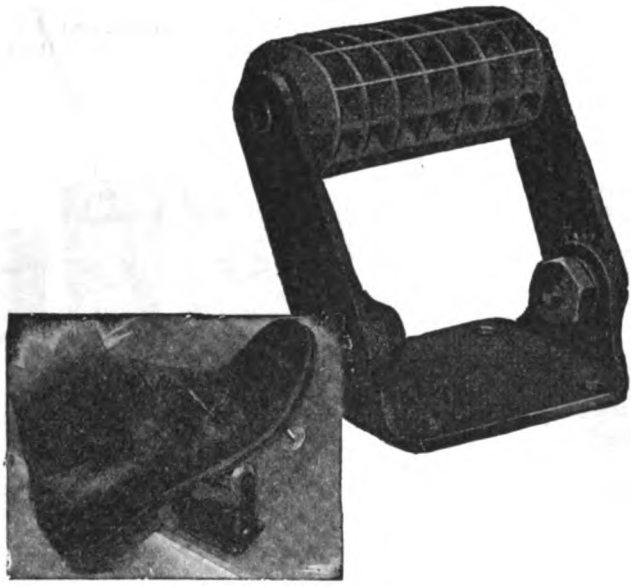
Whitman & Barnes will continue in the twist drill and reamer business, retaining for this purpose its Akron, Ohio, factory, where twist drills and reamers have been made in the past. The entire time and energies of its organization in the future will be directed exclusively to the manufacture and sale of twist drills and reamers.

A new and enlarged plant will be constructed, the plans for which are rapidly developing. When completed, the new factory will be the last word in equipment and facilities for producing twist drills and reamers and will rank among the largest of its class in the country. The present plant facilities are unable to supply the demand for W. & B. twist drills and reamers, and the company reports constantly increasing sales over production.

**Officers from Both Companies**

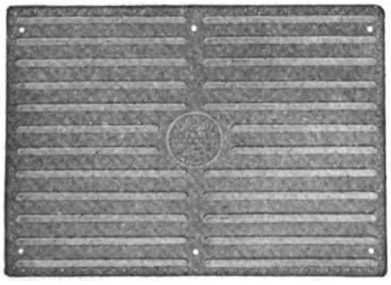
The business will continue to be operated by those who have been continuously identified heretofore with the business of J. H. Williams & Company and with the Chicago and St. Catharines plants of the Whitman & Barnes Manufacturing Company, the organization being as follows: President and Managing Director, J. Harvey Williams; Vice President, A. D. Armitage (President, Whitman & Barnes Mfg. Co.); Secretary and Treasurer, W. A. Watson; Controller, R. S. Baldwin; General Sales Manager, F. W. Trabold; Publicity Manager, Hugh Aikman.

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# Stanwood Products



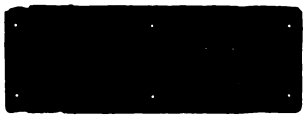
Here are several little accessories that add greatly to the comfort, convenience and satisfaction of the driver whose car is equipped with them.

STANWOOD ADJUSTABLE ACCELERATOR FOOT REST sells at sight. The user receives lots of comfort from this device—relieves leg muscle tension, acting as a foot support. It can be adjusted to the position of any driver. It is a reliable safety device, preventing unintentional acceleration over rough roads, crossings. Price, each, $1.60, List.

STANWOOD SAFETY STEP PLATES are indispensable as safety devices—prevent slipping when entering and leaving the car. They also protect the covering on the running board.

Step Plates are subjected to rough treatment and should be built to stand it. Stanwood Plates consist of rubber covered sheet steel bases, from which solid rubber longitudinal ribs project. They always look well and do not discolor and mat down. They outlast any other step plate on the market.

Stanwood Safety Step Plates are manufactured in a variety of styles, and are priced to meet the requirements of any car owner. Type A, $3.70; B, $2.65; C, $1.60; Ford Type, $1.60, List.



STANWOOD ACCELERATOR HEEL PLATE furnishes a stable position for the heel when operating the clutch and brake. It prevents wearing hole in floor covering of car. It is built like Stanwood Safety Step Plates. Price, each $.85, List.

STANWOOD CONFORMABLE HAND PADS add a pleasing appearance to a car. They prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, $.90 to $1.80, List.

**COMPLETE CATALOG WILL BE MAILED UPON REQUEST**

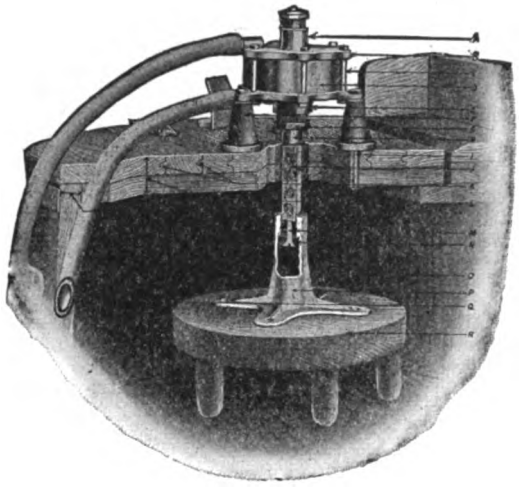
**STANWOOD EQUIPMENT COMPANY**
308 North Michigan Blvd., Chicago, Ill.

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## A BIT OF WASHING MACHINE HISTORY

Some 15 years ago an effort was made by a well known manufacturer to relieve the drudgery of wash-day by harnessing the city water power system to a washing machine. This was done by the water motor designed especially for that purpose. A number of improvements have been incorporated from time to time that have contributed to the increased efficiency of this labor saving device for the home.

Like nearly every new article put on the market, there was to be found complications and sources of complaint that have been overcome by careful study and continuous experiments. There has been one producer of this type of washing machine that has given their entire time and energy to water motor washing machines. Nothing else has ever been built in their plant and by this concerted effort and close application



Yost Gearless

they have been able to satisfactorily serve many of the largest hardware and house furnishing stores throughout the country.

The name of this manufacturer really needs no introduction to the trade. An illustration of the interior construction of their machine is shown herewith. With this machine, especially built for family use and with all of the old criticisms eliminated by improved features, the product is one which you can safely recommend to your most skeptical buyers. They can be sold to the user at a price that is within the reach of every one and still show the dealer an attractive margin of profit.

Attractive advertising matter has always been furnished the dealer and newspaper service in the way of copy and matrixes will be extended to all dealers. Picture show slides have also been furnished where dealers are using this medium, and the results have been very satisfactory.

During all of the abnormal price period, the most careful attention has been given to the kind of service that dealers appreciate. Through increased production it has been possible to serve our dealers at a comparatively slight advance over the prevailing prices of three or four years ago. It has never been the policy of the producer of this machine to see how cheap the machine can be built, but there has always been an earnest endeavor to use quality in materials throughout, and in every instance only the highest grades of material available have been used in the construction of this machine.

As evidence of the satisfaction dealers and customers are enjoying where this machine has been used, you will be interested to know that many of our largest and best accounts have been selling Yost Washers since the first years of our existence. By close application and a constant endeavor, the Yost Washer has become a synonomous term with Quality and Service.

These machines are manufactured by The Yost Gearless Motor Company at Springfield, Ohio.

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## SPECIAL GALVANIZED FLOWER VASES

The alert merchant will realize the possibilities in pushing such a line as the galvanized flower vases of the Rochester Can Company of Rochester, New York. They can be sold individually to householders and in larger lots to florists, interior decorators, cemeteries, and in fact to any buyer who desires to preserve flowers in hardy permanent receptacles.



Iron Horse Galvanized Flower Vases are made of heavy gauge metal with extra heavy, water-tight seams. They are hand soldered and the sides are tapered and the top reinforced with a heavy wire. A stripe of red around the top and bottom adds to the finish. At an additional cost of 10 per cent net, the entire outer surface will be painted either red or green. These flower vases come in heights from eight inches to 18 inches and hold from eight to 16 quarts.

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## ENGLISH CUTLERY MANUFACTURERS LOOKING FOR U. S. CONNECTIONS

One of the leading manufacturers of cutlery and razors in England is looking for wholesale distributors or sales representatives to handle their product in the United States.

The manufacturer will back up the efforts of whoever they secure with proper amount of advertising.

Further information can be obtained by addressing J. Roland Kay Co., 111 West Washington street, Chicago, Illinois.

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Vim Hardware & Tool Company, 103 Chambers street, New York City, manufacturers of pliers, pincers, chisels, hacksaw frames and blades, wrenches, screw drivers, auger bits, etc., have just published a new, illustrated booklet of interest to hardware and tool exporters. A copy of this booklet will be sent to anyone on request.

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## TAMMS' RELIABLE FOUR PRODUCTS

The Tamms Silica Company, with their mines and mills at Tamms, Illinois, and their main offices in the Stock Exchange Building at Chicago, Illinois, believe in confining themselves to a limited number of products and maintaining quality and production efficiency, gaining by specialization. The paint trade and the thousands of hardware dealers whose stock includes paint products have come to know the Tamms Silica Company in connection with their big four: Silver Bond Silica, Danish Gilders Whiting, Golden Yellow Ochre and Natural Gray Ochre.

The merchant and dealer who handles Tamms Silica products is said to deal not only in barrels of dry paint, but also in barrels of quality, satisfaction and profit.

Silver Bond Silica, in particular, is the pride of paint men everywhere. When 25 per cent is added to pure white lead and pure linseed oil, it increases the life of the paint and prevents chalking, peeling and blistering, adding a soft tone and a sanitary finish.

The prices on all Tamms products are f. o. b. Tamms, Illinois, and the company urges the trade to send orders direct. As announced elsewhere in this issue, the Silica as well as the Gray Ochre and Danish Gilders Whiting are shipped 350 pounds to the barrel. Golden Yellow Ochre is shipped 300 pounds to the barrel. Stocks of Silver Bond Silica are carried in New York, Cleveland, Kansas City, Los Angeles, Chicago, and Tamms, Illinois.

## DISTRIBUTING PERFECTION HEATERS

The Cleveland Metal Products Company of Cleveland, Ohio, now has in the far western field a complete sales organization to distribute its Perfection Heater. Included in the Perfection line are heaters, cook stoves, ovens and warming cabinets, and these are, of course, appropriately sold by the hardware merchant, the house furnishing merchant, the department store, as well as progressive plumbing houses.

Branch offices of the Cleveland Metal Products Company are maintained at Oakland and Los Angeles, California; Seattle, Washington, and Denver, Colorado. From these offices salesmen call on the entire trade. R. S. Milligan is regional director with headquarters at Oakland, California. In charge of the Oakland district is H. M. Shiry. Eight men cooperate with him in reaching the trade in Northern California. The Oakland organization is only typical of the extent and nature of the Cleveland Products Company's sales plan.

In charge of the San Francisco territory is one of the strongest boosters and ablest representatives of the Perfection line. He is N. P. White and, although he has quite recently joined the Cleveland ranks, his experience along the lines of salesmanship in building materials and other lines ably fits him for the work that he is now so ably doing for the Cleveland Metal Products Company on the Perfection heaters.

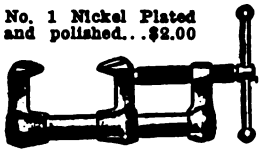

**Sterling Tires**

**ARE DEPENDABLE**

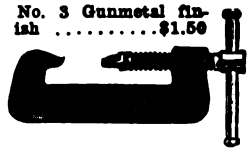
*Sterling Tire Corporation Rutherford, New Jersey*

**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

**$1.00 An Unbreakable Oil Gauge for your Ford**




ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

Apco Mfg. Co. - Providence




**CHILD'S MODEL B**

CARBON TETRA CHLORIDE

**Fire Extinguisher**

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

**A LINE WORTH HANDLING**

For Particulars Write to

**O. J. CHILDS CO.**

FIRE APPARATUS UTICA, N. Y.



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

**Mr. Dealer:**

**Here Is a Big Money Maker!!**

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

Order through your Jobber or Direct

Write for Proposition

**ALERT TOOL CO.** 237-241 North 6th Street Philadelphia, Pa.


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## SIMPLEX SUNBOWL RADIATOR



If you, as a merchant of electrical goods, want an item that will move all winter, that will give satisfaction to the buyer and happiness to the community, just think twice about the Simplex Sunbowl Radiator, manufactured by the Simplex Electric Heating Company, Cambridge, Massachusetts, and illustrated herewith.

The Sunbowl can be attached to any lamp socket and as its name implies it is designed to bring the warmth of summer-time into the house in the cold winter months. The inverted cone-shaped electric heating element and its generous sized reflector make this radiator not only the hottest and most cheerful but also the most economical of them all. It takes no more current to operate than an electric iron or toaster. Children can use the Simplex Sunbowl Radiator with absolute safety in the absence of "grown-ups." Nothing to smoke, smell, explode or catch fire. If tipped over it will always turn face upwards and throw its heat in the air, thereby avoiding danger of scorching anything.

By corresponding with the Simplex Electric Heating Company direct you can find out where the nearest stock of Sunbowls is carried and who the distributor is in your territory. The particular radiator illustrated herewith is Type No. 99, 600 watts.

The dealer's proposition on these radiators is most interesting and the company is anxious to enroll progressive dealers whose stock includes electrical supplies and whose interest is in increasing their trade and their profits on this department of their business.

## ACME FRY PANS TWENTY-FIVE YEARS OLD

The fact that the New York Stamping Company of Brooklyn, New York, has been manufacturing Acme frying pans exclusively for 25 years is guarantee enough of the quality of the product and the stability of the manufacturer.

In fact the Acme steel frying pans have been so popular with the trade and so thoroughly satisfactory that competitors have paid them the tribute of imitation almost from the start. It is for this reason that every Acme frying pan is now stamped with the company's trade mark, "Acme, N. Y. S. Co." This guarantee, equivalent to the word "Sterling" on silver, is stamped on the handle of the pan.

The pans are made in eight sizes and can be secured in two finishes, either polished or unpolished. The smallest pans are only six inches in diameter at the top, whereas the Number 6 or largest size is 12 inches in diameter. One barrel of the No. 00 or smallest size pan contains four gross and weighs approximately 225 pounds. A barrel of the Number 6, largest pans, contains only eight dozen and weighs approximately the same.

A feature of the new Acme pan is the one-piece cold handle.

The New York Stamping Company is represented in the West by the Wm. P. Horn Co., with offices in San Francisco, Portland, Los Angeles and Seattle.

Probably the only hardware merchants in the United States to do business on an island is the Catalina Hardware Company at Avalon, California. One of the main features of their business is dealing in sporting goods, particularly fishing tackle. In addition to their regular line, they are authorized to sell fishing licenses.

## REMINGTON REORGANIZATION INCLUDES CUTLERY LINE

Under the name of Remington Arms Company, Inc., application for charter has been made by the Remington U. M. C. interests in reorganization. The new company will succeed the old in every respect taking over the business of the present company, including the U. M. C. cartridge works at Bridgeport, Conn., and the Ilion Arms Works at Ilion, N. Y., retaining its general offices in the Woolworth Building, New York City. The authorized capital stock of the new company will consist of $10,000,000 seven per cent preferred stock and 1,000,000 shares of common stock of no par value.

In this change there will be no interruption in the company's business and no change will be made in its management or its well known policies. It will continue the manufacture of Remington arms which have been continuously on the market for 104 years and are in use in every country on the globe and Remington U. M. C. ammunition of all types including metallic cartridges, shotgun shells, etc., which have been manufactured at Bridgeport for over half a century and likewise enjoy a world-wide market. In addition, the new company will continue the development and manufacture, begun about a year and a half ago, of Remington cutlery. These products will be marketed exclusively through jobbing channels in accordance with the company's well known policy of distribution.

The cutlery line was in contemplation and preparations for its development were actually in progress in 1918 and immediately after the close of hostilities active steps were taken for the establishment of a completely new and modern cutlery manufacturing plant to be located in the new buildings at the U. M. C. plant in Bridgeport erected for war purposes. It is not contemplated that Remington Arms Company, Inc., will take over any other companies as it is believed much better progress and a higher grade of product can be made by the use of entirely new and up-to-date equipment much of which has been and is still being built in the company's machine shops and tool rooms in Bridgeport. As a matter of fact, active manufacture of pocket cutlery has been under way for several months and the quality, design and finish now actually being produced convinced the company of the wisdom of its manufacturing policy on this new product.

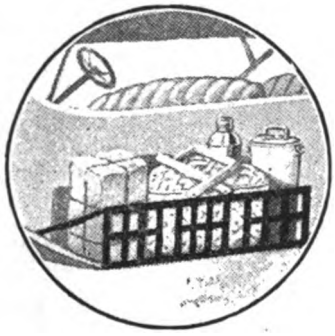
From time to time the company may engage in the manufacture of other products and as far as may be consistent will confine its activities to lines of product suitable for distribution through the hardware and sporting goods jobbers.

The company's wartime activities made necessary very large expansions of both the U. M. C. Bridgeport and the Remington Ilion Works and these two plants have therefore approximately 200 per cent more manufacturing floor space than was the case previous to the war and the buildings are most modern and substantial and thoroughly up-to-date. There is available at both plants immensely increased manufacturing facilities such as machines, machine tools, power, power transmission and other necessary equipment which will in future be devoted to the manufacture of the company's commercial product and with these additions to its former capacity the company is in a position to supply infinitely greater volume of production of sporting arms and ammunition than ever before.

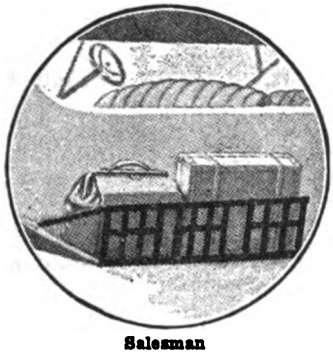
The official report of Assistant Secretary of War Crowell, director of munitions, gives this company credit for producing at its Ilion arms plant more military rifles than any competitor now in existence and in addition likewise officially credits the company with a production of military rifle cartridges and military pistol cartridges approximately equal in volume to the combined total production of all other ammunition manufacturers in the country, thus apparently justifying the claim made by the company in its advertisements to be the "largest manufacturers of firearms and ammunition in the world."

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# MORE LEG ROOM



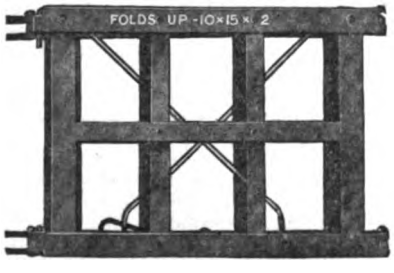
Picnic Party

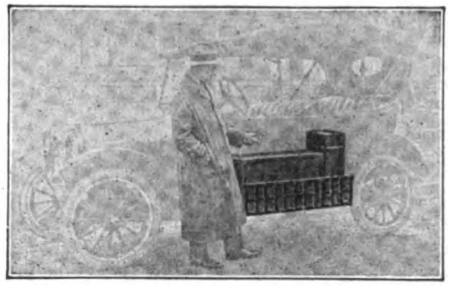


Salesman



Farmer Coming to Town



For Tourists

RIDE in comfort. Don't be cramped in the car. Have plenty of "leg room." Get a

## Rust Standard Detachable Folding Parcel Carrier

Strongest, most rigid carrier made. Ford touring car doors open above it. Does NOT clamp on with a small bite, at the edge of the running board, it's ALL ABOVE the board. Lasts a lifetime, fine for farmers, tourists, city delivery cars, traveling salesmen, campers, picnickers, ANYBODY. Put up in separate lock-end cartons. Folds up 10x15x2 inches, opens out 10x44; high grade of steel, baked japan to match fenders. Designed especially for the consumer who actually has use for a carrier.

**RETAIL PRICE $6.00**

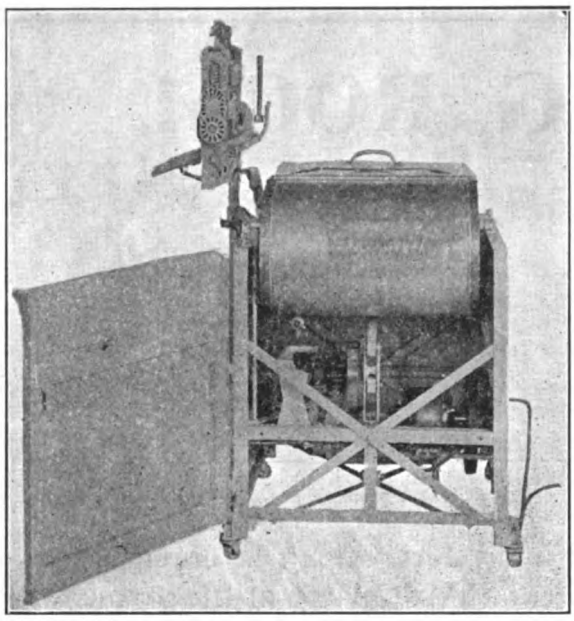
**Dealers and Jobbers:** The big sales season is on. Are you well stocked? We guarantee delivery. Write us direct.

## Rust Manufacturing Company

Offices:
MARSHALLTOWN, IA.
3rd Ave. South

Factory:
MINNEAPOLIS, MINN.
1201 4th St. South

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Side view of the new Voss Sea Wave Washer, cabinet door open. The complete accessibility and sturdy construction of the machine is well illustrated. This machine is painted a light blue green with dark green trimming in tune with its name and the field of its operation.

## NEW VOSS SEA WAVE WASHER

The Voss Sea Wave Washer, an all-metal oscillating machine, which has been in the process of construction for the past two years, is now ready for the market and promises to open the eyes of the washer trade.

Three years ago Voss Bros. spent some $15,000.00 developing a cylinder machine. After making a complete survey of the washing machine field, it was found that the trend of public opinion was not in favor of the cylinder as the ideal machine. Favor was gradually turning towards the oscillating machine as a machine that would produce the best results with the least wear and tear on the clothing, and the most practical machine. The company immediately discarded all the patterns and jigs that had been made for the cylinder machine, and commenced working on the present oscillating machine.

This new machine has been thoroughly tested in different homes throughout the country. These have been out in some homes as long as six months, washing every week, and they are all giving splendid satisfaction. It has always been Voss Bros.' method to be absolutely sure what they have before placing it upon the market.

Voss Bros. are calling this machine the Voss Sea Wave Washer, as the action of the water in the tub makes an actual figure eight when in operation.

The tub on this machine is perfectly smooth on the inside. Instead of raised portions or pieces of metal in the bottom of the tub to produce the action, it has a curve at the top of the tub which produces the action desired. Thus the tub has nothing in it to wear or rub the clothing.

In material and construction the tub is novel. A copper, tin-lined tub on the inside is the basis. Then there is an insulating jacket around this copper tub of two layers of fiber material. On top of this fiber material is another piece of heavy tin metal. This is said to be an absolutely new feature on any washing machine.

### Principle of Thermos Bottle

Like a thermos bottle it keeps the water hot for at least five hours, sufficiently hot so that anyone can wash in the water at the end of five hours. Thus is overcome the common objection against the ordinary metal tub, in that it cools the water too fast. This is a feature which dealers who have seen the machine state is an excellent one, one which is bound to result in many sales for this machine.

Another prominent feature on this machine is the absolute safety throughout. The door of the cabinet is hinged half-way down with a spring hinge. In case anyone gets their hands between the tub and the door the door will automatically open without damage to the operator.

The open door in the illustration shows easy accessibility to every part of the machine. The mechanism is very simple, and the strong two-inch angle iron frame and the supports throughout are typical of its solid, sturdy construction.

The manufacturers claim for the new Voss Sea Wave Washer that it will wash clothes better than any other machine, that it is absolutely safe for anyone to operate —that it is convenient and easy to operate, and that it is a good-looking machine, but at the same time practical, and not of the "Victrola type."

This machine will be built in the new Voss factory which will be completed this Fall. Thus the company is sure of full production on this machine not later than November 1st, of this year. Voss Bros. are also erecting a new foundry. All of the material is on the ground, the cupola, etc., have all been set, ready for work.

## HOCHHEIMER & CO. SUFFER FIRE

In a fire which destroyed two square blocks of the main business section of Willows, California, the hardware and implement business of Hochheimer & Company was among those lost. Hochheimer & Company are among the largest and most influential merchants in Northern California and Manager G. A. Gutman of the hardware department is at the present time president of the northern division of the California Retail Hardware and Implement Association.

## HOWARD FURNACE CHIEF ON TOUR

Donald B. Howard, president of the Donald B. Howard Heater Company of Des Moines, Iowa, is one of the manufacturing chiefs who took advantage of the early summer weather to visit his far western connections. During his visit in San Francisco he spent several days with his Pacific Coast representatives, The Joe Hays Company, making plans for more operations for the coming year.

The Donald B. Howard Heater Company is known to the trade as among the largest manufacturers of wrought iron furnaces in America. Mr. Howard's keen personality, his insight and knowledge of the furnace business and his organizing ability have built up a plant in six years which represents a half million dollar investment. Howard furnaces are now sold in twenty-six states and exported to foreign countries. Among the wrought iron furnaces manufactured by the company are the Life-Saver Pipeless Heater, their type "C" Ideal Wrot Iron Heater with a ten year guarantee, the Power-Plus furnace for churches and large installations and other heating devices of all sorts. In a word, the Donald B. Howard Heater Company have a deserved reputation as live, wide-awake manufacturers, hot on the trail of business and progress.

Arrangements have been made with the Joe Hays Company of San Francisco to carry a complete stock at all times to supply the growing demand.

The H. I. Company at LaCrosse, Washington, has found it necessary to add a new tile building 25x100 feet to its present plant to provide a new display room. John Neiertz, the proprietor, is in charge of the new construction and is looking forward to the time when he will have sufficient room to display the stock which the company now carries.

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## A HARDY CAMPING OUTFIT

John E. Hardy has made more than one contribution to the progress of the western hardware trade. He has been especially notable for his masterful window trimming for the Honeyman Hardware Company, at Portland, Oregon. Now, however, Mr. Hardy assumes a new role as the inventor of a combination running board box, and we take this opportunity of calling the attention of the western trade to a full announcement of the Hardy Combination Box elsewhere in this issue.

Not only are we interested in the item because it is a practical automobile necessity, because it is manufactured in the West and because we have a weakness for camping and particularly for automobile camping ourselves. More than through any of these causes, we are interested in the item because it is the invention and product of John E. Hardy. Mr. Hardy is one of the most loyal men we know in connection with the hardware trade and at the same time one of the keenest students of the selling of hardware.

Many merchants who handle automobile accessories will be glad to include in their line an honest, useful product, one that will appeal to the buyers and fill a genuine need and want. In doing business with Mr. Hardy, any member of the trade may be sure of the most honest, straightforward treatment and of personal interest and cooperation. Even though the camping season may be well along before this announcement appears before our readers, we cannot urge too strongly that they get in touch with Mr. Hardy regarding next year's orders.

When brains combine with hardware experience and when the combination is backed up by strength of character and the most upright business dealing, only satisfaction and progress can result. On these grounds we cannot recommend too strongly to the hardware and automobile accessory trade a further investigation of Hardy's Combination Running Board Box as a specialty for next season.

## REPRESENTS CLARK EXPANSIVE BIT

The Superior Mfg. Company of Gloucester, Massachusetts, announces to the trade that henceforth they will be represented in the western territory by A. C. Riddell, and we would venture it as our opinion that mutual congratulations are in order.

The genuine Wm. A. Clark Expansive Bit is well known to the trade. It is the claim of these manufacturers that all other expansive bits are patterned after the old original Clark. The bit comes in two sizes, the smaller one with two cutters boring from ½ to 1½-inch hole, while the larger one has two cutters boring from ⅞ to a 3-inch hole.

The Superior Mfg. Company also makes a line of cutters for expansive bits fitted for boring holes from ½ inch to 5 inches.

A. C. Riddell may be reached at his office, 866 Higgins Building, Los Angeles, the general headquarters for the western territory. In charge of sales in Northern California and the Northwest will be Earl Jones, who is at the present time calling on the trade.

The Gill Piston Ring Company of St. Louis has opened a direct factory branch at Helena, Montana, under the direction of D. F. Griff. From the Helena office will be handled the states of Montana, Wyoming and as far east in the Dakotas as Fargo. Helena, Montana, is becoming a great automobile accessory distributing point as well as a center for hardware distribution in the northern and intermountain sections. Mr. Griff was originallv a native of Portland, Oregon, and has spent four years traveling for the Gill Piston Ring Company. The initial stock consists of 2,000 rings.

The Lucas-Perley-Hanna Company at Tensed, Washington, has purchased the store of Geo. Merriman at Tekoa. The stock will be merged with that of the buyer.




## NEW COLUMBIAN CORDAGE CATALOGUE

A new catalogue which they believe to be better arranged and more convenient to use than any other cordage catalogue ever before published, is being sent out by the Columbian Rope Company of Auburn, N. Y.

The rope and twine products are grouped according to a new plan, which places, so far as possible, all the products of a certain type in a section alone, no matter what fibre they are made of. In this catalogue will be found the answer to almost any question a customer may ask concerning rope or twine, from the raw fibres to the finished product.

The Columbian Rope Company offers to send these instructive catalogues, free of charge, to all persons interested in cordage on receipt of request.

## LOWELL SPECIAL WRENCH LINE

For dealers who want particular wrenches for particular people and who supply machinists and technical artisans, an investigation of the wrench line of the Lowell Wrench Company will be well worth while. Located at Worcester, Massachusetts, this company is among manufacturers noted for their special line of wrenches. They largely sell special orders of specially designed wrenches to single customers. The company, however, does turn out a line of wrenches described in their catalog of reversible ratchet wrenches for bridge builders and for work with lag-screws, etc. Both the handle and adjustments in the head fit these wrenches for particularly difficult operation and special work. The company also manufactures ratchet drills, boiler ratchets, drilling posts and improved hand and jewelers' pin vises.

## $100,000 ARIZONA ACCESSORY FIRM

The Saufley Rubber and Accessory Company has been organized at Phoenix, Arizona, with a capital stock of $100,000. They do a state wide business in Arizona, particularly in the Salt River Valley. The company will handle the Mohawk Tire in particular but will also carry a full line of accessories including the Rirometer, Given beadless tire and a few other specialties. Service will also be made a feature of the business policy of the company. The officers are Henry J. Sullivan, president; A. John Frey, vice-president, and J. D. Sullivan, secretary and treasurer.

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## ELLIS PARKER BUTLER WRITES OF GARDEN HOSE

"Millingham's Cat-Fooler" is the title of a new little story by Ellis Parker Butler. His fame was made when he wrote that classic of humor, "Pigs Is Pigs." Mr. Butler's new classic treats largely of garden hose. Because of the humor of the story and because of the fact that garden hose is so important in the telling, the Boston Woven Hose and Rubber Company of Cambridge, Massachusetts, has secured permission from Mr. Butler to reprint the story, and it has been published in a most attractive booklet form by the company.

Some of the truths that can be derived from the comical story illustrate the wisdom of republishing it.

"Don't borrow garden hose of your neighbors; buy a hose for yourself." "Don't try to deceive your friends; you will always get found out." "Don't make the mistake of thinking all garden hose is alike."

Members of the trade will readily appreciate that these generalities, when applied particularly, may be made to refer to the various brands of hose, including "Bull Dog," "Milo" and "Good Luck," manufactured by the Boston Woven Hose and Rubber Company.

Supplementing "Millingham's Cat-Fooler," the company has also published a little booklet entitled "The Truth About Garden Hose," in characteristically clever, Boston Woven Hose style. Any dealer's library and home reading table will be enriched by either of these booklets and the company will be pleased to forward them on request.

## DEMAND CONSTANT FOR BASSICK CASTERS

Among the great eastern manufacturers who are working overtime to keep up with their orders and making every effort to put their production on such a basis that they will be able to take care of the demand is the Bassick Company, with general offices at Bridgeport, Connecticut.

In speaking of the demand for Universal Casters, Eugene C. Saul, western representative for the Bassick Company, points to the fact that although the Universal line had been reduced one-half as far as assortment goes, every other size having been eliminated during the war, still it is impossible to keep the production up to the demands of the trade.

Although some orders are handled promptly and deliveries made within 30 to 90 days, in some cases orders for certain items have been many months in coming, due to crippled production conditions and the delays in transportation which all manufacturers, distributors and merchants are subject to.

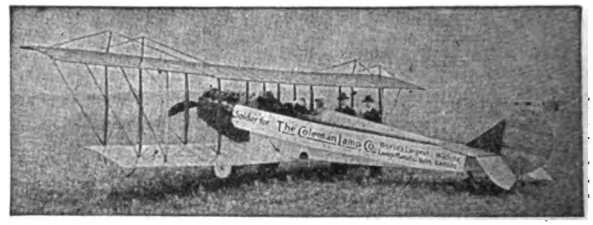
With these facts in view, merchants will do well to anticipate caster requirements early for the coming year, just as a like policy in all ordering will assure a complete stock.

## NEW HIGH GRADE NIPPER LINE

Those interested in a nipper line of the highest grade that modern inventive genius and manufacturing perfection can attain will be interested in the announcement of the new line of the United Die & Tool Company at Newark, New Jersey, for which W. H. Wilburn is western sales agent.

These new nippers are for the most exacting and technical users. While they have only been on the market during the last year, they were perfected after two years of experiment and so are thoroughly tested and tried. They are made of 60 point carbon steel, highly polished, and designed for the most exacting requirements. There are about a dozen patterns in the complete line.

Mr. Wilburn reports that it is possible to make delivery on these goods at the present time. Those interested in high grade nippers should communicate with W. H. Wilburn, Williams Building, San Francisco.



## COLEMAN LAMP COMPANY USES AIR EXPRESS

Neither highways nor railways are fast enough in transportation facilities to meet the needs of the Coleman Lamp Company of Wichita, Kansas. Science, of course, tells us that light is one of the fastest travelers known to the human mind, and we suppose that those in the light or lamp business are exposed to the contagion of speed and are dissatisfied with ordinary means of travel.

At any rate, recently the Coleman Lamp Company was threatened with a tie-up through a shortage of solder. A rush order was placed at Kansas City for 100 pounds of solder. In order that no delay should occur, arrangements were immediately made to make the shipment by airplane. The shipment was packed in the passenger cockpit of the airplane, on the fusilage and wherever a few inches of space could be secured. Altogether the trip took about four and one-half hours and attracted great attention both in Kansas City and Wichita, being the first commercial airplane shipment ever made into Wichita.

The incident is altogether typical of the enterprise and resourcefulness of the Coleman Lamp Company. Those merchants who handle Coleman lamps will be proud to know that perhaps the solder used in the very manufacture of the lamp on the shelf was part of the shipment rushed by airplane to keep the trade supplied.


**"Standard of the World"**

**NEEDLES**

of all kinds and sizes for all purposes and needs.

SACK SAIL
BAG BALING

Packing Mattress Upholstery
For
Grain, Flour, Sugar, Cereals,
Minerals, Cotton, Burlap, etc.

EVERY NEEDLE WARRANTED

**BARR BROS. COMPANY**
**Needles and Cutlery**
**Since 1873**

Sales Division
HUGHSON & MERTON, Inc.
No. 9 Main St., San Francisco
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## Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.




## Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.




## Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

**These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.**

## OTHER CAR ECONOMIES

**DULL-LAC TOP DRESSING**
Puts on a Rich, Egg-shell Finish.

**RE-KNU UPHOLSTERY DRESSING**
Makes Old Cushions Look and Wear like New. Dries in 15 minutes.

**RE-KNU BLACK LINING DYE**
Re-dyes, Covering all Stains and Discolorations. Concentrated.

**GLOSS BLACK ENAMEL**
An Elastic Enamel to re-finish the entire car.

**BURBANK O.D. TOP DRESSING**
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

**RE-KNU RUBBER TIRE PAINT**
Protects and gives the Tire that new appearance. Does not wash off.

**STAY-ON AUTO TOP PATCHES**
Mends all Holes and Cuts.

**BEATS ALL TUBE PATCHES**
Fixes that Puncture Quickly.

**BEATS-ALL RADIATOR CEMENT**
A Liquid Cement — Stops all Leaks.

**BEATS-ALL SPRING LUBRICANT**
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

**ENGINE ENAMEL**
Black and Grey. Stands a high Heat Test.

**FENDER ENAMEL**
For Retouching—Dries Quickly.

If your jobber cannot supply you, write direct to these representatives:

**CHARLES A. DOWD SALES CO.**
320 Market Street, San Francisco, Cal.
**THE RUBBER SALES CO.**
53 West Jackson Blvd., Chicago, Ill.
**CURRIE BROTHERS**
511 Grand Building, Atlanta, Ga.

For a Catalogue and Discounts



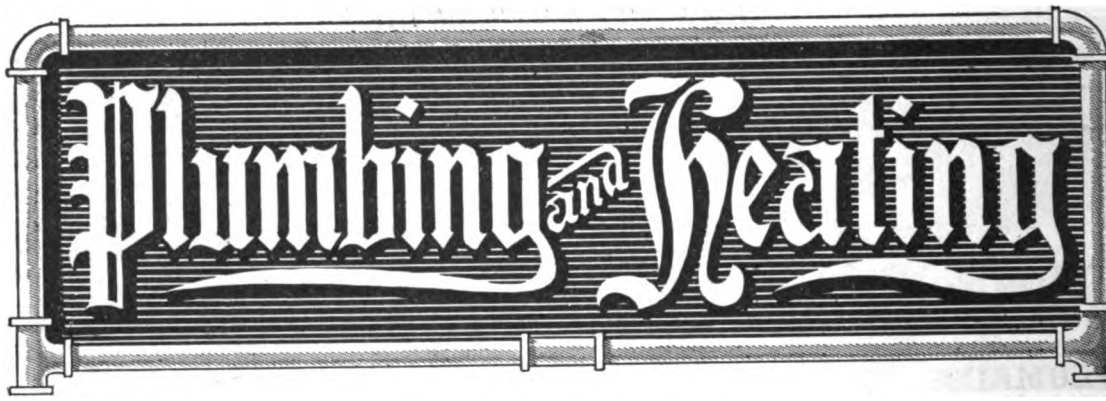
Manufactured only by the

**Auto Specialties Mfg. Co.**

40 Elm Street, Buffalo, N. Y.

Branch Factory, Fort Erie, Canada

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## A FAIR AND HONEST DAY'S WORK

Do you do a fair day's work for what you receive? Would you be willing to pay someone else the same amount that you are receiving for the work you do? If so, then you can honestly answer the question.

Your employer's ability to pay you well depends upon your cooperation and willingness to increase your production so he will be justified in doing that.

No matter how small your task, or how apparently insignificant it is, make the most of it, give it your best attention, bear in mind that it will not escape observation.

**Make a Pleasure of Your Work**

If you treat it as a game and try to excel previous records, you are in a fair way to make a success. Check up yourself and ask if you are worth more to yourself and your employer than you were six months ago.

If you are not you are cheating yourself and your family, even if you are not cheating the man you are working for.

If you are not as productive as you should be find out the reason why.

Do you admit that you have reached the limit of your productive capacity? Is there not some way that you can produce more, be worth more and earn more? Feel free to make suggestions, any employer is glad to have the benefit of your suggestions, as to ways in which business can be made more productive, economies effected, work made more satisfactory to everyone.

---

Many times the heaviest part of our daily load is the imaginary ills and hardships which we are carrying. It is astonishing with what tenacity many people cling to possessions which have a negative value.

---

Why is it that most people spend a good share of their lives getting together belongings which are only a burden after they have acquired them, and the initial cost of which would give them greater comfort and pleasure if it were invested at six per cent interest?

---

"A short temper and a long head rarely go together."

## FINANCIAL SUCCESS IS DANGEROUS

(Copyright by Napoleon Hill)

Financial success brings power, and power is a dangerous thing to those who have not learned how to use it justly and wisely!

Great financial power has a decided tendency to develop intolerance and disregard for the rights of others.

When you begin to succeed financially you will need to watch your step more closely than ever before.

Financial success too often smothers the finer impulses of the human heart, and leads a person to the worship of the god of Mammon!

It is the exception and not the rule when a man who accumulates great financial power without having tasted liberally of the dregs of poverty, uses that power wisely.

Real success cannot be measured in dollars! It is something which can be measured only by the quantity and the quality of service which one renders for the good of others.

If financial power takes away the desire to render useful service, then it may be properly interpreted as failure instead of success.

We do not know for sure, but we strongly suspect that the only real success is that which brings happiness to oneself and to others. We also suspect that the only sure means of attaining happiness is through some sort of useful service which helps others to find happiness. Financial power doesn't always do this.

Watch your step as you begin to accumulate more money than you need for your daily use. Take care that it does not blind your eyes to the one sure pathway to real success, which is the performance of useful service for the good of humanity.

---

If top-notch effort yields you no happiness, there's something wrong either with you or your efforts. Sit down and do some analyzing.

---

Don't worry about how much ability you have, just get busy with the little you have and use it right.

---

If the conduct of our neighbors or friends don't suit, just remember—it's none of our darned business anyhow.

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FAULTLESS QUALITY MLK PROMPT SERVICE

**The M. L. Kline Co.**

WHOLESALERS

**PLUMBING, HEATING. MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

**Would you appreciate a dependable, positive and long-lived Forcing Pump?**

COHO RED RUBBER




EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco



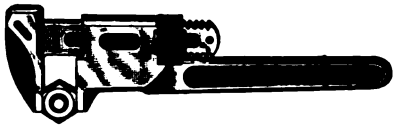
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel




Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

*The Word* **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

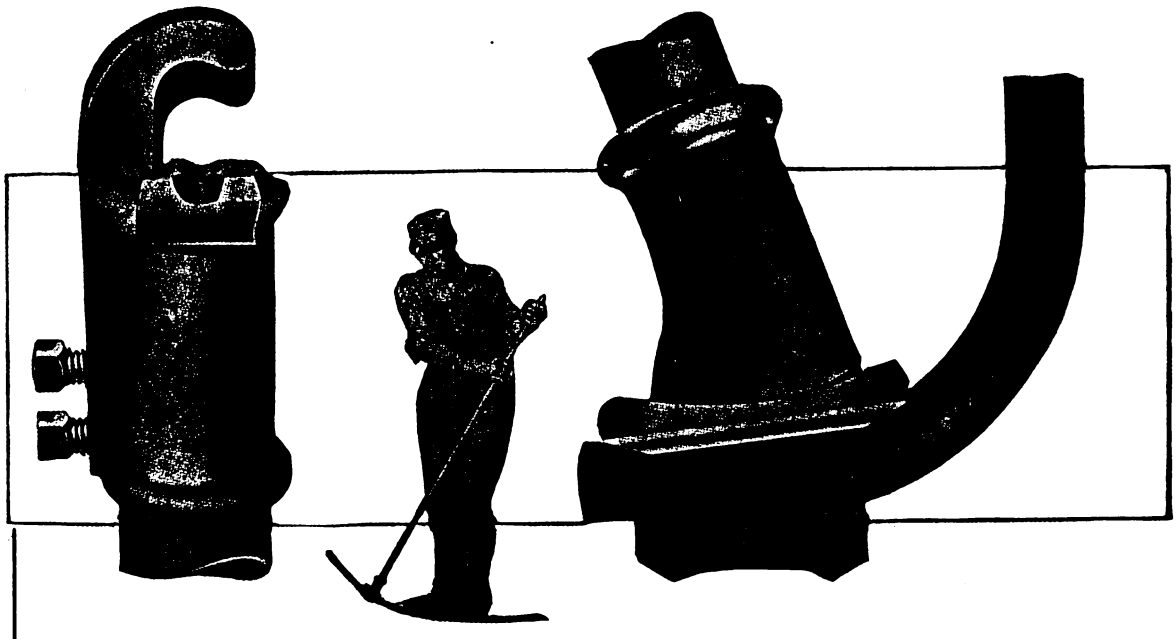
***The Trimo Pipe Wrench***
***The Trimo Chain Pipe Wrench***
***The Trimo Monkey Wrench***
***The Trimo Pipe Cutter (Hand)***

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

***TRIMONT MFG. COMPANY***
ROXBURY (BOSTON), MASS.


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# The FEY AUTOMATIC GRIP HICKEY



"STICKS WHERE IT GRIPS"

## Bends Pipe Quickly

No Kinking

No Breaking

No Flattening

## BULLEN & COMPANY

Western Distributors

1508 Claus Spreckels Bldg.

San Francisco, California

*Write for prices*


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# Babe Ruth and Pacific Plumbing Fixtures

The first home run that Babe Ruth made didn't cause a ripple in the athletic world. But when he got into the habit of pounding out a homer nearly every day it didn't take long for him to become the hero of every baseball fan.

The first advertisement of Pacific Plumbing Fixtures didn't ruffle the surface of the plumbing fixture field. Month after month and year after year of advertising, however, brought Pacific Plumbing Fixtures to first place in the minds of hundreds of thousands of people on the Pacific Coast.

**PACIFIC**
**PLUMBING FIXTURES**

FOR SALE BY ALL JOBBERS

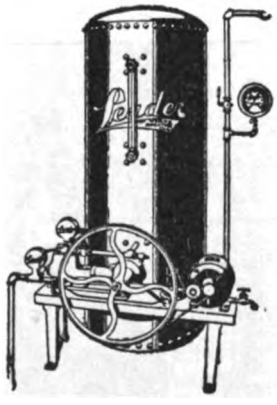
Main Offices: 67 New Montgomery St., San Francisco, Cal.
Branches: Portland, Los Angeles and Salt Lake City.
Factories: Richmond and San Pablo, Cal.

GENUINE
## ARMSTRONG STOCKS and DIES




PIPE CUTTERS
Malleable Iron Pipe Vises
MANUFACTURED BY
**THE ARMSTRONG MFG. CO.**
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

TRADE Leader MARK
## WATER SYSTEMS




FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

**PACIFIC PUMP & SUPPLY CO.**
853 Folsom Street
San Francisco, California
Sole Distributors


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## WOMEN DELEGATES FEATURE WASHINGTON PLUMBERS' CONVENTION

Perhaps the outstanding feature in connection with the recent convention of the Association of Master Plumbers of the State of Washington was the large attendance and active interest of the women. From this it might be inferred that women plumbers are becoming quite the rule in the State of Washington. Although their interest and their activity were manifest in every meeting of the convention, we believe we are safe in saying that their interest in plumbing affairs was for the sake of their husbands, brothers and sweethearts rather than as their own enterprise.

A goodly attendance of delegates from all over the state were present and they showed their interest by attending all of the sessions of the convention. A special feature of the convention was the presence of Wm. J. Woolley, representing the Trade Extension Bureau of the Plumbers' Association.

One of the most interesting features of the convention was a lantern slide exhibit in connection with an address by A. M. Goddard, the treasurer. Mr. Goddard was one of the founders of the association. His address covered the various conventions for the past twenty-five years and the pictures were collected by him during his faithful attendance. Of course, many of those who were present were pictured in the snapshots of former conventions.

The present officers were reelected for the ensuing term and are as follows: President, P. J. Lavan; vice-president, Geo. C. Clark; treasurer, A. M. Goddard; secretary, B. M. Richards. The executive committee consists of James Griggs, E. H. Norton, E. M. Mellen, G. H. Southerland, James Smyth, R. M. Westover and Jerry J. Ward.



A "close up" of the Bremerton delegation indicates that pleasure was liberally mixed with business in the convention and that there was a genuine joy in meeting the fellow plumbers and fellow plumbers' wives. In the center is a portrait of Mrs. A. B. Gehri, president of the Tacoma Ladies' Auxiliary, who was active at all sessions of the association and whose efforts and hard work greatly contributed to the success of the convention.



An indoor view showing the refined atmosphere that was typical of the convention of the Washington Association of Masters Plumbers. Of course, this is only a portion of the delegates who attended the twenty-fifth annual convention and shows the earnestness as well as the homelike surroundings of the convention.

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Favorite Oval Mirror


Cork Top Stool


Climax Medicine Cabinet

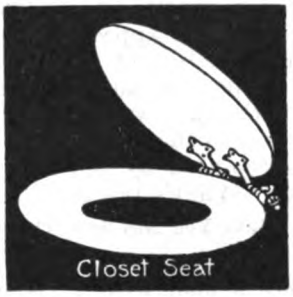
# MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

## Genuine Pyralin Snow White Bath Room Fixtures

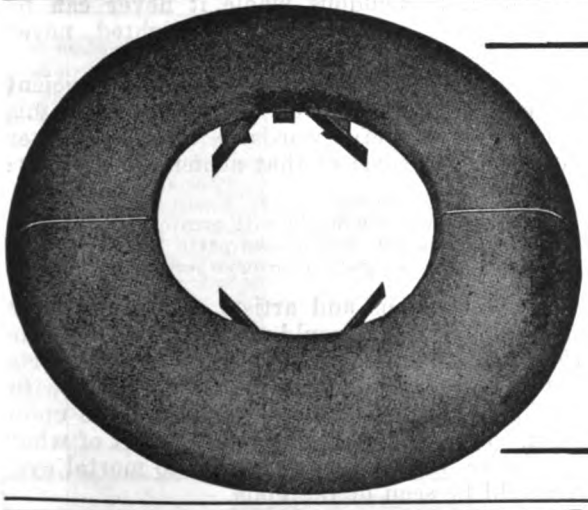
All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin.**


Closet Seat

**C. F. CHURCH MFG. CO.**
**HOLYOKE, MASS.**

These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



# THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

**The Beaton & Cadwell Mfg. Co.**
**NEW BRITAIN, CONN.**

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

TRY THE **TURNER** HOT BLAST (TRADE MARK)

## No. 36 Gasoline Furnace


No. 36. $24.80 list.

This is admitted by copper workers, plumbers, and electricians to be the best all-around furnace that can be obtained. It is well made of heavy gauge seamless drawn steel, copper plated inside and out and finished with blue enamel. A furnace which will withstand the acid used in connection with plumbing and electrical work. Our catalog is free.

**THE TURNER BRASS WORKS**
**SYCAMORE, ILLINOIS, U. S. A.**

## How Is Your Stock of C. & L. Fire Pots and Torches?



No. 32 Torch
List Price, Each, $16.00
Ask for Discount

It pays to be ready for every emergency and keep your stock well in hand. Better anticipate your wants now so that your orders may receive prompt and careful attention. It always pays to buy the best. The C. & L. line has stood the test of time and today is used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**

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## WHAT VISION MEANS TO THE WORKER AND TO THE WORK

The clearer and more direct we can make the connection between the energy expended by a worker and the results to be accomplished by his work the more interest will the worker take in what he is doing and the more satisfactory will be the quality and the quantity of his production, says a writer in Valve World.

In one of the technical schools—an institution of country-wide repute—we watched a lad of some eighteen years putting the finishing touches on a brass garden-hose nozzle. He had worked on it from the casting to the burnishing. We complimented him on his craftsmanship which was uncommonly good, and asked: "What is going to be done with that nozzle now that it is finished?" "Oh," he answered, "I suppose it will be looked over by an instructor, credited to me somewhere in a book, and then scrapped, melted over perhaps to make a casting of another nozzle."

All look of interest had gone from his eyes with the last word he spoke, and the pleased expression that followed our praise of his work was replaced by something that most plainly said: "What's the use?"

### Have You Not Seen This in Your Own Son?

Within a few days we were in a school where a man with a vision of what might be done with boys and girls at an early age outside of conventionally accepted lines of education, was making his vision apparent with a hundred odd subjects ranging from three to sixteen years of age. In the manual training room we watched a lad of about eight working most industriously on a little bench or stool.

He paid not the least attention to anything but his own somewhat crude efforts at carpentry, and we had to touch him on the shoulder to make him look up enough to answer our question. We said: "I suppose that when you get that nice little bench finished it will be all broken up so that the wood may be used to make something else?"

His answer was emphatic and illuminating: "Well, I guess not. That is for my little sister to sit on up in kindergarten." And he resumed his labors with new vim.

### Interest Lies in Imagination

Interest in one's work comes chiefly, in fact almost solely, through the imagination. In the first incident related there was no apparent connection between the amount of energy and skill devoted to the making of the nozzle and its ultimate purpose, or interest was wholly blocked by the reflection that the purpose was not at all adequate to the expenditure. If that youth had known that the nozzle was going to be put on the end of garden hose and that it was to be used in sprinkling water where many beautiful and useful things might grow, his interest would have been keen, his energy better directed and his skill more apparent.

The lad who was making the bench knew not only what he was doing but he knew that his bench was going to serve a useful purpose. This knowledge appealed to his imagination. He could see his sister sitting on it, and affection for her gave zest to his fancy as he let it play while the tools fashioned what might be called up to that time his masterpiece. The connection between his effort and its ultimate object was clear and distinct and unbroken. He was making a better bench and making it in shorter time than he would have done in almost any other circumstance.

### The End Crowns the Work

We may apply our homely illustration to practically every phase of human endeavor, whether it be of brain or brawn. To get the best out of the worker we must enlist his interest, and to do this we must appeal to his vision, his imagination. Not only must he be able to see clearly and unbrokenly the connection between his thought and his expenditure of energy and its ultimate purpose, but he must be enabled to see in his own effort simply a part of a larger effort.

His own labor, no matter what he may be doing, is not something detached. It is a part of the labor of those about him, a part of the labor of every other person in the world. As part of a tremendous whole it never can be insignificant, never should be slighted, never should be done indifferently.

The end crowns the work, said the ancient Latins, and one of our poets has put this thought in graceful words as he looked over the results of some of that ancient handicraft:

> In the elder days of art
> Builders wrought with greatest care
> Each minute and unseen part;
> For the gods see everywhere.

Those artisans and artists of an older day had vision. If they could not work with a clear vision of the purpose to which their efforts were to be put ultimately, they worked with the belief that the eyes of the gods were upon them. They slighted nowhere any part of what they were doing; seen or unseen to mortal eye, it would be seen of the gods.

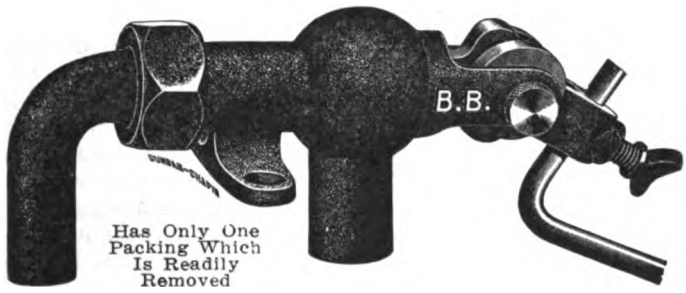
### Make Your Craft a Religion

Why cannot we put some of that olden-time vision into our tasks of today? The ancient gods of Greece and Rome may have passed with the passing of the peoples who believed in them, but there still are gods and they still see everywhere. We have, for instance, the gods of Fancy, of Imagination, of Invention, of Satisfaction, of Excellence, of Co-operation and of Co-ordination. These, insofar as we are concerned individually, see everywhere, and it is well worthy of our best efforts to win their approval.

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY

## B. B. HIGH PRESSURE BALL COCK

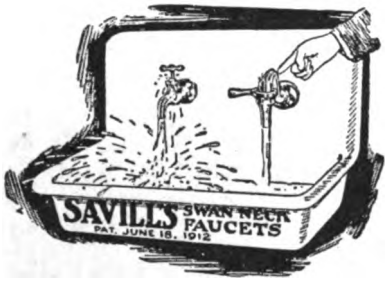



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

**BOSTON BRASS COMPANY**
Bacon and Plimpton St., Waltham, Mass.




Sold by Jobbers of Plumbing Supplies Everywhere

## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

**Full-stream flow** in a fraction of a minute.
**Gentle half-turn** either way operates.
**Protective Stop** on handle. Saves pinching.
**Best red brass,** 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**

Send postal card for catalogue showing 23 styles.

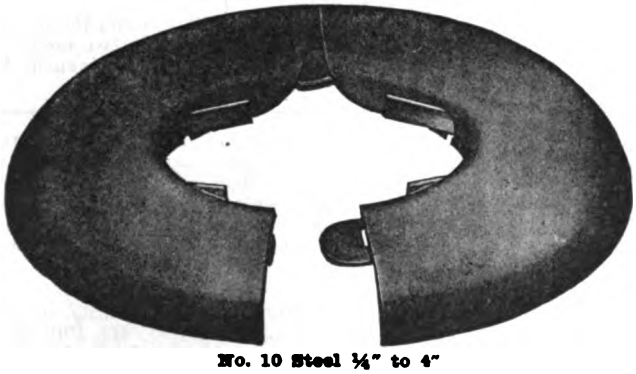


## Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**
Dayton, Ohio





No. 10 Steel ¼" to 4"

## Plates that Please

**ORDER NOW**

and be ready with a stock

**Increasing Demand for "B & C" Styles**

Catalog on request

**THE BEATON & CORBIN MFG. CO.**
Largest and Oldest Plate Company in the World.

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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To dig a ditch, while the God of Fancy lays a pipe in it and runs something through it, while the God of Imagination watches that something ministering to the comfort or profit or happiness of others, while, perhaps, the God of Invention is busy devising some improvement either in method or application, is to raise ditch-digging to the dignity of an art, and to make of the ditch-digger one worthy to sit in the councils of those who plan and who make the most intricate and most useful things that men fashion or need or desire.

**No Man Works to Himself Alone**

That is an impossibility. No matter what he may be doing his thought and his effort have some effect on others. His own effort not only is dependent on the efforts of others, but others are dependent on his. One in a comparatively insignificant place, may hold back the efforts of hundreds of his fellows, or he may advance their efforts. And the more vision he has, the more opportunities given to him for seeing the connection between his own expenditure of energy and skill and the whole result of his efforts the greater will be his vision, the better the quality of his labor and the greater his individual output.

**How to Get the Vision**

This greatly to be desired combination of work and vision is not difficult to secure. It requires simply thoughtfulness, sympathy, co-ordination—planning for united effort—and co-operation — putting united effort into its most effectual play.

Those who lay out work for others can take those others into their confidence, tell them something about the work to be done and the results to be accomplished by it. And those who do the work, knowing something of the ultimate results of their labor, will find vision inciting interest and interest spurring to better and greater effort.

When you give a man a job, tell him all you can about it, especially about the importance of his individual effort to the whole transaction. Give him a chance to picture where his work is going and what it is going to do after it has left his own hands. Never by any chance let him get the impression that his work is unimportant.

Try to make him feel that no one but himself could do that particular bit of work as well as he, and that if he does not put his best into it, the result of his slighting or indifference will be seen all along the line and the ultimate result will be less satisfactory than if he had kept in mind the thought that the gods see everywhere—his gods, the gods of Imagination and of Satisfaction and of Co-operation.

Responsibility for the awakening of this much needed vision, this combination of imagination and effort, lies first of all with those who plan work for others, and our appeal is made chiefly to them. We never yet have found a worker, no matter how apparently humble his labor, whose interest could not be enlisted and whose effort could not be increased through the awakening of interest.

We sincerely believe that the response to the effort necessary to invite interest and to bring vision into play would be prompt and filled with abundant promise. We believe that friendly, instructive, inviting, encouraging co-operation between those who plan the work and those who do it would result in making of the industry of this country the most harmonious and the most effective the world ever has seen, and that both the quality and the quantity of our production would be measurably enhanced and increased. At least the probable outcome would more than repay the necessary effort.



Two views that are typical of the growth of the Washington Association of Master Plumbers and show the record of twenty-five years. Above is shown the delegates who attended the first convention at Tacoma in 1895. Below is shown a group of delegates to the convention held in Seattle in 1910. This shows the growth of the association in fifteen years. These two views are selected from the many views which were given in Mr. Goddard's illustrated address at the convention.

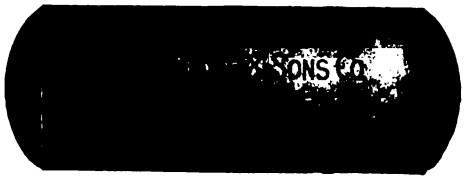
The Veterans' Plumbing Company at 528 Bastion Square, Victoria, B. C., has been organized by C. Ballam who has been a leading plumber in Victoria, B. C., for many years. Mr. Ballam entered the war along with the other patriotic members of his community and the name of his new institution is somewhat reminescent of his war experiences.

E. W. Phillips has established a plumbing shop at 3724 Stephenson Avenue, Los Angeles. Mr. Phillips is an experienced plumber and should surely find success in his new venture.

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# SCAIFE "Copper-Brazed" TANKS

**For Air, Gas and Liquids**



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

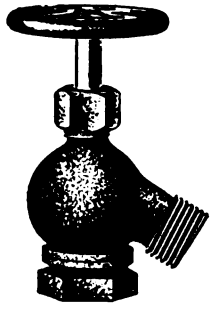
SEND FOR CATALOGUES

**WM. B. SCAIFE AND SONS CO.**
PITTSBURGH, PA.

38 South Dearborn St. Chicago, Ill.

# Garden Hose Valves
OF
# Recognized Quality

**Which command repeat orders for you**



**Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.**

**HAYS MFG. CO., *Erie, Pa.***

**W. Erwin Gilchrist**
**Pacific Coast Representative**
**681 Market Street, San Francisco.**



**Nye the Die Man**
**Pipe Die Maker to Those Who Know.**

# The Big Dam in the Mississippi at Keokuk, Iowa

isn't big enough to express a man's thoughts when he has to work with a bum die.

The whole darned American Railway Express couldn't express his feelings.

The Nye Die was not invented to prevent profanity—but it does.

We don't say profanity is wicked—it is just unnecessary.

## THE NYE DIE

works so well, cuts so easy, lasts so long, that some of the best cussers in America have forgot how.

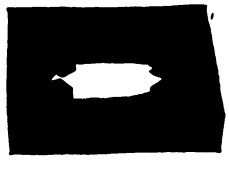
—Cuts pipe like scissors cut paper—quick, clean and without waste.
—Made of the finest tool steel, with all the special features found only in Nye dies.

You've bothered with the other kind long enough—get a Nye die. For sale by all leading jobbers.



**The Nye Tool & Machine Works**
**108-128 North Jefferson St., Chicago, Ill.**

P. S.—Don't forget the Nye thin blade cutter wheel—made to fit all pipe cutters.




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## W. P. COLLINS TOOK GREELY'S ADVICE

It is not often that we are able to introduce to our readers manufacturers of hardware in the West. The rule of growth and development in the hardware business has been that the producing was done on the eastern seaboard or round about the Great Lakes, whereas the Western half of the United States and particularly the Pacific Coast, has been a distributors' territory, where the product is sold and where little manufacturing takes place.

### Ohio Developed Him

W. P. Collins, President and Manager of The Western Brass Company at San Francisco is one of the very few hardware manufacturers west of the Rocky Mountains. Yet the far West can not claim complete credit for Mr. Collins. He is a native of Ohio and moved out into the West some 15 years ago when he had finished his schooling and was ready to enter the business world.

Gravitating to San Francisco soon after the fire of 1906, his first connection with Western manufacturing was in a plating works. Rapidly working into the business and the company, after four years he found himself manager and established the Western Brass Company. At first, the main business was in brass casting and general foundry work, but in the 10 years of the company's life an extensive line of brass hardware and plumbing fixtures have been developed.

Among the hardware specialties are spring hinges, casement fasteners, and a special line of door handles. All of these items are specially manufactured from the company's own dies and designs and are becoming well known to the Western trade. Among the items in the plumbing line are standards for marble partitions, and ball cocks.

The Western Brass Company line is carried to the Western trade through D. Edwin Harris, traveling representative. It is the policy of the company to sell through the jobbing trade, and situated on the Pacific Coast they are able to make prompt shipment by either rail or water. Aside from its standard lines, the company is ready at any time to turn out special work in castings, plating and general brass foundry work. In recent years a considerable business in manufacturing automobile accessories has been developed and the plant is ready to handle all orders for specialty manufacturers along this line.

The company will be pleased to forward full information, together with prices, on inquiry to its main offices at 217 Tehama Street, San Francisco.

## PASADENA PLUMBERS ON OUTING

Two hundred master and journeyman plumbers of Pasadena took advantage of the natural blessings of Southern California to hold their annual reunion at Redondo Beach last month. The day was spent in sports and picnicking on the beach and in social visits by the plumbers and their families.

The officers of the Master Plumbers Association of Pasadena are as follows: Wm. F. Creller, president; A. R. Benedict, vice-president, and George Richardson, secretary.

## NEW BUFFALO FORGE LITERATURE

The advertising department of the Buffalo Forge Company of Buffalo, New York, have certainly set a record for production. In the last month or so they have issued to the trade two catalogues and a bulletin, each of which would do credit to an advertising department of any manufacturing institution.

A general heating and ventilating catalogue of 116 pages covers the Buffalo line completely and brings the models and specifications right up to date. Supplementing this is the Conoidal Fan catalogue of 64 pages. Special bulletin No. 721 is devoted to dye house and bleachery ventilation, and while going to a special field will be all the more valuable for its completeness. One feature of the bulletin is the publication of photographs of actual installations of Buffalo equipment in dye houses, together with a list of the cotton, wool and silk dye houses and bleachery now using Buffalo equipment. There are now twenty-six such factories listed as thoroughly equipped with Buffalo apparatus.

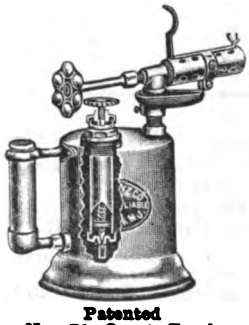
## PORTLAND STOVE WORKS REBUILT

It took Portland Stove Works at Portland, Oregon, just three months to entirely recover from the fire that recently destroyed its old plant. As a result, a modern factory has been erected and all of the patterns and equipment necessary for making the company's line have been fully restored. The new works also include a complete enameling plant.

A. J. Eberhart, the enterprising plumber at North Bend, Oregon, is showing his community that he is right up to the minute in business methods by carrying his plumbing shop on wheels. He has purchased a new car, and thus has his complete equipment with him to carry to any part of his large field of activity.

Spiersch Bros. are proprietors of a new plumbing and sheet metal shop at Richmond, California.

**Increase Your Bank Balance**



Patented
No. 71 Quart Torch

by using the most economical, serviceable, and durable torches and furnaces on the market. With such tools your men can do quicker and better work in less time and at least expense to you. Just think it over carefully and you will surely acknowledge that our remarks are correct. The "Always Reliable" line is constructed so as to use the least amount of fuel per hour. It is substantially made by skilled workmen, therefore, each article is guaranteed. You cannot go wrong by adopting this line as your standard.

**OTTO BERNZ CO., Newark, N. J.**

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COAL WILL BE SCARCE THIS WINTER

Write Us for Prices and Discounts on

GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete Quick Deliveries

FOSS & JONES, Manufacturers . . . . PASADENA, CALIFORNIA

## MEYER S. RUBENS OPENS PLATING WORKS

Meyer S. Rubens, who has long been known throughout the Northwest and the West for his stove and furnace repair service at Spokane, Washington, has added complete equipment for gold, silver, copper, nickel, bronze and brass plating. With his new plant, he is also equipped to do galvanizing and tinning.

This announcement will of course be most welcome to the trade, for it will mean the saving of time as well as money to have facilities for plating, polishing, galvanizing and retinning near at hand. The possibilities and scope of work to be done at the new plant are almost unlimited. Whole hardware stocks, electrical fixtures, silverware and the like can be made over new. Tin goods can be retinned either for customers or direct from stock, when tarnished or damaged.

Any polished metal surface can be renewed in connection with the automobile accessory trade. Along the lines of silver and gold plating, all manner of instruments for professional men, all sorts of silverware, such items as band instruments, etc., can be replated and be made as good as new. In fact, the five generators and dynamos which are now installed in the Meyer S. Rubens' plant are equipped to put a new finish on any manner of metal part or instrument.

With manufacturers behind in their orders, with the cost of manufacture and foundry work as high as it is, with transportation facilities to the eastern manufacturers tied up, the trade of the West will indeed be glad to know that they can secure this service near at home. We look to see genuine interest and well merited activity, centering in the Meyer S. Rubens' metal renovatory at Spokane, Washington.

---

Varney Brothers at Mill Valley, California, will combine the plumbing trade of Antone Varney and the hardware experience of John Varney.




No. 1 Fire Pot List Price, Each, $27.20
Ask for Discount

Which Shall It Be?

C. & L. Fire Pots and Torches with a backing of the guarantee of a maker with more than thirty years experience, or some other make? Try the C. & L. Tools and you will find you have the best that experience and the best materials can produce. They have stood the test of time and today are used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS MYER S. RUBENS WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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# DEALERS!!

"Lifetime"
Trade Mark
the Guarantee
of Quality




Manufactured
at
Oakland

**ALUMINUM PRODUCTS CO. Of the Pacific Coast OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

*INCORPORATED*

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

| | |
|---|---|
| ORIGINAL STOVE REPAIRS | DIAMOND BREAKOFF BACKS |

Efficient Service : Superior Quality : We Solicit Your Inquiries

*"The Largest Stove Repair House in the Northwest"*


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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

**AMMUNITION—Cartridges—Metallic**

| | Semi-Smkls Less Smk | Box. Smkls |
|---|---|---|
| **Blank Rim Fire** | | |
| 22 Short | $ .20 | $ ... |
| 32 Short | .40 | ... |
| **Blank Center Fire—** | | |
| 32 S & W | .65 | ... |
| 38 S & W | .80 | ... |
| 38 Long Colt | 1.35 | ... |
| 44 W C F | 1.65 | ... |
| **Shot Rim Fire—** | | |
| 22 Long | .60 | .70 |
| 32 Long | 1.20 | ... |
| **Shot Center Fire—** | | |
| 32 S & W | 1.10 | ... |
| 32 W C F | 1.45 | ... |
| 38 S & W | 1.80 | ... |
| 38 W C F | 1.65 | ... |
| 44 W C F | 1.65 | 1.90 |
| 44 X L | 1.80 | 2.05 |
| 44 Game Getter | 1.65 | 1.90 |
| **Rim Fire, Ball—** | | |
| BB Caps | ... | .40 |
| CB Caps | ... | .50 |
| 22 Short | .30 | .35 |
| 22 Short H P | .35 | .40 |
| 22 Long | .40 | .45 |
| 22 Long H P | .45 | .55 |
| 22 Long Rifle | .40 | .50 |
| 22 Long Rifle H P | .45 | .55 |
| 22 W R F | .60 | .65 |
| 22 W R F, H P | .65 | .70 |
| 22 Win Auto | ... | .65 |
| 22 Win Auto, H P | ... | .70 |
| 25 Short Stevens | .70 | ... |
| 25 Stevens | .90 | ... |
| 32 Short | .70 | ... |
| 32 Long | .80 | ... |
| 38 Short | 1.10 | ... |
| 38 Long | 1.15 | ... |
| 41 Short | 1.10 | ... |
| **Center Fire Pistol—** | | |
| 22 Win SS | 1.45 | 1.65 |
| 25 Colts Auto | ... | 1.60 |
| 25-20 Single Shot | 1.75 | 2.05 |
| 25-20 Win | 1.55 | 1.80 |
| 25-20 Win HV | ... | 2.00 |
| 7.63 MM-Mauser | ... | 2.40 |
| 7 65 MM-Mauser | ... | 2.40 |
| 9 MM-Luger | ... | 2.60 |
| 32 Colts Auto | ... | 1.70 |
| 32 Colts Short | 1.10 | 1.20 |
| 32 Colts Long | 1.25 | 1.35 |
| 32 Colts Police Positive | 1.25 | 1.35 |
| 32 S & W | 1.10 | 1.20 |
| 32 S & W Long | 1.25 | 1.35 |
| 32-20 Marlin | 1.55 | 1.90 |
| 32 Winchester | 1.55 | 1.90 |
| 32-20 Win HV | ... | 2.00 |
| 35 S & W Auto | ... | 1.75 |
| 38 Colts Auto | ... | 2.50 |
| 38 Colts Short | 1.35 | 1.50 |
| 38 Colts Long | 1.40 | 1.60 |
| 38 Colts Police Positive | 1.35 | 1.50 |
| 38 S & W | 1.35 | 1.50 |
| 38 S & W Special | 1.60 | 1.75 |
| 38 Winchester | 1.85 | 2.30 |
| 41 Colts Short DA | 1.45 | 1.65 |
| 41 Colts Long DA | 1.75 | 1.90 |
| 44 Bull Dog | 1.50 | ... |
| 44 S & W Amer | 1.90 | 2.15 |
| 44 S & W Rus | 1.90 | 2.15 |
| 44 S & W Special | 2.15 | 2.30 |
| 44 Webley | 1.65 | ... |
| 44 Winchester | 1.85 | 2.30 |
| 45 Colts | 2.15 | 2.35 |
| 45 Colts Auto | ... | 2.35 |
| **Center Fire Military and Sporting—** | | |
| 22 Savage | ... | 1.60 |
| 250-3000 Savage | ... | 1.75 |
| 25-21 Stevens | 2.30 | ... |
| 25-25 Stevens | 1.90 | 2.35 |
| 25-35 Winchester | ... | 1.40 |
| 25-35 Short Range | ... | 1.40 |
| 25-36 Marlin | ... | 1.40 |
| 25 Remington Rimless | ... | 1.40 |
| 6 MM U S N | ... | 2.10 |
| 7 MM Spanish Mauser | ... | 2.10 |
| 7.655 MM Bel Mauser | ... | 2.10 |
| 8 MM Mauser | ... | 2.10 |
| 9 MM Mauser | ... | 2.30 |
| 30-30 Winchester | ... | 1.60 |
| 30 Remington Rimless | ... | 1.60 |
| 30 Government Rimless | ... | 2.30 |
| 303 Savage | ... | 1.60 |
| 32 Remington Rimless | ... | 1.60 |
| 32-40 Winchester | 1.20 | 1.35 |
| 32-40 Winchester H V | ... | 1.60 |
| 32 Winchester Slf Ldg | ... | 2.80 |
| 32 Winchester Special | ... | 1.60 |
| 33 Winchester | ... | 2.10 |
| 35 Remington Rimless | ... | 1.75 |
| 35 Winchester | ... | 2.30 |
| 35 Winchester Slf Ldg | ... | 2.90 |
| 351 Winchester Slf Ldg | ... | 3.30 |
| 38-55 Winchester Lead | 1.45 | 1.75 |
| 38-55 Winchester HV | ... | 1.95 |
| 38-56 Winchester | 1.45 | 1.75 |
| 40-60 Marlin | 1.50 | ... |
| 40-60 Winchester | 1.50 | ... |
| 40-65 Winchester | 1.50 | 1.75 |
| 40-70 Winchester | 1.55 | ... |
| 40-72 Winchester | 1.55 | 1.80 |
| 40-82 Winchester | 1.55 | 1.80 |
| 401 Winchester Auto | ... | 1.70 |
| 405 Winchester | ... | 2.50 |
| 45-60 Winchester | 1.55 | ... |
| 45-70-405 Government | 1.55 | 1.80 |
| 45-75 Winchester | 1.55 | ... |
| 45-90 Winchester | 1.65 | 1.80 |

**SHELLS, LOADED—**

**MEDIUM GRADE.**

**BULK—SMOKELESS.**

| | |
|---|---|
| 12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot | $1.25 |
| 8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot | 1.35 |
| 8¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot | 1.35 |
| 8¼ drs. x 1⅛ oz., BB shot, drop shot | 1.35 |
| 8¼ drs. x Buck shot, drop shot | 1.35 |
| 16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot | 1.15 |
| 2¾ drs. x ⅞ oz., BB shot, drop shot | 1.20 |
| 20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot | 1.15 |

**HIGH GRADE SMOKELESS—**

| | |
|---|---|
| 12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot | 1.40 |
| 3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot | 1.45 |
| 16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot | 1.30 |
| 20 2¼ drs. x ¾ oz., chilled shot | 1.25 |
| 2½ drs. x ⅞ oz., chilled shot | 1.35 |
| **Trap Loads—** | |
| 12 3 drs. x 1⅛ oz., 7½ chilled | 1.35 |
| 3½ drs. x 1⅛ oz., 7½ chilled | 1.40 |
| **Black Powder—Loads—** | |
| 12 3¼ drs. x 1½ oz., drop shot | 1.05 |
| **Caps and Primers—** | |
| Percussion | .30 |
| Musket Caps | .25 |
| Primers, 100 in box | .35 |
| Primers, 250 in box | .80 |
| **Empty Paper Shells—Black pow.—** | |
| 12, 16, 20, Ga. per 100 | 1.50 |
| 10 Ga. per 100 | 1.65 |

**MEDIUM GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. per 100 | 1.80 |
| 10 Ga. per 100 | 2.10 |

**HIGH GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. | 2.30 |
| 10 Ga. per 100 | 2.40 |
| **Empty Brass Shells—** | |
| Best qual. 12, 16, 20 28, Box 25 | 2.75 |
| 2nd Qual. 12, 16, 20 28, box 25 | 2.10 |
| **Wads—** | |
| Cardboard, box 250 | .30 |
| Black Edge, Reg., box 250 | .50 |
| Black Edge, ¼ in., 125 in box | .40 |
| Black Edge, ¼ in., 250 in box | .80 |

**ADZES**—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

**ALUMINUM WARE, CAST—**

| | |
|---|---|
| **Bottles, Hot Water—** | |
| Universal | 8.50 |
| **Griddles—** | |
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |
| **Kettles, Berlin—** | |
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |
| **Kettles, Maslin—** | |
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 13.25 |
| **Kettles, Tea—** | |
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |
| **Pans, Lipped Sauce—** | |
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |
| **Skillets—** | |
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |
| **Spoons, Basting—** | |
| 15-inch | .30 |
| **Spoons, Mixing—** | |
| 18-inch, Slotted | .30 |
| **Waffle Moulds—** | |
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

**ANCHORS**—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in., ¼ in. -1 in., $1.75 per hundred net; ¼x½ in. -¾ in. $2 per hundred net.

**ANVILS**—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

**ANTIMONY**—Slab, 25c lb.

**APRONS**—Carpenters—California Leg, $3.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

**AUGERS**—Greenlee Carpenters' Nut, No. 57.

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1¼ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | | 1½ | 1¾ | 2 | 2½ | 3 |
| Each | | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 62 each | 2.90 | 2.90 | 3.25 | 3.25 | 3.60 | 3.60 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

**ASBESTOS—**
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.80 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 118 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½0 | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.85 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |
| 80 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .80 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 113 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.35 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 818 | 13.00 |
| 824 | 15.75 |
| 836 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb. 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.85; 1 lb. $1.85; 1½ lb., $1.85.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.75; sheaths, 75c.
Double Bit—Handled, $3.75; unhandled, $3.00.
Single Bit—Handled, warranted, $3.50; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBIT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine), $1.20 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickeled, $1.20 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ¾ x 15, 95c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.55 each; No. 1662, $4.25 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.35 each; 6-inch, $3.25; 7-inch, $4.75; 8-inch, $6.25; 10-inch, $11.50.

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## RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.50; 1, $1.35; 2, $1.10; 3, 85c; 4, 65c; 5, 60c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

| BIBBS—Compression— | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.50 | 1.95 | 2.60 | .... |
| Finished brass | 1.70 | 2.15 | 2.85 | 5.20 |
| Nickel plated | 2.00 | 2.45 | 3.20 | 5.65 |
| Hose—Rough brass | 1.70 | 2.15 | 2.85 | 9.90 |
| Finished brass | 1.95 | 2.40 | 3.10 | 5.75 |
| Nickel plated | 2.25 | 2.70 | 3.45 | ... |

BITS—Auger—

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1.25 | $ .30 |
| 4 | .75 | .55 | 1.25 | .30 |
| 5 | .75 | .55 | 1.25 | .30 |
| 6 | .75 | .55 | 1.25 | .35 |
| 7 | .75 | .60 | 1.25 | .35 |
| 8 | .75 | .60 | 1.25 | .35 |
| 9 | .90 | .65 | 1.35 | .40 |
| 10 | .90 | .70 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1.25 | .... | .75 |
| 18 | 1.75 | 1.20 | ... | .80 |
| 20 | 2.00 | 1.40 | ... | .85 |
| 22 | 2.25 | 1.60 | ... | .95 |
| 24 | 2.50 | 1.80 | ... | 1.10 |

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $10.50. Irwin, 13 bits, $8.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

| | | | |
|---|---|---|---|
| 12 | 2.00 | 18 | 1.90 |
| 15 | 2.15 | 21 | 2.00 |
| 18 | 2.25 | 24 | 2.35 |
| 21 | 2.35 | Stanley, No. 1— | |
| 24 | 2.50 | 12 | 2.00 |
| Millers Falls, No. 5— | | 16 | 2.15 |
| 12 | 1.75 | 18 | 2.25 |
| 15 | 1.75 | 24 | 2.35 |

BLOCKS—Wood Tackle—

| | Com Sngl. | Com Dbl. | Com Triple | Pat Sgl. | Pat Dbl. | Pat Triple |
|---|---|---|---|---|---|---|
| 3 | 1.00 | 1.80 | 2.50 | 1.40 | 2.60 | 3.35 |
| 4 | 1.20 | 2.15 | 3.00 | 1.55 | 2.95 | 3.80 |
| 5 | 1.25 | 2.30 | 3.15 | 1.65 | 3.00 | 4.05 |
| 6 | 1.50 | 2.75 | 3.85 | 1.95 | 3.75 | 5.10 |
| 7 | 1.80 | 3.30 | 4.70 | 2.25 | 4.35 | 5.80 |
| 8 | 2.50 | 3.85 | 5.80 | 2.95 | 5.35 | 6.95 |
| 10 | 3.85 | 5.90 | 8.25 | 4.50 | 7.75 | 9.80 |
| 12 | 6.00 | ... | ... | 6.90 | 12.00 | 15.20 |

Steel Tackle—

| Size | Single | Dbl. | Triple |
|---|---|---|---|
| 3 | .95 | 1.75 | |
| 4 | 1.15 | 2.15 | 2.45 |
| 5 | 1.35 | 2.35 | 2.55 |
| 6 | 1.50 | 2.75 | 3.35 |
| 7 | 1.50 | 2.75 | 4.00 |
| 8 | 2.75 | 4.50 | 5.10 |
| 10 | 4.25 | 7.00 | 7.50 |

Wood Snatch—

| | |
|---|---|
| 6 | 4.50 |
| 8 | 6.50 |
| 10 | 9.00 |
| 12 | 11.00 |

Tackle—Dbl. Galv.—176

| | |
|---|---|
| ¾ | .20 |
| 1 | .20 |
| 1¼ | .25 |
| 1½ | .35 |
| 1¾ | .60 |
| 2 | .65 |
| 2½ | .85 |

No. 200 Buffalo—
12" Complete..... 44.00
14" Complete..... 50.00
No. 700 Climax—
12" Complete..... 28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $37.50; No. 400 Champion, complete, $40.00.
No. 40 Lancaster, complete, $27.50.
Royal H. without Tyere Irons, $41.50; complete, $44.00.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

**BOARDS, IRONING—**
**With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.00; No. 20 Springer, 54x18 in., no sleeve board, $4.75; No. 40 Springer 50x12, in., no sleeve board, $4.50.**
**Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.35; 5½-foot, $1.50; 6-foot, $1.75.**

BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.

BOLTS—Common Carriage—

| Size 3-16"&¼" | Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 | ½" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| 1½ | .25 | 1.55 | .30 | 2.15 | .45 | 2.95 | .55 | 3.65 | .65 | 4.45 |
| 2 | .25 | 1.70 | .35 | 2.35 | .50 | 3.20 | .60 | 3.95 | .75 | 4.95 |
| 2½ | .25 | 1.85 | .40 | 2.55 | .50 | 3.45 | .65 | 4.30 | .80 | 5.35 |
| 3 | .30 | 2.00 | .40 | 2.75 | .55 | 3.70 | .70 | 4.65 | .90 | 5.80 |
| 3½ | .30 | 2.15 | .45 | 2.95 | .60 | 3.90 | .75 | 4.95 | .95 | 6.25 |
| 4 | .35 | 2.30 | .45 | 3.10 | .65 | 4.20 | .80 | 5.30 | 1.00 | 6.75 |
| 4½ | .40 | 2.50 | .50 | 3.30 | .65 | 4.45 | .85 | 5.60 | 1.10 | 7.25 |
| 5 | .40 | 2.65 | .50 | 3.45 | .70 | 4.70 | .90 | 5.95 | 1.15 | 7.65 |
| 5½ | .45 | 2.80 | .55 | 3.65 | .75 | 4.95 | .95 | 6.30 | 1.20 | 8.10 |
| 6 | .45 | 2.95 | .60 | 3.85 | .80 | 5.15 | 1.00 | 6.60 | 1.30 | 8.60 |
| 6½ | .50 | 3.30 | .65 | 4.30 | .85 | 5.75 | 1.05 | 6.95 | 1.35 | 9.10 |
| 7 | .55 | 3.45 | .70 | 4.45 | .90 | 6.00 | 1.10 | 7.25 | 1.45 | 9.55 |
| 8 | .60 | 3.80 | .75 | 4.85 | 1.00 | 6.60 | 1.20 | 7.95 | 1.55 | 10.40 |
| 9 | .. | ... | .80 | 5.30 | 1.05 | 7.10 | 1.30 | 8.60 | 1.70 | 11.40 |
| 10 | .. | ... | .85 | 5.50 | 1.15 | 7.60 | 1.40 | 9.25 | 1.85 | 12.25 |
| 11 | .. | ... | .. | ... | 1.20 | 8.10 | 1.50 | 9.90 | 2.00 | 13.20 |
| 12 | .. | ... | .. | ... | 1.30 | 8.65 | 1.60 | 10.55 | 2.10 | 14.10 |
| 14 | .. | ... | .. | ... | ... | ... | ... | .... | 2.40 | 16.00 |
| 16 | .. | ... | .. | ... | ... | ... | ... | .... | 2.65 | 17.80 |
| 18 | .. | ... | .. | ... | ... | ... | ... | .... | 2.95 | 19.70 |
| 20 | .. | ... | .. | ... | ... | ... | ... | .... | 3.25 | 21.55 |

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

| Size— | 5/32" Doz. | 100 | 3/16" Doz. | 100 | ¼" Doz. | 100 | 5/16" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| ⅜" | .10 | .50 | .10 | .50 | ... | ... | ... | ... |
| ½" | .10 | .50 | .10 | .50 | .10 | .75 | ... | ... |
| ⅝" | .10 | .50 | .10 | .50 | .10 | .75 | ... | ... |
| ¾" | .10 | .50 | .10 | .50 | .10 | .75 | .15 | 1.00 |
| ⅞" | .10 | .55 | .10 | .55 | .10 | .80 | .15 | 1.10 |
| 1" | .10 | .55 | .10 | .55 | .10 | .80 | .15 | 1.15 |
| 1¼" | .10 | .60 | .10 | .60 | .15 | .85 | .15 | 1.20 |
| 1½" | .10 | .65 | .10 | .65 | .15 | .90 | .15 | 1.25 |
| 1¾" | .10 | .70 | .10 | .70 | .15 | .95 | .20 | 1.30 |
| 2" | .10 | .75 | .10 | .75 | .15 | 1.00 | .20 | 1.40 |
| 2¼" | ... | ... | .10 | .80 | .15 | 1.05 | .20 | 1.45 |
| 2½" | ... | ... | .15 | .85 | .15 | 1.10 | .25 | 1.50 |
| 3" | ... | ... | .15 | .90 | .20 | 1.30 | .25 | 1.60 |
| 3½" | ... | ... | .15 | 1.00 | .20 | 1.30 | .30 | 1.80 |
| 4" | ... | ... | .15 | 1.15 | .25 | 1.45 | .30 | 2.00 |

BOLTS—Machine, Square Head and Nut—

| Size | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.35 | $2.45 | $0.45 | $2.85 | $0.50 | $3.45 | $0.65 | $4.20 |
| 2 | .35 | 2.55 | .45 | 3.00 | .55 | 3.65 | .70 | 4.50 |
| 2½ | .40 | 2.65 | .50 | 3.20 | .60 | 3.90 | .75 | 4.80 |
| 3 | .40 | 2.75 | .50 | 3.35 | .60 | 4.10 | .75 | 5.10 |
| 3½ | .45 | 2.90 | .55 | 3.55 | .65 | 4.35 | .80 | 5.40 |
| 4 | .45 | 3.00 | .55 | 3.70 | .70 | 4.55 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.00 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | .. | ... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | .. | ... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | .. | ... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | .. | ... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | .. | ... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | .. | ... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| Size | ½" Doz. | 100 | ⅝" Doz. | 100 | ¾" Doz. | 100 | ⅞" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.80 | $5.10 | $1.20 | $7.80 | $1.70 | $11.65 | .... | .... |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 | 2.50 | 16.80 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 | 2.65 | 17.85 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 | 2.85 | 18.90 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 | 3.00 | 19.95 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 | 3.15 | 21.00 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 | 3.30 | 22.05 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 | 3.45 | 23.10 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 | 3.60 | 24.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 | 3.80 | 25.20 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 | 3.95 | 26.25 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 | 4.10 | 27.30 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 | 4.40 | 29.40 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 | 4.75 | 31.50 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 | 5.05 | 33.60 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 | 5.35 | 35.70 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 | 5.65 | 37.80 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 | 6.00 | 39.90 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 | 6.30 | 42.00 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 | 6.60 | 44.10 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 | 6.90 | 46.20 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 | 7.25 | 48.30 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 | 7.55 | 50.40 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 | 7.90 | 52.50 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 | 8.20 | 54.60 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 | 8.50 | 56.70 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 | 8.85 | 58.80 |
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 | 9.15 | 60.90 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 | 9.45 | 63.00 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 | 9.75 | 65.10 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 | 10.05 | 67.20 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 | 10.40 | 69.30 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 | 10.70 | 71.40 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 | 11.00 | 73.50 |
| 30 | 4.00 | 27.65 | 6.00 | 40.30 | 8.80 | 58.50 | 11.35 | 75.60 |

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## RETAIL SELLING PRICES—Continued.

**BOLTS—Barrel—**

| | |
|---|---|
| **Extra Heavy Wrought Steel, Japanned—** | |
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |
| **Cast Iron, Japanned—** | |
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |
| CHAIN— | |
| **Cast Iron, Japanned—** | |
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |
| **Cast Iron, Amber or Bronzed—** | |
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |
| **Cast Iron, Ant. Copper or Dull Brass—** | |
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |
| CUPBOARD, Japanned— | |
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |
| **Cupboard, Other Finishes—** | |
| 3-inch | .75 |
| 6-inch | 1.00 |

| | |
|---|---|
| FLUSH, Augle—All Finishes, Cast Bronze— | |
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |
| LEVER—Cast Bronze, All Finishes— | |
| 3½-inch | 1.10 |
| 5-inch | 1.25 |
| T-HEAD—Wrought Bronze, All Finishes— | |
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |
| **Cast Bronze, All Finishes—** | |
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |
| FOOT— | |
| **Cast Iron, Japanned—** | |
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |
| **Amber or Bronzed—** | |
| 6-inch | .55 |
| 8-inch | .75 |
| **Other Finishes—** | |
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |
| **Foot Wrought Steel—Cupboard, Japanned—** | |
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

BOILERS—Range—

| | Standard. | Extra Heavy. |
|---|---|---|
| 30 gallon | 14.30 | 18.85 |
| 40 gallon | 19.50 | 26.00 |
| 52 gallon | 36.40 | 39.65 |
| 66 gallon | 54.50 | 64.25 |
| 82 gallon | 65.00 | 78.00 |
| 100 gallon | 95.00 | 111.00 |

**BOTTLES—Vacuum—**

| **Thermos—** | |
|---|---|
| 10 | 2.35 |
| 10Q | 3.75 |
| 11 | 3.00 |
| 11Q | 5.00 |
| 14 | 3.50 |
| 14Q | 5.50 |
| 15½ | 3.75 |
| 15 | 4.00 |
| 15Q | 6.00 |
| 6 | 4.50 |
| 6Q | 6.50 |
| **Universal—** | |
| 21 | 2.75 |
| 22 | 4.50 |
| 61 | 2.50 |
| 62 | 4.00 |
| 71 | 3.50 |
| 72 | 5.00 |
| 91 | 4.00 |
| 92 | 6.00 |
| 81 | 4.50 |
| 82 | 6.50 |
| 592 | 7.25 |
| **Ferrostat—** | |
| 504R | 11.00 |
| 505R 2-qt | 16.00 |
| 505N | 16.50 |

**BOXES—Mitre—**

| Goodell— | Each |
|---|---|
| 265 26x4 | 24.00 |
| 385 25x5 | 25.50 |
| 306 30x5 | 27.00 |
| Stanley— | |
| 50½ | 12.70 |
| 246 | 25.50 |
| 358 | 28.75 |
| 460 | 35.00 |
| Acme— | |
| 72 | 22.50 |

**BRACES—**

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00

| **FILLERS—Thermos and Universal—** | |
|---|---|
| ½ Pint | 1.75 |
| 1 Pint | 2.00 |
| 1 Quart | 3.25 |
| **LUNCH KITS—** | |
| **Thermos—** | |
| 392 and 396 | 4.00 |
| 393 and 397 | 4.25 |
| 394 and 398 | 5.00 |
| **Universal—** | |
| 310 | 4.00 |
| 410 | 4.85 |
| 420 | 4.85 |
| 320 | 4.50 |
| 4070 | 5.75 |
| 3070 | 3.75 |

| **Thermos—Food Jars.** | | **Fillers** |
|---|---|---|
| 600 | 4.25 | 2.25 |
| 601 | 5.75 | 2.50 |
| 602 | 7.50 | 3.75 |

| **Thermos—** | **Jugs.** | **Fillers** |
|---|---|---|
| 556 | 8.25 | 3.60 |
| 557 | 8.50 | 4.75 |

| **Thermos—Cases—** | |
|---|---|
| 104 | 6.50 |
| 104Q | 9.50 |
| 114 | 10.00 |
| 114Q | 15.00 |
| 130 | 10.00 |
| 130Q | 15.00 |
| 78 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |
| **New Langdon Imp—** | |
| 72 | 23.00 |
| 73 | 24.00 |
| 74 | 25.50 |
| 75 | 27.00 |
| **Stearn's Perfection—** | |
| 20 | 4.75 |

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

BOXES—Mail—Apartment— Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

**BRACKETS—Shelf—**

| Japanned— | Pair | Copper, Brass, Nickel— | Pair |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

| BRADS—Wire— | Bulk per lb. | ½-lb. pkgs. | ¼-lb. pkgs. |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¾ to 2-inch | .20 | .20 | .15 |

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

| Push or Street | | | |
|---|---|---|---|
| Bassine, 14-in. | 1.75 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in. | 2.00 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in. | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 18-in. | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

**BRUSHES—**

| | |
|---|---|
| CASTING— | |
| Round | .80 |
| Oblong | .60 |
| Counter— | |
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |
| FLOOR— | |
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |
| **Garage—** | |
| **Fibre, 16-inch** | **2.00** |
| **Fibre, 18-inch** | **2.25** |
| **Fibre, 20-inch** | **2.50** |

| | |
|---|---|
| **Fibre, 24-inch** | **3.25** |
| **Gear—** | |
| Handles | .65 |
| **Hand or Nail** | .10 |
| **Horse—** | |
| Rice Root, 12½ lb | .75 |
| Rice Root, 13 lb. | 1.25 |
| Palmyra Fibre, 12½ lb. | .55 |
| Palmyra Fibre, 13 lb. | .95 |
| Mixed Fibre, 13 lb. | .90 |
| Ox Fibre, 3½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |
| **Kalsomine—** | |
| **7-in., single** | **2.40** |
| **8x7½ in blocks** | **6.75** |
| **Marking—(Round)—** | |
| White bristles— | |
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

**Paint—(Chinese bristles)—**

| Grade. | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

| | |
|---|---|
| **Roofing—Knotted—** | |
| **3 knots 14-lb** | **2.00** |
| **4 knots, 18 lb** | **2.50** |
| **Sash—Chisel Point—** | |
| ½x1½-in. | .20 |
| ¾x1¾-in. | .25 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |
| **Scrub—** | |
| Gray Tampico, 10" | .40 |
| Gray Tampico, 12" | .50 |
| Ox Fibre, 7" | .40 |
| Ox Fibre, 10" | .50 |
| Ox Fibre, 12" | .55 |
| White Tampico, 8" | .35 |
| White Tampico, 11" | .50 |
| White Tampico, 12" | .70 |
| **Shoe—** | |
| Dauber, wood | .20 |
| Dauber, iron | .30 |
| **Brush only, ⅞-in.** | **.35** |
| **Brush only 1¼-in.** | **.75** |
| **Combination** | **.35** |
| **Extra bristles** | **.50** |
| **Best 1¼-in. bristles** | **.85** |
| **Sink—** | |
| Ox Fibre | .15 |
| Split Bamboo | .05 |
| **Shaving—Rubber Set—** | |
| Ebonized handle | .55 |
| **Boxwood, small** | **1.00** |
| **Boxwood, medium** | **1.10** |
| **Boxwood, large** | **1.35** |
| White Bone, small | 1.00 |
| **White Bone, medium** | **1.25** |
| **Octagon Bone** | **2.00** |
| **Octag. Bone, polished** | **4.00** |
| **Stencil—** | |
| 1⅛-in., 2½-lb. | .25 |
| 1¼-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

**BRUSHES—Continued—**

| | | | |
|---|---|---|---|
| Window— | | Squeegee, 10-in. | .30 |
| Gray fibre | .75 | Squeegee, 12-in. | .35 |
| Black horsehair | .90 | Squeegee, 14-in. | .40 |
| Pope's Eye | 1.15 | Squeegee, 16-in. | .50 |

**BUCKETS—(See Galv. Ware)—**

**BURNERS**—Lamp—⅝-inch wick, 10c each; 1-inch, 15c; 1⅛-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

**BUTTS—(See Hinges)—**

**CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.**

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

**CAPS—Roofing. Per lb., 20c.**

**CARBORUNDUM—Grain, per lb., bulk, 50c.**

**CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.**

**CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.**

**CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.85.**

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 13x13 Bell | 4.75 | 3.75 |

**CHAINS—Tire.**

| Size Tire—Weeds | Pair | | |
|---|---|---|---|
| 3 x30 | 4.50 | 4½x33 | 7.25 |
| 3½x30 | 5.00 | 4½x34 | 7.50 |
| 3½x32 | 5.50 | 4½x35 | 8.00 |
| 4 x31 | 6.00 | 4½x36 | 8.00 |
| 4 x32 | 6.00 | 4½x37 | 8.75 |
| 4 x33 | 6.50 | 5 x35 | 9.00 |
| 4 x34 | 7.00 | 5 x36 | 9.00 |
| 4 x35 | 7.50 | 5 x37 | 9.75 |
| 4 x36 | 7.50 | 5½x36 | 12.00 |
| 4½x32 | 7.00 | 5½x37 | 13.00 |
| | | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

**CHAIN—New German Straight Link (Coil)—**
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
**Norway Straight Link (coil)—⅛, 35c lb.; ⅜, 35c lb.; ¾, 30c lb.**
**Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.**
**Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.**
**Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.**
**B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.**
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
**Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 35c yd.; 3, 40c yd.**
**Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.**
**Sash Chain Fasteners—12, 15c set; 100, 45c set.**

**CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.**

**CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.**

**CHOPPERS—Meat and Food—**

| Enterprise | |
|---|---|
| 5 | 4.50 |
| 10 | 7.00 |
| 12 | 6.50 |
| 22 | 11.00 |
| 32 | 14.00 |
| 501 | 2.75 |
| 602 | 3.25 |
| 703 | 4.50 |

| Universal | |
|---|---|
| 0 | 2.50 |
| 1 | 3.00 |
| 2 | 3.50 |
| 3 | 4.75 |
| 304 | 11.00 |

|Ruswin | |
|---|---|
| 0 R | 2.75 |
| 1 R | 3.25 |
| 2 R | 4.00 |
| 3 R | 5.50 |

**CHISELS—**

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ¼ | .20 | .35 | .55 | .50 | .50 |
| 5-16 | .20 | .35 | .60 | .50 | .55 |
| ⅜ | .20 | .40 | .65 | .55 | .60 |
| ½ | .25 | .45 | .75 | .65 | .75 |
| ⅝ | .35 | .55 | .85 | .70 | .85 |
| ¾ | .50 | .65 | .90 | .90 | 1.00 |
| ⅞ | .65 | .90 | ... | ... | 1.25 |
| 1 | .85 | 1.00 | ... | ... | 1.50 |

**CHURNS—Barrel—No. 0, $9.25 each; 1, $10.50; 2, $11.50; 3, $13.00; 4, $16.75; 5, $19.50.**
**Improved Cylinder—No. 1, $5.00; 2, $6.00; 3, $7.00; 4, $8.00.**
**Sturges Steel—No. 1, $9.00; 2, $11.00; 3, $13.50.**
**Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c each; 20, 90c; 30, $1.25; 40, $1.50.**
**Dazey—Tin, without Dasher—2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75; 5 gal., $2.00.**
**Dashers Only—No. 40, each 25c.**

**CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.**
Carpenters'—Opens 3 ft., pair, $10.35; 4 ft., $11.50; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common, 2½-inch, 75c each; 3-inch, 85c; 4-inch, $1.25; 5-inch, $1.75; 6-inch, $2.00; 8-inch, $3.00; 10-inch, $4.00; 12-inch, $5.00.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 15c; 33, 20c.

**CLEANERS—Window—**

| Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .40 | 16-inch | .60 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .70 | 16-inch | .75 |
| 14-inch | .55 | | | | |

**CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.**

**CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1½-in., 60c.**

**CLIPPERS—Bolt—**

| New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.50 | No. 1 | 2.75 |
| No. 2 | 7.75 | No. 2 | 3.75 |
| No. 3 | 10.00 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.85 | 14-inch | 3.00 |

**CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.**

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

**CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.**

**CLOTH, WIRE—**

| Hardware Galvanized Mesh. | Sq. ft. | Screen | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ¾ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05¾ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .13 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .14 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

**COCKS—**

| No. | | Each |
|---|---|---|
| Ball 660— | ½-inch... | 1.60 |
| | ⅝-inch... | 1.85 |
| | ¾-inch... | 2.35 |
| | 1 -inch... | 4.25 |
| | 1¼-inch... | 6.75 |
| 1285 | ½-inch... | 2.65 |
| | ⅝-inch... | 2.85 |
| | ¾-inch... | 3.65 |
| | 1 -inch... | 6.65 |
| | 1¼-inch... | 10.25 |

| No. | | Each |
|---|---|---|
| Floats 395— | 5-inch... | .55 |
| | 6-inch... | .85 |
| | 7-inch... | 1.50 |
| | 8-inch... | 2.35 |
| | 10-inch... | 4.25 |
| Gas Hose— | ⅜-inch... | .55 |
| | ½-inch... | .60 |
| | ¾-inch... | .80 |

**Service, Standard—Square or Flat Head—**

| | ¼" | ⅜" | ½" | ¾" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

**COOKERS**—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

**COOLERS**—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

**COPPER—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.**

**COPPER WARE—Rome Nickel Plated—**

| Tea Kettles. | | | |
|---|---|---|---|
| 8½ inch..... | 3.50 | 5 pints ..... | 2.75 |
| 9½ inch..... | 3.75 | 6 pints ..... | 3.00 |
| 10½ inch..... | 4.25 | Tea Pots. | |
| Coffee Pots. | | 2 pints ..... | 2.00 |
| 3 pints ..... | 2.25 | 3 pints ..... | 2.25 |
| 4 pints ..... | 2.50 | 4 pints ..... | 2.50 |
| | | 5 pints ..... | 2.75 |

**COPPERS. SOLDERING—Family—**

| | |
|---|---|
| 1 ..... | 1.65 |
| 2 ..... | 1.50 |
| Tinners— | |
| ½ pound, per pair..... | .25 |
| 1 pound, per pair..... | .40 |
| 1½ pound, per pair..... | .60 |
| 2 pound, per pair..... | .80 |
| 3 to 14 pounds..... | .75 |

**CORD**—Sash, Common—Per Hank: No. 6, $2.15; 8, $3.10; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.10; 8, $3.95; 10, $6.05; 12, $8.75.

**CORD, TINNED PICTURE—**
**No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.**

**CRAYON—Lumber, 10c; Soapstone, 5c.**

**CULTIVATORS—**
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 8N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

**CUTTERS—Pipe—Barnes, No. 1, $4.00 each; 2, $5.25; 3, $8.60; 4, $16.75; 5; $26.50.**
Saunders—No. 1, $4.75 each; 2, $6.50; 3, $11.25.
Trimo—No. 1, $4.00 each; 2, $5.25; 3, $8.60.

**DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.**

**DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.**
**Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.**

**DOLLIES—Timber—**
**No. 649, 6-inch .....$9.00 No. 650, 8-inch .....$12.50**

**DOORS—Ash Pit—**

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

**ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.**

**DOORS—Screen—**
241 Common Varn., ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.25; 3x7, $4.50.
311 Black 1⅛-in.—2-6x6-6, $4.25; 2-8, $4.50; 2-10, $4.75; 3x7, $5.00.
391 Galv.—2-8x6-8, $5.25; 2-10x6-10, $5.50; 3x7, $5.75; 3x6-8, $6.00.
525 Galv.—2-8, $6.50; 2-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
241 Common Varn.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.25; 3x7, $4.50.
276 Black 1⅛-in.—2-6, $4.00; 2-8, $4.40; 2-10, $4.65.
311 Black 1⅛-in.—2-6x6-6, $4.75; 2-8, $5.00; 2-10, $5.25; 3x7, $5.50.
391 Galv.—2-8x6-8, $6.00; 2-10x6-10, $6.25; 3x7, $6.50; 3x6-8, $6.75.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

**DRILLS—**

**Goodell-Pratt Bench Drills—**

| No. | Each |
|---|---|
| 8 ..... | 7.25 |
| 8½ ..... | 9.50 |
| 9½ ..... | 13.25 |
| 10½ ..... | 23.60 |
| 490½ ..... | 17.80 |
| 1003 ..... | 18.00 |
| 1005 ..... | 21.50 |
| 11 ..... | 22.00 |

**Goodell-Pratt Breast Drills—**

| | |
|---|---|
| 6 ..... | 5.85 |
| 07 ..... | 5.50 |
| 245 ..... | 5.00 |
| 279 ..... | 13.25 |

**Millers Falls (Breast)—**

| | |
|---|---|
| 12 ..... | 6.75 |
| 12A ..... | 6.50 |

| No. | Each |
|---|---|
| 87 ..... | 12.00 |
| 97 ..... | 12.75 |
| 118 ..... | 7.50 |

**Yankee—Millers Falls, Hand—**

| | |
|---|---|
| 1 ..... | 3.50 |
| 2 ..... | 5.25 |
| 2B ..... | 4.75 |
| 3A ..... | 4.00 |
| 5 ..... | 4.00 |
| 98 ..... | 5.75 |
| 105 ..... | 3.75 |
| 806 ..... | 5.50 |
| 843 ..... | 4.00 |
| 1980 ..... | 5.75 |

**Drill Presses—Millers Falls**

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 28 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

**Hand Drills—**

| No. | Each. | | |
|---|---|---|---|
| 4 ..... | 3.10 | 445 ..... | 7.00 |
| 4½ ..... | 3.55 | 455 ..... | 8.00 |
| 5¼ ..... | 5.00 | 545 ..... | 10.50 |
| 5½B ..... | 5.00 | 550 ..... | 10.50 |
| 49 ..... | 3.00 | 555 ..... | 13.75 |
| 52 ..... | 2.75 | 1480 ..... | 8.75 |
| 53 ..... | 3.30 | 1445 ..... | 7.00 |
| 54 ..... | 3.65 | 1455 ..... | 8.00 |
| 154 ..... | 5.00 | 1530 ..... | 6.25 |
| 259 ..... | 6.00 | 1540 ..... | 8.50 |
| 329 ..... | 3.10 | 1545 ..... | 12.00 |
| 385 ..... | 7.25 | 1550 ..... | 10.50 |
| 379 ..... | 3.30 | 1555 ..... | 13.75 |

**Chain Drills—Goodell-Pratt**

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 6.60 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

**Yankee Automatic**

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.75 |

**Yankee Chucks and Drill Points**

| No. | Set. | No. | Set. |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

**Yankee Drill Points**
Set of 8, $1.00; each 15c.

**Bits, Wood (Syracuse Pattern)**

| Thirtyseconds— | Ea. | | Ea |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

**Bit Stock Twist Drills for metal or wood—**

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ½ ..... | .90 |
| 1/8 ..... | .22 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

**Straight Shank Carbon steel, Short Set—**

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| 1/8 ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5-32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

**Straight Shank, Wire Gauge Carbon Steel—**

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | .16 | | |

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## RETAIL SELLING PRICES—Continued.

**ELECTRICAL APPLIANCES—**

Universal Goods—
Dishes, Chafing—
E921 ..... 15.75
E940 ..... 25.00
E9850 ..... 22.50
Grills—
E982 ..... 12.50
E984 ..... 15.00
Heaters, Immersion—
E970 ..... 7.00
Irons, Curling—
E9901 ..... 7.25
E99011 ..... 8.00
Irons, Pressing—
E901 ..... 9.00
E902 ..... 8.00
E905 ..... 8.00
E9023 ..... 7.25
E9035 ..... 8.00
E9051 ..... 9.00
E9081 ..... 8.50
Irons, Waffle—
E930 ..... 20.00
Pads, Heating—
E9940 ..... 18.50
Percolators—
E9025 ..... 18.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 17.00
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 12.00
Ranges, Table—
E9841 ..... 24.00
Stoves—
E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00
Toasters—
E945 ..... 9.00
E946 ..... 8.00
Urns, Coffee—
E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

Hot Point Goods—
Chafing Dishes—No. 20501, $12.00 each; 20502, $19.00; 20503, $22.00.
Coffee Percolators—No. 20610, $11.00 each; 20611, $11.00; 20620, $13.50; 20621, $13.75; 20622, $18.75; 20650, $18.75; 20651, $25.00; 20652, $28.50.
Grills—20101, $11.50 each; 20103, $15.00; 20104, $11.50.
Percolator Sets—41484, $48.75; 41486, $38.95; 41585, $46 75.
Curling Irons—112L1, $7.50; 112L2, $6.25.
Heaters—No. 30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $30.00; 30604, $42.00.
Heating Pads—50142, $8.00; 50151, $9.75:
Immersion Heaters—50201, $6.25; 50202, $7.50; 50203, $8.50.
Irons—No. 11203, $6.25; 11205, $7.25; 11206, $7.25; 11207, $9.50; 11208, $9.50; 11210, $11.00; 11212, $16.00; 11215, $17.50.
Ovenette—No. 40701, $8.50.
Stoves—No. 20301, $7.00; 20302, $7.00; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.
Toaster—No. 114T5, $8.25; 114T5½, $7.50; 115T1, $8.25.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00. Attachments, $10.00.

| **ELECTRICAL SUNDRIES—** | Each |
|---|---|
| Attachment Plugs, No. 903, Benjamin | .30 |
| No. 500, Bryant | .20 |
| Bells, 2½-inch Eclipse, Iron Box | .35 |
| 3-inch Eclipse, Iron Box | .35 |
| Buzzers, Iron Box | .75 |
| Watch Case | .75 |
| | Pair |
| Cleats, 2 and 3 wire, unglazed | .06 |
| | Each |
| Clusters, No. 92, Benjamin, 2-light | 1.15 |
| No. 93, Benjamin, 3-light | 1.75 |
| No. 94, Benjamin, 4-light | 1.75 |
| Porcelain Rings for Clusters | .10 |
| | Foot |
| Cord, No. 18, Green and Yellow Twisted Lamp | .06 |
| No. 18, Heater, Twisted | .10 |
| | Each |
| Fuses, 6, 10, 15, 20, 25, 30 amp | .10 |
| Globes, 6x8¼, R. I. Ball | .60 |
| 8x3¼ or 4, Ball | 1.25 |
| Knobs, No. 5½, solid | .03½ |
| No. 5½, split | .05 |
| Lamp Guards, Style A—16 C. P | .30 |
| Style H—16 C. P | .35 |
| Style H—32 C. P | .45 |
| Loxon, 40 watt (guard only) | .65 |
| Loxon, 60 watt (guard only) | .70 |
| Key for Loxon Guards | .10 |
| | Foot |
| Loom, 7-32 (250 feet in coil) | .10 |
| ¼ (250 feet in coil) | .11 |
| | Each |
| Receptacles, No. 226, Porcelain Cleat | .25 |
| No. 195, Freeman Key, brass | .65 |
| No. 188, Freeman Key, brass | .75 |
| Rosettes, No. 319, Cleat | .15 |
| No. 333, Concealed | .25 |
| Switches, No. 400, Common Snap | .50 |
| No. 403. Indicating Snap | .50 |
| No. 459, 3-way Snap | .85 |
| No. 4401, Single Pole Push | .60 |
| No. 4403, 3-way Push | .75 |
| No. 707, Single Pole, 1-way Baby Knife | .40 |
| No. 708, Single Pole, 2-way Baby Knife | .60 |
| No. 709, Double Pole, 1-way Baby Knife | .65 |
| No. 710, Double Pole, 2-way Baby Knife | .85 |
| Sockets, ⅛-inch and Pendant Cap Key BB | .45 |
| Pull Chain | .85 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3¼-inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | Lb. |
| Tape, Durafix Friction, ½-lb. rolls | .85 |
| Sticktite Friction, ½-lb. rolls | .85 |
| Paraweld Rubber, ½-lb. rolls | .85 |
| | Foot |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | Lb. |
| No. 18, Single Bell | .90 |
| No. 20, Twisted Bell | .90 |
| | 100 Feet |
| No. 18, Black R. C. Fixture | 1.40 |

**EMERY**—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

**FASTENERS**—Casement, common brass plated, 30c; Sash common brass plated, 15c, two for 25c.

**FAUCETS**—Cork Lined— 8-inch, each ..... $ .20
7-inch each ..... $ .15 9-inch, each ..... .25

**FIBRE WARE**—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

**FIGURES AND LETTERS (STEEL)—**

| Figures. | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.25 | .20 | | | |
| 3-16 inch | 1.50 | .25 | ⅛ inch | 3.75 | .20 |
| ¼ inch | 2.00 | .30 | 3-16 inch | 4.50 | .25 |
| 5-16 inch | 2.50 | .40 | ¼ inch | 6.00 | .30 |
| ⅜ inch | 3.00 | .60 | 5-16 inch | 7.50 | .40 |
| ½ inch | 4.50 | .85 | ⅜ inch | 9.50 | .60 |
| ⅝ inch | 19.25 | ... | ½ inch | 16.50 | .85 |
| ¾ inch | 29.00 | ... | | | |

**FILES**—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches. 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

**FIXTURES**—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

**FLASHLIGHTS**—Eveready Daylo—

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 2602 | 2604 | 2612 | 2616 | 2619 | 2627 | 2628 |
| Complete ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.35 | $1.10 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| Tubular Nos. | 2630 | 2631 | 2632 | 2633 | 2634 | 2638 | 2659 |
| Complete, ea. | $1.55 | $1.85 | $2.25 | $2.75 | $2.35 | $3.10 | $3.25 |
| Case & Bulb, ea. | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| Pocket Nos. | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| Complete, ea. | $1.25 | $1.00 | $1.35 | $1.00 | $1.25 | $1.25 | $1.50 |
| Case & Bulb, ea. | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| Tubular Battery Nos. | | | 705 | 706 | 790 | 791 | |
| Battery only, each | | | $ .50 | $ .25 | $ .35 | $ .30 | |
| Pocket Battery Nos. | 700 | 703 | 750 | 751 | 792 | 793 | |
| Battery only, each | $ .30 | $ .40 | $ .30 | $ .40 | $ .30 | $ .45 | |

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## RETAIL SELLING PRICES—Continued.

**FLASHLIGHTS—Continued—**

Kwiklites

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 5220 | 5221 | 5228 | 5229 | 5331 | 6240 | 6240B |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 6241 | 6241B | 6249 | 6249B | 6343 | 6343B | 6351 |
| Complete, ea. | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, ea. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Pocket Nos. | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
| Complete, ea. | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Nos. | 1202 | 1203 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

**FLATTERS**—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

**FORGES**—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

**FORKS**—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

**FREEZERS—Arctic—**

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 5.65 |
| 2 | 4.60 | 3 | 6.75 |
| 3 | 5.55 | 4 | 8.25 |
| 4 | 6.80 | 6 | 10.45 |
| 6 | 8.60 | 8 | 13.50 |
| 8 | 11.10 | 10 | 18.00 |
| Toy | 4.00 | 12 | 21.55 |
| White Mountain | | 15 | 25.60 |
| 1 | 4.85 | 20 | 33.20 |

**FROES**—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

**GARBAGE CANS—(See Cans)—**

**GATES—Molasses and Oil—**
Perfection—½-inch, 95c each; ¾-inch, $1.15; 1-inch, $1.35; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.50.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.
Lock Fast—½-inch, $1.15 each; ¾-inch, $1.35; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.

**GAUGES—BUTT—Stanley—**

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.25 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Enterprise, Self Measuring—No. 61, Faucet, $6.00; 97, Pump, $14.50.
Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I C, $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

**GLASS—Window—**

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting In Glass— | Per light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

**GLASSES—**

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | $ .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

**GLASSES, GAUGE—Standard—**

| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
|---|---|---|---|---|---|
| 6 | .25 | ... | ... | ... | .... |
| 8 | .25 | ... | ... | ... | .... |
| 10 | .25 | .25 | .30 | .55 | .75 |
| 12 | .25 | .30 | .35 | .60 | .90 |
| 14 | ... | .35 | .45 | .70 | 1.05 |
| 16 | ... | .40 | .50 | .85 | 1.25 |
| 18 | ... | .45 | .55 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | .... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

**GLOBES**—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

**GLUE—Dry—**

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| OX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

**Imperial Liquid—**

| Size | 1 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

**Le Page's Liquid—**

| Size | 1 Oz. | 2 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea. | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

**GOUGES—Bucks, Firmer—**

| Size, inches | ¼ | ⅜ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. | 7.75 | 8.25 | 8.75 | 9.30 | 10.10 | 11.10 |
| Sug. Ret., Ea. | 1.00 | 1.10 | 1.20 | 1.25 | 1.35 | 1.50 |
| Size, inches | | 1 | 1¼ | 1½ | 1¾ | 2 |
| List, Doz. | | 11.65 | 13.05 | 14.50 | 16.00 | 17.95 |
| Sug. Ret., Ea. | | 1.60 | 1.75 | 2.00 | 2.25 | 2.50 |

**Bucks, Turning—**

| Size, inches | ¼ | ⅜ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. | 4.45 | 4.80 | 5.30 | 5.65 | 6.45 | 7.30 |
| Sug. Ret., Ea. | .60 | .65 | .75 | .80 | .90 | 1.00 |
| Size, inches | | 1 | 1¼ | 1½ | 1¾ | 2 |
| List, Doz. | | 8.05 | 10.15 | 12.95 | 15.05 | 18.25 |
| Sug. Ret., Ea. | | 1.15 | 1.40 | 1.75 | 2.00 | 2.50 |

**P. S. & W. Firmer—**

| | | | |
|---|---|---|---|
| 160—¼ | inch..... 1.50 | 1 | inch..... 2.10 |
| ⅜ | inch..... 1.50 | 1¼ | inch..... 2.25 |
| ½ | inch..... 1.65 | 1½ | inch..... 2.50 |
| ⅝ | inch..... 1.70 | 1¾ | inch..... 2.75 |
| ¾ | inch..... 1.80 | 2 | inch..... 3.25 |
| ⅞ | inch..... 2.00 | | |

## GALVANIZED WARE

**Boilers, Coffee**

| | |
|---|---|
| 1½ quarts | .90 |
| 2 quarts | 1.10 |
| 3 quarts | 1.35 |
| 4 quarts | 1.90 |
| 6 quarts | 2.15 |
| 8 quarts | 2.60 |
| 10 quarts | 3.00 |
| 12 quarts | 3.40 |

**Boilers, Wash**

| | |
|---|---|
| 18 | 2.75 |
| 21 | 3.25 |
| 22 | 3.50 |

**Bowls, Wash**

| | |
|---|---|
| 11 inch diam. | .30 |
| 13-inch diam. | .40 |

**Buckets, Fire**

| | |
|---|---|
| 12 quarts | .90 |
| 14 quarts | 1.00 |
| 14 quarts | 1.25 |

**Buckets, Well**

| | |
|---|---|
| 10 quarts | .90 |
| 12 quarts | 1.00 |
| 14 quarts | 1.10 |

**Cans, Ash**

| | |
|---|---|
| 10 gals. | 4.80 |
| 16 gals. | 5.75 |
| 20 gals. | 6.75 |
| 23 gals. | 7.75 |

**Cans, Garbage**
5% dis. in lots 3 doz.
Smooth, Pail Handle

| | |
|---|---|
| 2 gals. | 1.15 |
| 5 gals. | 1.50 |
| 6 gals. | 1.85 |
| 8 gals. | 2.00 |
| 10 gals. | 2.50 |
| 16 gals. | 3.00 |

**Corrugated, Side Handles**

| | |
|---|---|
| 15 gals. | 6.25 |
| 16 gals. | 6.75 |
| 21 gals. | 7.25 |

**Gasoline Cans (1 P & B, 1)**

| | |
|---|---|
| 5 gals. | 3.00 |
| 1 gal. | .85 |

**(Side faucet)**

| | |
|---|---|
| 5 gals. | 2.50 |

**(Top faucet)**

| | |
|---|---|
| 5 gals. | 2.50 |

**Oil Cans**

| | |
|---|---|
| 1 gal | .70 |
| 2 gals. | 1.15 |
| 5 gals. | 2.50 |

**(Double seamed)**

| | |
|---|---|
| 5 gals. | 2.00 |

**(Side faucet)**

| | |
|---|---|
| 5 gals. | 2.50 |

**Dippers**

| | |
|---|---|
| 1 quart | .30 |

**Coal Hods**

| | |
|---|---|
| 16 inch | 1.00 |
| 17 inch | 1.20 |

**Camp Kettles**

| | |
|---|---|
| 1 gal. | .40 |
| 1½ gals. | .55 |
| 2 gals | .70 |
| 3 gals. | .90 |
| 4 gals. | 1.05 |

**Cement Pails**

| | |
|---|---|
| 14 quarts | 2.75 |

**(Puritan)**

| | |
|---|---|
| 14 quarts | 3.00 |

**Chamber Pails**

| | |
|---|---|
| 10 quarts | 1.35 |
| 12 quarts | 1.40 |

**Stock Pails**

| | |
|---|---|
| 14 quarts | 1.25 |
| 16 quarts | 1.35 |
| 18 quarts | 1.55 |
| 20 quarts | 1.75 |

**Water Pails**

| | |
|---|---|
| 8 quarts | .65 |
| 10 quarts | .75 |
| 12 quarts | .80 |
| 14 quarts | .90 |
| 16 quarts | 1.10 |

**(Extra quality)**

| | |
|---|---|
| 12 quarts | 1.25 |

**Refrigerator Pans**

| | |
|---|---|
| 12-inch | .80 |
| 14-inch | .95 |
| 16-inch | 1.15 |

**Water Pots or Sprinklers**

| | |
|---|---|
| 4 quarts | 1.10 |
| 6 quarts | 1.35 |
| 8 quarts | 1.50 |
| 10 quarts | 1.75 |
| 12 quarts | 2.00 |
| 16 quarts | 2.50 |

**Foot Tubs (oval)**

| | |
|---|---|
| 16-inch | .95 |
| 17-inch | 1.00 |
| 18-inch | 1.20 |
| 20-inch | 1.40 |
| 21-inch | 1.75 |

**Wash Tubs**

| | |
|---|---|
| 18-inch | 1.75 |
| 20-inch | 2.00 |
| 22-inch | 2.25 |
| 24-inch | 2.75 |

**(Extra heavy)**

| | |
|---|---|
| 20-inch | 3.25 |
| 22-inch | 3.35 |
| 24-inch | 3.60 |

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## RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.
GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.35; 25 lb. pails, $3.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

| Loose— | Cwt. |
|---|---|
| 15 to 40 lbs. | 6.50 |
| 40 to 200 lbs. | 6.50 |
| Over 200 lbs. | 7.00 |
| Fixtures and Axle— | |
| 15 inch | 1.25 |
| 17 inch | 1.40 |
| 19 inch | 1.50 |
| Mounted—Hand— | |
| 7 inch | 3.00 |
| 8 inch | 3.25 |
| 10 inch | 4.00 |
| 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAWS—

| Lenox, Power— | | | | | |
|---|---|---|---|---|---|
| Lgth. | Wdth. | Lt. | Heavy. | | |
| 8" | 9-16 | .90 | .... | | |
| 10" | ⅝ | 1.15 | .... | | |
| 10" | ¾ | 1.35 | 1.95 | | |
| 10" | 1 | .... | 2.45 | | |
| 12" | ⅝ | 1.35 | .... | | |
| 12" | ¾ | 1.60 | 2.35 | | |
| 12" | 1 | 2.80 | 2.95 | | |
| 14" | ⅝ | 1.70 | .... | | |
| 14" | ¾ | 1.90 | 2.75 | | |
| 14" | 1 | 2.65 | 3.50 | | |
| 16" | ¾ | 2.15 | 3.15 | | |
| 16" | 1 | 3.05 | 3.90 | | |
| 17" | ¾ | 2.30 | .... | | |
| 17" | 1 | 3.25 | 4.15 | | |

| Hand, Lenox— | | |
|---|---|---|
| Length. | Each | Doz. |
| 8-inch | .10 | .75 |
| 9-inch | .10 | .85 |
| 10-inch | .10 | 1.00 |
| 11-inch | .10 | 1.10 |
| 12-inch | .15 | 1.20 |
| Hand, Victor— | | |
| 8-inch | .10 | .85 |
| 9-inch | .10 | .95 |
| 10-inch | .15 | 1.10 |
| 12-inch | .15 | 1.25 |

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—V & B Vanadium, No. 41½, $2.75 each; Nail Hammers, No. 11½, $2.25; Ball Pein, No. 2, $2.00.

HAMMERS—Maydole Carpenter's Nail—No. 1, $2.25 each; 1½, $2.10; 2, $2.00; 11, $2.25; 11½, $2.10; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 200, $3.00, 611½, $3.15; 710, $2.75; 711, $2.25; 711½, $2.10; 712, $2.00; 811½, $2.35.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.35; 770½, $2.85; 771, $2.65; 772, $2.40; 773, $2.15; 774, $2.00; 775, $1.85; 776, $1.75; 777, $1.65; 778, $1.50.

HAMMERS—

| | |
|---|---|
| **Plumb's Carpenter's Nail—** | |
| K1 | 1.25 |
| TC 1½ | 1.25 |
| A 11 | 1.20 |
| A 11½ | 1.15 |
| A 12 | 1.10 |
| C 11½ | 1.50 |
| C 12 | 1.45 |
| P 80 | 2.25 |
| P 81 | 2.15 |
| P 82 | 2.00 |
| P 83 | 1.90 |
| P 84 | 1.80 |
| P 85 | 2.25 |
| P 86 | 2.15 |
| P 87 | 2.00 |
| **Plumb's Engineer's—** | |
| 261 | 2.00 |
| 262 | 2.10 |
| 263 | 2.35 |
| 264 | 2.40 |
| **Plumb's Machinist's Ball Pein—** | |
| 18 | .60 |
| 1370 | 1.25 |
| 1371 | 1.25 |
| 1372 | 1.25 |
| 1373 | 1.40 |
| 1374 | 1.50 |
| 1375 | 1.60 |
| 1376 | 1.75 |
| 1377 | 2.00 |
| 1379 | 2.25 |
| **Plumb's Riveting—** | |
| 220 | 1.25 |
| 221 | 1.25 |
| 222 | 1.35 |
| 223 | 1.50 |
| 251 | 1.40 |
| 252 | 1.50 |
| 253 | 1.60 |
| 254 | 1.70 |
| **Plumb's Brick—** | |
| 461 | 2.00 |
| 462 | 1.75 |
| 3154 | 1.15 |
| 3155 | 1.35 |
| **Plumb's Prospector's Pick** | |
| 470 | 2.75 |
| 471 | 2.85 |

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c.
Peavey Handles—

| | Hickory. | Maple. | | Hickory. | Maple. |
|---|---|---|---|---|---|
| 2¼x4 | 1.60 | 1.15 | 2¾x4½ | 2.15 | 1.50 |
| 2¼x4½ | 1.80 | 1.25 | 2¾x5 | 2.35 | 1.70 |
| 2½x4½ | 1.85 | 1.35 | 2¾x5½ | 2.25 | 1.75 |
| 2½x5 | 2.10 | 1.40 | 3 x5 | 2.75 | 1.90 |
| 2½x5½ | 1.85 | 1.35 | | | |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25 Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

| Flat Track— No and Brand. | Pair. |
|---|---|
| 3—Myers | 2.75 |
| 4—Myers | 2.25 |
| 25—Lanes | 1.25 |
| 34—Richards | 1.90 |
| 37-1—Richards | 1.80 |
| 38-1—Richards | 1.80 |
| 38-2—Richards | 2.10 |
| 42-3—Richards | 1.80 |
| 42-4—Richards | 2.10 |
| 42-5—Richards | 3.15 |
| 42-6—Richards | 4.10 |
| 43—Richards | 1.85 |
| 248—Richards | 1.90 |
| Round Track— | |
| 5—Wilbern | 2.75 |
| 462-2—Richards | 1.90 |
| Trolley Track— | |
| 20—Richards | 3.40 |
| 20½ B—Richards | 4.50 |
| 24-2—Richards | 3.75 |
| 27½ B 1—Richards | 6.25 |
| 120—Richards | 8.50 |
| 150—Richards | 9.75 |

HANGERS, HOUSE DOOR—

| No. or Brand | Set. |
|---|---|
| 01—Johns | 3.35 |
| 1—Johns | 6.60 |
| 5 S—Prouty | 4.85 |
| 5 D—Prouty | 9.75 |
| 011—Richards | 2.75 |
| 11—Richards | 7.50 |
| 012—Richards | 3.75 |
| 12—Richards | 13.50 |
| 015—Frisco | 3.35 |
| 15—Frisco | 6.50 |
| 0105—Lanes | 4.85 |
| 0105 A—Lanes | 4.65 |
| 0105 NT—Lanes | 3.75 |
| 105 A—Lanes | 9.45 |
| 105—Lanes | 9.75 |
| 105 NT—Lanes | 7.75 |
| 140-1—Richards, pair. | 3.50 |

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c.
10-in., 30c. 850, 8-in., doz., COA; each, 15c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.10; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—1 Plumb, $3.00; White, $3.00.
Broad—1 Plumb, $2.50; 2, $2.75; 3, $3.00; 4, $3.25; 5, $3.50; 6, $4.00.
Bench—(single or double bevel)—8 White, $2.75; 7, $2.85; 6, $3.00; 5, $3.10; 4, $3.50.
Claw—1 Plumb, $2.00; 2, $2.25; 3, $2.50.
Shingling—1 Plumb or equal, $2.00; 2, $2.25; 3, $2.35.
Half—1 Plumb or equal, $2.00.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—MOP—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 90c each; No. 015, $1.15; No. 018, $1.35; No. 020, $1.50.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 30c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-in., 45c; No. 5906, 1⅛-in., 55c; No. 5008, blued, ⅞-in., 40c.
Counter Flap—No. 9001, $1.65.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 35c; 6-in., 55c; 8-in., 85c; 10-in., $1.20; 12-in., $1.65; 14-in., $1.90.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.00; 12-in., $2.75.
Gate Hinges—No. 124, 80c; 234-254, $1.00; 274, $1.25.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges — ½-inch, 75c; ⅝-in., $1.00; ¾-inch, $1.50.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1⅛x1½, $6.00; 1½x2, $9.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Wrought Steel Butts—241D2-F, 2x2, 40c; 3x3, 50c; 4x4, 65c; 5x5, $1.20. 241SF2, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.25. 241H, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.30. 241N, 3x3, 55c; 4x4, 75c. 731½, 2x2, 40c; 3x3, 40c; 4x4, 60c; 5x5, $1.00. 733, 3x3, 50c; 4x4, 65c; 5x5, $1.25.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Light Loose Pin Butts—289D2&F, 2x2, 30c; 3x3, 50c; 289SF2, 30c; 45c; 289N, 50c; 65c.

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## RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804; 3x3, 30c; 4x4, 50c; 5x5, 60c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Galvanized Butts—No. 1334, 2½-in., 60c; 3-in., 70c; 4-in., $1.25; 5-in., $2.45.

Wrought Steel Butts—No. 838, 1¼-in., 10c; 2-in., 15c; 3-in., 20c. No. 840, 10c; 15c; 25c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 55c. 201SF2&H, 2½-in., 40c; 3-in., 45c; 3½-in., 50c. 291N, 2½-in., 45c; 3-in., 50c; 3½-in., 55c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.

Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.

Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.

Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.

Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.

Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.

Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.

Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.

Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.

Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.

Ham Boilers—No. 8, $7.15 each: No. 9, $7.75.

Waffle Irons, regular style, $2.75.

| No. | 40, steel... | .20 | .25 | .30 | .40 | .45 | .50 | .95 |
|---|---|---|---|---|---|---|---|---|

HOOKS AND EYES—(Price per dozen)—

| | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .85 | ... | .65 | ... |
| 1 | .75 | ... | .50 | ... |
| 2 | .60 | ... | .45 | ... |
| 3 | .50 | ... | .35 | ... |
| 4 or 104 | .40 | ... | .30 | ... |
| 5 or 105 | .35 | ... | .25 | .75 |
| 6 or 106 | .25 | 1.25 | .20 | .60 |
| 7 or 107 | .20 | .60 | .15 | .45 |
| 8 or 108 | .15 | .75 | .10 | .40 |
| 9 or 109 | .15 | .60 | .10 | .35 |
| 10 or 110 | .10 | .50 | .10 | .30 |
| 11 or 111 | .10 | .40 | .10 | .25 |
| 12 or 112 | .10 | .30 | .10 | .20 |
| 13 or 113 | .10 | .25 | .10 | .15 |
| 14 or 114 | .10 | .20 | .10 | .10 |

Gate Hooks and Eyes—

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel... | .30 | .25 | .30 | .40 | .45 | .50 | .90 |
| No. 1040, brass... | .85 | .90 | 1.50 | 1.50 | 1.75 | 2.00 | 4.40 |

Gross lots, 35% off list.

| Ceiling— | Ea. |
|---|---|
| 2½-inch cast iron.... | .45 |
| 2¾-inch cast iron.... | 1.50 |
| 2¾-inch, other finishes | 1.60 |
| Cast, coppered..... | .40 |
| Wire, coppered..... | .30 |
| Wire, Japanned..... | .30 |
| Wire, tinned ..... | .35 |
| Wire, nickel plated... | .45 |
| Wire, brass plated.... | .45 |
| **Coat and Hat—** | **Ea.** |
| Double, cast, heavy... | .60 |
| Single, cast ..... | .40 |
| Medium, cast ..... | .90 |
| Heavy, cast ..... | 1.25 |
| Cast, nickel plated... | 1.25 |
| Cast, copper finish... | .95 |
| Cast, brass finish.... | 1.00 |
| Cast bronze, all fin... | 4.75 |
| Porcelain, solid..... | 2.00 |
| Wire, Japanned ..... | .20 |
| Wire, tinned ..... | .25 |
| Wire, nickel plated... | .35 |
| **Clothes Line—** | **Ea.** |
| Malleable iron, Jap... | .10 |
| Malleable iron, Galv.. | 15 |
| **Grass—** | **Ea.** |
| 14-in., 16-in., 18-in... | .05 |
| Bronzed ..... | .65 |
| 12-in. enameled, green | .60 |
| 12-in, enameled, black | .75 |
| Finest quality steel.. | .90 |
| Forged tool steel..... | .60 |
| **Hammock—** | **Ea.** |
| To screw ..... | .15 |
| With plate ..... | .15 |
| **Hay Fork—** | **Ea.** |
| ⅝-inch pl. wr'ght steel | .30 |
| ¾-inch pl. wr'ght steel | .45 |
| ¼-inch galvanized ... | .15 |
| ⅜-inch galvanized ... | .15 |
| 7-16-inch galvanized.. | .20 |
| ½-inch galvanized ... | .25 |

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.

Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON—Bars, Small Lots (Cutting Extra).

| | | |
|---|---|---|
| Common Bar ..... | .06 lb. | Base |
| Angle Iron, ⅛-inch..... | .10 | |
| Angle Iron, 3-16-inch..... | .08 | |
| Angle Iron, ¼-inch and heavier..... | .07¾ | |
| Rd., sq. and sq. twisted— | | |
| ¼-inch and smaller ..... | 7.50 | Base |
| 5-16 inch ..... | 7.00 | |
| ⅜ to 2¾-inch ..... | 6.50 | |
| 3-inch and larger ..... | 7.50 | |
| Flats, all sizes ..... | 6.50 | |

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single..... | 1.05 |
| 1⅝-inch—Block ..... | .55 | 1¾-inch Double..... | 1.25 |
| 1¾-inch Single..... | .80 | 2-inch Double..... | 1.45 |
| 2-inch Single ..... | .85 | 2⅛-inch Double..... | 1.55 |
| 2⅛-inch Single ..... | .90 | 2⅜-inch Double..... | 1.65 |
| 2⅜-inch Single ..... | 1.00 | 2⅝-inch Double..... | 1.70 |

IRONS—Sad. Common, 25c lb.

Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

KITS—Lunch—

Thermos—391-395, $3.75; 392-396, $4.00· 393-397, $4.25; 394-398, $5.00.

Universal—310, $4.25; 410, $4.50; 510, $5.00; 320, $4.75; 4070, $6.00; 3070, $4.00.

KNIFE—Corn—

Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—

Iron handled, set, $1.75.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—

Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut

| | | | |
|---|---|---|---|
| Size ¼, per ft..... | .04 | 2, coil ..... | .70 |
| Size 5-16, per ft.... | .04½ | 3, coil ..... | .80 |
| Size ⅜, per ft..... | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft..... | .07½ | | |
| Size ⅝, per ft..... | .09 | **Hooks** | **Doz.** |
| Size ¾, per ft..... | .10½ | 10 ..... | .05 |
| **Wire** | | 8, 9, 10 ..... | .05 |
| 0 and 1, coil..... | .60 | 6, 7 ..... | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

| Hot Blast Lanterns | |
|---|---|
| Little Star Tin Lanterns | .90 |
| Hy-Lo Tin Lanterns.. | .90 |
| Victor Tin Lanterns.. | .95 |
| Monarch Tin Lanterns | .95 |
| O. K. Tin Lanterns.. | .100 |
| No. 2 Royal Tin Lants. | 1.10 |
| **Cold Blast Lanterns** | |
| Junior Tin Lanterns.. | 1.00 |
| Junior Brass Lanterns | 1.75 |
| Junior Brass Nickel-plated Lanterns.... | 2.00 |
| No. 2 Crescent Tin Lanterns ..... | 1.35 |
| No. 2 Blizzard Tin Lanterns ..... | 1.45 |
| Same, Brass Fount and Top ..... | 2.00 |
| No. 2 Large Fount Blizzard Lanterns ..... | 1.65 |
| Little Wizard Tin Lanterns ..... | 1.10 |
| No. 2 Wizard Tin Lanterns ..... | 1.45 |
| Same, Brass Fount and Top ..... | 2.00 |
| No. 2 Large Fount Wizard Lanterns..... | 1.65 |
| Same, Brass Fount and Top ..... | 2.10 |
| Dash and Wagon Lanterns | |
| Buckeye Dash Lant'ns | 1.25 |

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## RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.25
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish ..... 4.75
Same, Nickel-plated on Tin ..... 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 3.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ..$24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 17c lb.; Sheet (full), 25c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 84, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.
LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 40c; 75 foot 20 gauge, 55c; 100 foot 20 gauge, 65c; 50 foot 18 gauge, 60c; 75 foot, 18 gauge, 75c; 100 foot 18 gauge, 90c.
Wire, Solid—100 foot, 9 gauge, 80c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.
MANILA ROPE—3-16-inch to ⅛-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.25; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—

| | Each. |
|---|---|
| Short Cutter, Standard, 5⅛ lbs | 1.75 |
| Long Cutter, Standard, 6 lbs | 1.75 |
| Pick, Standard, 6 lb | 1.75 |
| Handled, D E 3 | 1.00 |
| Handled, C E 3½ | 1.65 |
| Handled S Q 3½ | 1.25 |

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.25; 18-lb., $2.75; 20-lb., $3.00.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior .....42.00
Medium .....48.00
Senior .....65.00
Force Feed .....80.00

MOPS—Handled—

| Brown Daisy | | O-Cedar | | Cotton | |
|---|---|---|---|---|---|
| 6 | 1.00 | 4 | 1.00 | 120 | .80 |
| 8 | 1.15 | 8 | 1.50 | 140 | .90 |
| 7BD | 1.25 | 10B | 1.25 | 180 | 1.00 |
| 9BD | 1.50 | 11B | 1.35 | 220 | 1.25 |

MOP STICKS—No. 2, 25c each: No. 7, 35c each; No. 13, 35c each; No. 70 or Janitor's, 75c each.

MOWERS—Lawn
Great American—
15-inch ..... 24.00
17-inch ..... 26.00
19-inch ..... 29.00
21-inch ..... 32.00
Common—
12-inch ..... 9.00
14-inch ..... 9.50
16-inch ..... 10.00
Pennsylvania—
14-inch ..... 22.00
16-inch ..... 25.00
17-inch ..... 36.00
19-inch ..... 40.00
21-inch ..... 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.18; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch, 20-gauge—List Roll,12 in., $3.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch ..... 1.35
6-inch ..... 1.50
7-inch ..... 1.85
8-inch ..... 2.15
Nettleton's—
6-inch ..... 2.00
8-inch ..... 2.25
10-inch ..... 2.50
12-inch ..... 2.75
14-inch ..... 3.35
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Common, 5-inch..... 1.50
Common, 6-inch..... 1.75
Jeweler's, 3½-inch... 1.90
Jeweler's, 4½-inch... 2.10

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 40c; ⅜, 50c; 7-16, 70c; ½, 80c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 15c each; 8-oz., can, 25c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ ..... 2.25
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .30 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. |
|---|---|
| 012 | 5.25 |
| 055 | 5.75 |
| 0200 | 5.25 |
| 450 | 5.50 |
| Perfection— | |
| 121 G | 6.25 |
| Pinney & Boyle— | |
| 13 | 3.25 |
| 17 | 4.00 |
| 550 | 5.50 |
| 700 | 5.50 |
| 750 | 6.50 |
| 755 | 6.75 |
| 17 G | 3.75 |
| 122 G | 7.50 |
| 33 | 3.50 |
| 37 | 4.15 |
| 37 G | 4.25 |

PACKING—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.75.

**PADS—Sweat—No. 68 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.**

**PADLOCKS—Corbin—**

| No. | Each. |
|---|---|
| 958 | .35 |
| 2802¼ | .45 |
| 2822¼ | .65 |
| 2869 | 1.25 |
| 2879 | 2.10 |
| 2880 | 2.35 |
| 2881 | 3.00 |
| 2883 | 4.50 |
| Miller— | |
| 1 | 1.85 |
| 016 | .35 |
| 18 | .40 |
| 18 D | .40 |
| 19 | .40 |
| 21 | .50 |
| 75 | .55 |
| 76 | .85 |
| 78 | 1.00 |
| 96 | .55 |
| 96O | .75 |
| 121 | .55 |
| 5441 | 1.15 |
| Slaymaker— | |
| 1902 | .75 |
| 1903 | .60 |
| 9902 | .85 |
| 9902 N C | .75 |
| 21090 | 1.00 |
| Yale— | |
| 223 | 1.00 |
| 225 | 1.40 |
| 453 J | .45 |
| 453 X | .45 |
| 563 | 1.85 |
| 565 | 2.25 |
| 585 | 2.50 |
| 635 | 2.25 |
| 645 J | .80 |
| 803 | 2.50 |
| 805 | 2.50 |
| 805½ | 3.00 |
| 813 | 2.75 |
| 815 | 2.50 |
| 823 | 3.00 |
| 833 | 3.50 |
| 843 | 4.00 |
| 853 | 4.50 |
| 8454 | 3.50 |

**PAINT SUNDRIES—**

| | |
|---|---|
| **Alcohol—(Denatured)—** | |
| 1 gallon | 2.10 |
| 5 gallon | 1.80 |
| **Alum—** | |
| Pwd, less than 100 lbs, lb. | .17 |
| **Benzine—** | |
| New cans, casd, gal | .60 |
| Old cans, uncsd, gal. | .40 |
| **Coal Tar—** | |
| 5-Gal. ....Gal. | .50 |
| 1-Gal ....Gal. | .65 |
| **Creosote—** | |
| Gal. | .85 |
| **Distillate—** | |
| Light, gal | .40 |
| **Glue—** | Lb. |
| No. 2 Gelatine | .50 |
| Chicago White | .50 |
| **Kalsomine, White—** | |
| Bbls, 280 lbs | .08 |
| Kegs, 100 lbs | .09 |
| 4 25-lb. pkgs. bulk | .09½ |
| 25 lbs., bulk | .09½ |
| Less 25 lbs. | .11 |
| 100 lbs. 5-lb. pkgs | .10 |
| Less 100 lbs. pkgs | .11 |
| **Lamp Black—Bear Brand—** | |
| 1-S, lb. pkg. | .45 |
| ½-S | .30 |
| ¼-S | .20 |
| **Linseed Oil, Boiled—** | |
| 5's ....Gal. | 2.25 |
| 1's ....Gal. | 2.50 |
| ½'s ....½-Gal. | 1.35 |
| ¼'s ....Qt. | .75 |
| ⅛'s ....Pt. | .40 |

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

| Oil— | Gal. |
|---|---|
| Floor | .75 |
| Gloss | 1.50 |
| Lard, No. 1 | 1.80 |
| Lin-O-Oil | .90 |
| Neatsfoot No. 1 | 2.40 |
| Neutral | .60 |
| Paraffine | .70 |
| **Paint, Dry Colors—** | |
| Umber | .11 |
| Chrome Green, Med | .20 |
| Graphite | .06 |
| Princess Metallic | .06 |
| Sienna | .11 |
| Venetian Red | .05 |
| Yellow Ochre | .05 |
| **Painters' Petroleum—** | |
| 1-Gal. ....Gal. | .40 |
| **Paints, Ready Mixed—1st grade, white—** | |
| Gals. ....Gal. | 4.40 |
| ½-gals. ....½-Gal. | 2.30 |
| Quarts ....Qt. | 1.25 |
| Pints ....Pt. | .70 |
| ½-pints ....½-Pt. | .40 |
| **1st Grade, Colors—** | |
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |
| Pints ....Pt. | .65 |
| ½-pints ....½-Pt. | .35 |
| **2d Grade, White or Colors—** | |
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |
| **Inside Floor—** | |
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |
| **Porch—** | |
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |
| **Plaster Paris—** | |
| Less sack, lb. | .08 |
| **Putty, Bladder—** | |
| Less than 100 lbs. | .07½ |
| **Putty, Bulk—** | Lb. |
| 1-lb. Cans | .15 |
| 2-lb. Cans | .12½ |
| 3-lb. Cans | .09½ |
| 5-lb. Cans | .09 |
| 10-lb. Cans | .08½ |
| 25-lb. Cans | .08 |
| 85 lb. Cans | .06½ |
| **Rosin—** | |
| Lb. | .14 |
| **Tints, Kalsomine—** | Lb. |
| Barrels, 280 lbs. | .09 |
| Kegs, 100 lbs. | .10 |
| 100-lb. bulk | .11 |
| 25-lb. bulk | .10½ |
| Less 25 lbs. | .12 |
| 100 lbs. 5-lb. pkgs. | .09½ |
| Less 100 lbs. 5-lb. pkgs. | .10 |
| **Turpentine—** | |
| 5's ....Gal. | 2.35 |
| 1's ....Gal. | 2.50 |
| ½'s ....½-Gal. | 1.35 |
| ¼'s ....Qt. | .75 |
| ⅛'s ....Pt. | .40 |

**Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.**

**PANS—Acme Frying—**

| | |
|---|---|
| No. 00, each | .20 |
| No. 0, each | .30 |
| No. 1, each | .35 |
| No. 2, each | .40 |
| No. 3, each | .45 |
| No. 4, each | .50 |
| No. 5, each | .60 |
| No. 6, each | .75 |
| No. 7, each | .85 |

**PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.**

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 4.25 | 3.25 |
| No. 1-1000 | 8.00 | 6.25 |
| No. 2-500 | 6.25 | 4.25 |
| No. 2-1000 | 12.00 | 8.35 |
| No. 3-500 | 9.00 | 6.80 |
| No. 3-1000 | 16.50 | 13.40 |

Red Resin—17-lb., $1.60; 20-lb., $1.85; 25-lb., $2.35; 30-lb., $2.75.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.**

**INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.**

| ROOFING— | |
|---|---|
| Standard or Cronolite | |
| 1 ply square | 3.00 |
| 2 ply square | 3.75 |
| 3 ply square | 4.50 |
| Malthoid or Rubberoid Rooing— | |
| 1 ply | 3.75 |
| 2 ply | 4.75 |
| 3 ply | 5.75 |
| Malthoid Junior | 4.00 |
| Roofing Cement— Preservative | |
| Bbls., per gal. | .90 |
| 5 Gal., per gal. | 1.25 |
| 1 Gal., per gal. | 1.35 |
| Pint | .30 |

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum | .80 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B. & A. | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite | .80 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

SHEATHING — Red or gray — 20-lb., $1.85 per roll; 25-lb., $2.25; 30-lb., $2.75.

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 | 3.40 | 4.75 | 2¾x4½ | 3.85 | 4.60 |
| 2¼x4½ | 3.65 | 4.85 | 2¾x5 | 4.00 | 4.65 |
| 2½x4½ | 3.75 | 5.00 | 3 x5 | 4.25 | 5.25 |
| 2½x5 | 3.85 | 5.00 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.50 | 74 | 6.75 |
| 46 | 6.00 | 76 | 7.50 |
| 48 | 6.50 | 79 | 8.25 |
| 52 | 5.50 | 714 | 9.00 |
| 54 | 6.00 | 464 | 7.00 |
| 56 | 6.50 | 466 | 7.75 |
| 58 | 7.25 | 469 | 8.50 |
| 64 | 6.25 | 474 | 7.50 |
| 66 | 7.00 | 476 | 8.25 |
| 69 | 7.75 | 479 | 9.00 |
| 614 | 8.50 | | |

**Percolator Tops, 10c each.**

**PICKS—Drifting, 3-lb. $1.35 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.**
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75
Contractors—8-9 lbs., $2.25.

**PINS—Clothes—C—Common, 5c dos.; US—Spring, 15c; H—** Hoyt's Spring, 10c.

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## RETAIL SELLING PRICES—Continued.

PIPE—

| | Standard Black Cut Length Pr. Ft. | Full Length Pr. 100 | Galvanized Cut Length Pr. Ft. | Full Length Pr. 100 | Cutting and Threading Cuts | Threads Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .06 | 5.25 | .08 | 7.75 | .03⅓ | .072 |
| ¼-inch | .07 | 5.70 | .09 | 8.50 | .03⅓ | .072 |
| ⅜-inch | .07 | 5.70 | .09 | 8.50 | .03⅓ | .072 |
| ½-inch | .09 | 7.50 | .11 | 10.00 | .03⅓ | .072 |
| ¾-inch | .11 | 9.75 | .14 | 12.50 | .03⅓ | .072 |
| 1 -inch | .16 | 14.20 | .20 | 18.75 | .03⅓ | .072 |
| 1¼-inch | .22 | 19.20 | .27 | 25.20 | .04¾ | .09½ |
| 1½-inch | .27 | 23.00 | .35 | 30.00 | .06 | .12 |
| 2 -inch | .35 | 30.80 | .45 | 40.40 | .08½ | .16¾ |

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.

Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, Full Joints—3-inch, 40c joint; 4-inch 40c; 5-inch, 40c; 6-inch, 45c; 7-inch, 45c; 8-inch, Japan, 40c; 4-inch, Japan, 45c; 5-inch, Japan, 45c; 8-inch, Galvanized, 40c; 4-inch, Galvanized, 45c; 5-inch, Galvanized, 55c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price, each.

| | ⅛ Blk. | ⅛ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Caps | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Couplings | .10 | .15 | .10 | .15 | .10 | .15 | .15 | .20 |
| Crosses | .15 | .20 | .15 | .20 | .25 | .40 | .35 | .55 |
| Elbows, 90 degree | .10 | .15 | .10 | .15 | .10 | .15 | .10 | .15 |
| Elbows, 45 degree | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Elbows, Reducing | .15 | .20 | .15 | .20 | .15 | .20 | .20 | .30 |
| Elbows, Street | .10 | .15 | .10 | .15 | .15 | .20 | .25 | .35 |
| Floor Flanges | .20 | .40 | .20 | .40 | .25 | .50 | .25 | .50 |
| Lock Nuts | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| *Reducers | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Return Bends Close | .20 | .30 | .20 | .30 | .25 | .35 | .30 | .45 |
| Tees | .15 | .20 | .15 | .20 | .15 | .25 | .15 | .25 |
| Unions | .25 | .35 | .25 | .35 | .25 | .40 | .30 | .45 |

| | 1 Blk. | 1 Gal. | 1¼ Blk. | 1¼ Gal. | 1½ Blk. | 1½ Gal. | 2 Blk. | 2 Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .15 | .10 | .20 | .15 | .25 | .20 | .40 |
| Caps | .20 | .25 | .25 | .40 | .30 | .45 | .45 | .75 |
| Couplings | .20 | .30 | .25 | .40 | .30 | .50 | .45 | .60 |
| Crosses | .55 | .85 | .60 | 1.00 | .75 | 1.35 | 1.20 | 2.10 |
| Elbows, 90 degree | .20 | .30 | .30 | .45 | .35 | .60 | .60 | 1.00 |
| Elbows, 45 degree | .25 | .40 | .50 | .75 | .55 | .80 | .80 | 1.20 |
| Elbows, Reducing | .25 | .35 | .35 | .60 | .45 | .70 | .80 | 1.30 |
| Elbows, Street | .25 | .40 | .35 | .60 | .40 | .70 | .80 | 1.30 |
| Floor Flanges | .30 | .55 | .35 | .70 | .40 | .85 | .60 | 1.25 |
| Lock Nuts | .15 | .25 | .25 | .35 | .25 | .35 | .30 | .55 |
| Plugs | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| *Reducers | .25 | .35 | .25 | .45 | .30 | .50 | .55 | .90 |
| Return Bends Close | .55 | .85 | .75 | 1.25 | .95 | 1.50 | 1.35 | 2.40 |
| Tees | .20 | .35 | .35 | .60 | .50 | .80 | .80 | 1.40 |
| Unions | .40 | .55 | .50 | .80 | .65 | 1.00 | .85 | 1.30 |

NIPPLES—

| | ⅛ Blk. | ⅛ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 4-inch Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 5-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| 6-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| Close | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| Long | .10 | .15 | .15 | .25 | .20 | .30 | .30 | .45 |
| 4-inch Long | .10 | .15 | .15 | .20 | .20 | .35 | .25 | .45 |
| 6-inch Long | .12 | .25 | .20 | .30 | .20 | .35 | .25 | .45 |
| 6-inch Long | .15 | .25 | .20 | .35 | .25 | .45 | .35 | .50 |

FITTINGS—From 2½ to 4-inch—Black only.

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Bushings | .30 | .40 | .55 | .70 |
| Caps | .65 | .95 | 1.15 | 1.60 |
| Couplings | .60 | .90 | 1.20 | 1.50 |
| Crosses | 1.90 | 3.15 | 3.45 | 6.00 |
| Elbows, 90 degree | 1.05 | 1.60 | 2.10 | 3.40 |
| Elbows, 45 degree | 1.10 | 1.50 | 2.10 | 3.00 |
| Plugs | .25 | .35 | .50 | .55 |
| *Reducers | .85 | 1.25 | .... | 2.10 |
| Tees | 1.25 | 1.95 | 2.50 | 3.95 |
| Unions | 1.75 | 2.35 | 4.10 | 4.90 |

NIPPLES—

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Close | .35 | .40 | .60 | .75 |
| 5-inch Long | .50 | .60 | .90 | 1.00 |
| 6-inch Long | .60 | .70 | .90 | 1.00 |
| 8-inch Long | .80 | 1.00 | .... | 1.40 |
| 10-inch Long | .75 | 1.20 | .... | 1.70 |

*Reducers 1-inch and larger reducing to ⅛-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 8, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, 4.15; 18, $4.00; 19, 4.15.

Block, Stanley—No. 60, $3.65 each; 60½, $3.35; 61, $3.25; 65, $4.25; 100, 80c; 101, 65c; 102, $1.25; 103, $1.65; 110, $1.65; 120, $2.35; 130, $2.40; 131, $3.85; 203, $2.00; 220, $2.40.

Iron, Bailey—No. 2, $5.35 each; 3, $5.60; 4, $6.15; 4½, $7.00; 5, $7.00; 5½, $8.00; 6, $9.10; 7, $10.50, 8, $12.50; 2C, $5.75; 3C, $6.00; 4C, $6.65; 4½C, 7.65; 5C, $7.65; 5½C, $8.60; 6C, $9.75; 7C, $11.25; 8C, $13.25.

Iron, Stanley—No. 602, $6.15 each; 603, $6.65; 604, $7.25; 604½, $8.40; 605, $8.40; 605½, $9.00; 606, $10.50; 607, $12.00; 608, $14.25; 602C, $5.50; 603C, $7.00; 604C, $7.75; 604½C, $9.00; 605C, $9.00; 605½C, $9.75; 606C, $11.50; 607C, $13.00; 608C, $15.75.

All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.

Wood Bottom, Bailey—No. 22, $4.00 each; 23, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—

Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75; 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $2.75. No. 301 or 312, 5-inch, $3.00; 6, $3.25; 7, $3.50; 8, $4.25; 9, $5.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37C, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 18, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $3.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 35c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 30 | .85 |
| 5-inch | .75 | No. 31 | .95 |
| 6-inch | .85 | | |

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.

Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.75.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.50; 01, Black Eagle, 45c; 95 Black Eagle, $1.75; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 20c; 1, Rising Sun, 15.

POTS—Fire.

Gasoline, C & L.

| | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22.75 | 10 Quart | 1.75 |
| 21 | 19.25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22.75 | Tin— | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.25 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.75; 2, $5.25; 3, $6.00; 4, $7.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RAIL (HOUSE DOOR)—Prouty—
No. 5 ..... foot, $ .18

Richards-Wilcox

9 ..... foot, $ .15 | 16, 019 ..... foot, $ .45
132, 0132 ..... .60 | 150 ..... .18

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

| No. | | No. | |
|---|---|---|---|
| | Eveready | | |
| 700, each | $1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 3.00 | | |
| | Gem | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| | Enders | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| | Durham Domino | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| | Gillette | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B Blades, pkg. | .50 |
| 12 X B Blades, pkg | 1.00 | | |
| | Auto Strop | | |
| 1, set | 5.00 | 3541, set | 5.00 |
| 15, set | 6.00 | 600 B Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

| Colts, Model | Each. | | Each. |
|---|---|---|---|
| Police Positive | 34.00 | 304 B | 17.25 |
| Police Positive Special | 35.50 | 323 B | 17.00 |
| Police Positive Target | 36.00 | 324 | 17.00 |
| Army Special | 38.00 | 324 B | 17.25 |
| New Service | 39.00 | 343, 353 | 17.75 |
| Single Action | 36.75 | 343 B, 353 B | 18.00 |
| Harrington & Richardson | | 344, 354 | 18.00 |
| 203, 223 | 11.50 | 344 B, 354 B | 18.50 |
| 203 B, 223 B | 12.00 | 364 B | 19.25 |
| 204, 224 | 12.00 | 365 B | 19.50 |
| 204 B, 224 B | 12.50 | | |
| 263, 273 | 12.50 | Smith & Wesson— | |
| 263 B, 273 B | 12.75 | | |
| 264, 274 | 12.75 | 1905 Military, Police | 34.50 |
| 264 B, 274 B | 13.00 | Regulation Police | 32.50 |
| Iver Johnson— | | 1903 Hand Ejector | 30.50 |
| 300, 302, 323 | 16.50 | 38 S. & W. Perfected | 30.50 |
| 300 B, 303 B | 16.75 | 1908 Military | 35.00 |
| 304 | 16.75 | 1911 Target | 35.00 |
| | | New Departure 38 | 30.50 |

RIFLES—No. and Model—

| Daisy Air— | Each | | |
|---|---|---|---|
| 25 | 5.25 | Marlin— | |
| 40 | 5.25 | 20 TD—Octagon Brl. | 18.50 |
| 3 | 3.00 | 27 TD—Round Brl. | 21.80 |
| 30 | 2.85 | TD—Octagon Barrel. | 24.55 |
| 11 | 2.35 | 29 TD—Round Brl. | 15.60 |
| 12 | 2.00 | 1897 TD—Round Brl. | 22.75 |
| King Air— | | TD—Octagon Barrel. | 24.80 |
| 4 | 2.25 | Remington— | |
| 5 | 2.65 | 4 TD—Octagon Brl. | 15.00 |
| 21 | 1.35 | 6 TD—Round Brl. | 10.00 |
| 22 | 1.50 | 8 A TD Round Brl. | 21.25 |
| | | 12 TD—Round Brl. | 19.40 |
| TD—Octagon Brl. | 27.50 | TD—Round Brl | 56.75 |
| 14 A TD—Standard. | 56.00 | 1890 TD—Oct. Fancy | 57.50 |
| TD—Carbine | 56.00 | TD—Oct. Plain. | 30.00 |
| 16 A TD—Standard. | 42.50 | 1892 SF—Round Brl. | 37.50 |
| Savage— | | SF—Oct. Brl. | 33.50 |
| 1899 250-3000 | 61.50 | TD—Oct. Brl. | 45.75 |
| 1899 TD, Feath'wt. | 56.50 | SF—Carbine | 32.00 |
| 1899 SF | 46.00 | 1894 SF—Round Brl. | 35.00 |
| 1904 TD, Single shot | 9.75 | SF—Oct. Brl. | 42.00 |
| 1914 TD, Hammerless | 28.50 | SF—Carbine | 35.50 |
| Stevens— | | TD—Oct. Brl. | 54.50 |
| Little Scout | 5.75 | 1895 SF | 47.00 |
| Crack Shot | 7.25 | 1895—Govt. Model. | 50.50 |
| Marksman | 9.50 | 1895 TD | 59.25 |
| Favorite | 11.00 | 1902 TD—.22 | 10.00 |
| 70 TD, .22 | 17.25 | 1903 TD—Plain | 42.50 |
| 1919, .22 | 28.50 | TD—Fancy | 69.00 |
| Winchester— | | 1904—TD—.22 | 10.00 |
| 1886 SF—Round Brl. | 48.00 | 1906 TD | 27.50 |
| | | 1907 TD | 58.00 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.
Copper—With Burrs—

| Size. | ½ Lbs. | Lbs. | Size. | ½-Lbs. | Lbs. |
|---|---|---|---|---|---|
| 7—St'r Lgths | .50 | .75 | 7—Asst. | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .50 | .85 |
| 10 " | .50 | .85 | 10 " | .50 | .90 |
| 12 " | .50 | .90 | 12 " | .50 | .95 |

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 30c lb. Tinned. 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.10; ¼ to 5-16, $1.10 lb.; ⅜ to ¾, $1.10; ⅞ to 1, $1.15.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (68), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (38½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.
Aluminoid, Zig Zag—4 ft., $1.75; 5 ft., $2.00; 6 ft., $2.25.

SAWS—One Man—Cross-cut—

| | Disston | Chinook | Chinook |
|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 | .... |
| 3½ ft. | 4.60 | 6 ft. | 8.65 | 12.80 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 | 14.40 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 | 16.00 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 | 17.60 |

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

| 12 Disston or 69 Atkins. | | No. 7 Disston | |
|---|---|---|---|
| 20 inch | 4.15 | 18 inch | 2.50 |
| 22 inch | 4.65 | 20 inch | 2.65 |
| 24 inch | 5.00 | 22 inch | 2.85 |
| 26 inch | 5.25 | 24 inch | 3.10 |
| 28 inch | 5.75 | 26 inch | 3.30 |
| 30 inch | 6.00 | 28 inch | 3.75 |
| D8 Disston, or 51 Atkins | | No. 120 Disston | |
| 18 inch | 3.00 | 26 inch | 5.75 |
| 20 inch | 3.25 | 28 inch | 6.00 |
| 22 inch | 3.65 | No. 112 Disston— | |
| 24 inch | 3.85 | 26 inch | 4.15 |
| 26 inch | 4.00 | 28 inch | 4.50 |
| 28 inch | 4.65 | D100 or D20 Disston— | |
| 30 inch | 5.00 | 26 inch | 4.00 |
| | | 28 inch | 4.40 |

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

| Back | | Compass No. 2 | |
|---|---|---|---|
| 12-inch | 2.50 | 12-inch | .85 |
| 14-inch | 2.85 | 14-inch | .90 |
| 16-inch | 3.25 | 16-inch | .95 |
| 22 inch | 4.00 | Kitchen No. 2 | |
| 24 inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| Butcher No. 10 | | Mitre | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

Nest, Complete
No. 8..... 2.50

Pruning
No. 50 California, 12 in. 1.85

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

Buck—
Com Sgl Brace V tooth.....$1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com. Dbl Brace V tooth..... 2.75
No. 150 Special ..... 1.95

**SAW CLAMPS**—No. 3, $2.00; 0, $1.85. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

**SAW SETS—**

201 G. & P..... 1.05
Spec. Morrill ..... 2.00
105 Morrill ..... .60
1 Morrill ..... 1.85
10 ..... 1.20
77 ..... 1.00

X Cut—
Morrill No. 3..... 1.85
Baker No. 3..... 2.25
Colonial ..... 1.85
7 Taintor ..... 1.75
28 Triumph ..... 1.65
Hammer ..... .85
Lever ..... .25

**SAW TOOLS—**

Clipper Outfit ..... .80
Morrill's Raker Gauge—
No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50
Atkins Raker Swage.. .40
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns .70
Morin No. 2..... 4.00

Morin No. 2½..... 4.60
Morin No. 3..... 2.00
Setting Tool Disston—
No. 100..... .80
No. 4 Setting Blocks—
No. 4 Blocks, Morin.. 2.00
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex ..... 1.00
Atkins, Excelsior..... .85

**SCALES**—Family, testing without scoop, $3.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50, 30c each; 51, 55c; family, $5.75; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.85; 54½, $1.30; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 578, $1.85; 578¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 778, $1.45; 778½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—No. 2, $2.40 each; 3, $2.50; 4, $2.60; 5, $2.75; 6, $2.85; 7, $2.90; 8, $3.00; 9, $3.10; 10, $3.25.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.10; 24x33, $1.25; 24x37, $1.35; 30x37, $1.65.

**SCREWS—Cap and Set—**
Machine—Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .80 | .85 | .40 | .45 | ... |
| 4 | .35 | .40 | .45 | .50 | .60 |
| 6 | .45 | .50 | .55 | .60 | .75 |
| 8 | .65 | .75 | .85 | .90 | 1.10 |
| 10 | .90 | 1.05 | 1.20 | 1.40 | 1.70 |
| 12 | 1.20 | 1.40 | 1.55 | 1.70 | 2.00 |
| 14 | 1.50 | 1.75 | 2.00 | 2.30 | 2.75 |
| 16 | 2.40 | 2.65 | 2.90 | 3.15 | 3.65 |
| 18 | 3.00 | 3.40 | 3.70 | 4.00 | 4.75 |
| 20 | 3.80 | 4.15 | 4.55 | 5.00 | 5.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in |
|---|---|---|---|---|
| 4 | .75 | .90 | 1.15 | 1.40 |
| 6 | 1.00 | 1.25 | 1.55 | 1.90 |
| 8 | 1.35 | 1.55 | 1.90 | 2.25 |
| 10 | 2.00 | 2.20 | 2.50 | 2.85 |
| 12 | 2.35 | 2.70 | 3.10 | 3.50 |
| 14 | 3.10 | 3.45 | 3.85 | 4.25 |
| 16 | 4.00 | 4.55 | 5.15 | 5.75 |
| 18 | 5.20 | 5.70 | 6.35 | 7.10 |
| 20 | 6.60 | 7.45 | 8.25 | 9.00 |

Iron, Flat or Round Head—

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .30 | .35 | .40 | .45 |
| 8 | .35 | .40 | .40 | .45 | .55 |
| 10 | .55 | .55 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .80 |
| 14 | .75 | .75 | .80 | .85 | 1.00 |
| 16 | ... | .95 | 1.00 | 1.05 | 1.20 |
| 18 | ... | ... | 1.35 | 1.45 | 1.60 |
| 20 | ... | ... | ... | 1.75 | 1.95 |

| Size | 1¼-in. | 1½-in. | 1¾-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .55 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.05 | 1.20 | 1.35 |
| 12 | .95 | 1.15 | 1.30 | 1.45 |
| 14 | 1.15 | 1.35 | 1.50 | 1.75 |
| 16 | 1.40 | 1.70 | 2.00 | 2.35 |
| 18 | 1.95 | 2.25 | 2.55 | 2.90 |
| 20 | 2.25 | 2.55 | 2.90 | 3.20 |

Cap Screws—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.25 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.30 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ½ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown
Brass, Flat or Round Head—

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## RETAIL SELLING PRICES—Continued.

**WOOD SCREWS—Continued—**

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 2.35 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1⅜-in. | 1½-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.30 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

**Flat Head, Bright—**

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .35 | .35 | ... | ... | ... | ... | ... |
| 3 | .35 | .35 | .35 | .35 | .35 | .35 | .40 |
| 4 | .35 | .35 | .35 | .35 | .40 | .40 | .45 |
| 5 | ... | .35 | .35 | .35 | .40 | .45 | .45 |
| 6 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 7 | ... | .40 | .40 | .45 | .45 | .50 | .50 |
| 8 | ... | .45 | .45 | .45 | .50 | .50 | .55 |
| 9 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 10 | ... | ... | .55 | .55 | .55 | .60 | .60 |
| 11 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 12 | ... | ... | .60 | .60 | .65 | .70 | .70 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .80 |
| 14 | ... | ... | ... | .65 | .75 | .80 | .85 |
| 15 | ... | ... | ... | ... | .85 | .85 | 1.00 |
| 16 | ... | ... | ... | ... | .90 | 1.00 | 1.35 |
| 17 | ... | ... | ... | ... | ... | ... | 1.35 |
| 18 | ... | ... | ... | ... | ... | ... | 1.40 |
| 20 | ... | ... | ... | ... | ... | ... | 1.75 |

| Size. | 1¼-in. | 1⅜-in. | 1½-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .55 | .65 | .75 | .80 | .95 | ... |
| 6 | .55 | .60 | .70 | .75 | .80 | 1.00 | 1.50 |
| 7 | .55 | .60 | .75 | .80 | .85 | 1.05 | 1.50 |
| 8 | .60 | .65 | .75 | .80 | .90 | 1.10 | 1.55 |
| 9 | .60 | .70 | .80 | .85 | .95 | 1.15 | 1.55 |
| 10 | .65 | .70 | .80 | .90 | 1.00 | 1.20 | 1.60 |
| 11 | .70 | .75 | .85 | .95 | 1.05 | 1.25 | 1.60 |
| 12 | .80 | .85 | .90 | 1.00 | 1.10 | 1.30 | 1.65 |
| 13 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.35 | 1.70 |
| 14 | .95 | 1.00 | 1.15 | 1.25 | 1.35 | 1.45 | 1.75 |
| 15 | 1.10 | 1.20 | 1.30 | 1.40 | 1.55 | 1.65 | 1.90 |
| 16 | 1.25 | 1.40 | 1.45 | 1.55 | 1.75 | 1.85 | 2.10 |
| 17 | 1.40 | 1.60 | 1.75 | 1.85 | 1.95 | 2.10 | 2.40 |
| 18 | 1.65 | 1.90 | 2.00 | 2.10 | 2.30 | 2.35 | 2.75 |
| 20 | 2.00 | 2.15 | 2.25 | 2.40 | 2.65 | 2.90 | 3.25 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

**SAFETY SET—(Bristo)—**
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

**SCREWS—Lag—Gimlet Point, Square Head—30% below.**

| | ¼, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1¼ | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.50 | .45 | 3.00 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.75 | .50 | 3.30 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.75 | .50 | 3.30 | .70 | 4.60 | .... | .... | .... | .... |
| 2½ | .50 | 3.00 | .55 | 3.60 | .75 | 5.00 | 1.10 | 7.30 | .... | .... |
| 3 | .50 | 3.20 | .60 | 3.95 | .80 | 5.45 | 1.20 | 7.85 | 1.65 | 11.15 |
| 3½ | .50 | 3.40 | .65 | 4.20 | .85 | 5.85 | 1.25 | 8.45 | 1.80 | 12.00 |
| 4 | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.10 |
| 4½ | .60 | 3.85 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.55 | 2.05 | 13.50 |
| 5 | .60 | 4.10 | .75 | 5.10 | 1.05 | 7.00 | 1.50 | 10.10 | 2.15 | 14.30 |
| 5½ | .65 | 4.30 | .80 | 5.40 | 1.15 | 7.50 | 1.60 | 10.70 | 2.25 | 15.10 |
| 6 | .70 | 4.50 | .85 | 5.65 | 1.20 | 7.85 | 1.70 | 11.25 | 2.35 | 15.85 |
| 6½ | ... | ... | .90 | 5.95 | 1.25 | 8.25 | 1.75 | 11.75 | 2.50 | 16.65 |
| 7 | ... | ... | .95 | 6.20 | 1.30 | 8.65 | 1.85 | 12.40 | 2.60 | 17.45 |
| 7½ | ... | ... | 1.00 | 6.55 | 1.35 | 9.05 | 1.95 | 12.95 | 2.75 | 18.25 |
| 8 | ... | ... | 1.05 | 6.85 | 1.45 | 9.50 | 2.05 | 13.50 | 2.85 | 19.00 |
| 9 | ... | ... | ... | ... | 1.55 | 10.25 | 2.20 | 14.65 | 3.10 | 20.60 |
| 10 | ... | ... | ... | ... | 1.65 | 11.10 | 2.35 | 15.75 | 3.30 | 22.10 |
| 12 | ... | ... | ... | ... | ... | .... | 2.70 | 18.00 | 3.75 | 25.30 |

**SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.**
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, $1; 6, $1.15; 8, $1.35; 10, $1.65; 12, $1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 80, $3.00, 81, $4.00; 35, $2.25; 60, $1.00; 180, $3.75.

**SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.**

**SCYTHES—Bush—**

| No. | Each. |
|---|---|
| 400 | 2.50 |
| 450 | 2.35 |
| **Weed—** | |
| 300 | 2.50 |
| 350 | 2.35 |

**Grass—**

| No. | Each. |
|---|---|
| 200 | 2.50 |
| 250 | 2.35 |
| 100 | 2.50 |
| 150 | 2.35 |

**SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.**

**SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 14c full sheet.**
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 16c full sheet.

**SHIELDS—Expansion—Sebco—Per hundred list.**

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

**SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.**

**SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 135 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1 to 12, 30c lb.; B, BB, BBB, 25c lb.**

**SHOVELS—D Handle, Round Point, No. 102, $2.50 each; 201 $2.35; 401, $2.00; 1003, $2.25; 1004, $2.35; 1005, $2.50. D Handle, Square Point—No. 104, $2.50 each; 203, $2.35; 307, $3.00; 403, $2.00; 404B, $2.00; 1009, $2.65; 1010, $2.50; 1111, $2.25; 1112, $2.35.**
Long Handle, Round Point—200, $2.35; 300, $2.50; 400, $1.90; 400A, $2.15; 700, $2.50; 701, $2.50; 800, $2.50; 801, $2.65; 1000, $2.25; 1001, $2.35; 1002, $2.50.
Long Handle, Square Point—No. 103, $2.50 each; 202, $2.35; 304, $2.50; 402, $2.00; 702, $2.50; 1006, $2.25; 1007, $2.35; 1008, $2.50.

**SLEDS—Hand and Coaster—**

| | |
|---|---|
| **Flexible Flyer—** | |
| No. 1 | 3.00 |
| No. 2 | 3.50 |
| No. 3 | 4.50 |
| No. 4 | 5.50 |
| No. 5 | 7.50 |
| No. 6 | 15.00 |
| Jr. Racer | 4.25 |
| Racer | 5.00 |
| Tux. Racer | 7.50 |
| **Fire Fly—** | |
| No. 9 | 1.75 |
| No. 10 | 2.25 |
| No. 11 | 2.75 |
| No. 12 | 3.25 |

**SMOOTH-ON—50c lb.**

**SOLDER—½ and ½, 80c lb.; No. 1, 90-100, 65c; wiping, 40-60, 70c; Wire, 50-50, 85c; Electrical Wire 40-60, 55c.**

**SPORTING GOODS—**

| | Each |
|---|---|
| Official Baseballs | 2.50 |
| Second Grade Baseb'ls | 2.00 |
| Playground B. B., Out or Plain Seam— | |
| 14-inch | 3.00 |
| 12-inch | 2.75 |
| Baseball Bats, league | 1.75 |
| Baseball Masks, | 10.00 |
| Chest Protectors | 8.50 |
| Official— | |
| Rugby Footballs | 10.00 |
| Soccer Footballs | 12.00 |
| Basketballs | 15.00 |
| Volley Balls | 8.00 |
| Handballs | .85 |
| Boxing Gloves, 8-oz. | 13.50 |
| Striking Bags | 9.00 |
| Championship Tennis Balls | .55 |
| Best Grade Rackets, Sutton | 12.00 |
| Cotton Gym Shirts | .75 |
| White Running Pants | 1.00 |
| Bike Jockey Strap | .75 |
| Rubber Soled Tennis Gym Shoes | 1.95 |
| Rubber Soled Tennis or Gym High | 2.25 |
| Basketball Shoes | 5.00 |

**SPRAYERS—Myers' Bucket Pump, 8 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.**

**SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.**

**SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 10c; 9-32, 10c; 11-32, 10c; 13-32, 10c; ½, 15c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch, 20c each; 10-inch, 25c; 11-inch, 30c; 12-inch, 40c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 55c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.**

**SPRINKLERS, LAWN—**
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—8-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

**STAPLES**—Fenco Wire—Polished, 8c lb.; galvanized, 9c
Poultry Wire—½-inch, 15c lb.

**STARRETTS TOOLS**—Add to Catalogue—

| | |
|---|---|
| Micrometers, 50% | |
| Thickness Gauges, 50% | End Meas. Rods, 50% |
| Gr. Flat Stock, 50% | Caliper Gauges, 50% |
| Handy Equiv. Table, 50% | Micrometer Cases, 50% |

Balance of Book (not itemized) add to list 40%.

**STEEL**—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

**STONES**—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

**STOP AND WASTE**—

| | | | |
|---|---|---|---|
| ½ | 1.60 | 1 | 3.75 |
| ⅝ | 2.25 | 1¼ | 5.75 |
| ¾ | 2.75 | | |

**STRIP**—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt. ½-inch, 5c ft.; ¾-inch, 7c ft.

**SUPPORTS**—Wagon Tongue—

| Lindquist's— | | Haggard Spiral— | |
|---|---|---|---|
| 1 | 2.00 | 0 | 1.85 |
| 2 | 2.50 | 1 | 1.75 |
| 3 | 3.25 | 2 | 1.90 |
| | | 3 | 2.15 |

**SWEEPERS, CARPET**—Bissel's American Queen, $7.50; Club, $14.00; Elite, $8.75; Gold Medal, $7.00; Grand Rapids (Nic), $7.50; Grand Rapids (Jap), $6.25; Grand (Jap), $8.00; Parlor Queen, $7.75; Princess, $7.25; Prize, $7.00; Universal (Nic), $7.00; Universal (Jap), $6.00.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

**TACKS**—Bills Posters', No. 545 Wire, or 555 Cut, 8, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire ¼-lb. papers. No. 8, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

438 Cut, or 488 Wire ½-lb. papers. No. 8, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 8, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—824. No. 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—804 Cut, ¼-lb. papers. No. 1½, 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

805 Cut, or 855 Wire in bulk. No. 8, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued ½-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

**TAPES—MEASURING—(Lufkin)—(Starrett)—**

| No. | Asses' Skin Each |
|---|---|
| 710 | .85 |
| 713 | 1.25 |
| 715 | 1.75 |
| 716 | 2.00 |
| 730 | .90 |
| 733 | 1.45 |
| 735 | 1.80 |
| 736 | 2.25 |
| **Linen** | |
| 1030 | 1.40 |
| 1033 | 2.25 |
| 1035 | 2.90 |
| 1036 | 3.35 |
| **Metallic** | |
| 500 L | 4.00 |
| 503 L | 6.00 |
| 505 L | 7.50 |
| 506 L | 9.00 |

| | Pocket |
|---|---|
| 143 | .95 |
| 145 | 1.10 |
| 165 | .25 |
| 3143 | .60 |
| 3175 | .50 |
| **Steel** | |
| 240 | 6.00 |
| 243 | 7.00 |
| 245 | 9.25 |
| 246 | 12.00 |
| 260 | 6.25 |
| 263 | 7.50 |
| 265 | 9.75 |
| 266 | 12.75 |
| 550 | 5.50 |
| 553 | 7.00 |
| 555 | 9.25 |
| 556 | 12.00 |
| **Surveyors'** | |
| 276 D | 14.75 |
| 5100 | 11.00 |

**STEEL TAPES**—

| | | | |
|---|---|---|---|
| 100 | 5.50 | 200 D | 6.00 |
| 103 | 8.25 | 203 | 9.75 |
| 105 | 12.00 | 203 D | 9.25 |
| 106 | 14.25 | 205 | 14.25 |
| 200 | 6.00 | 205 D | 13.50 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

**TAPE**—Friction—½ lb., 45c; 2 oz., 15c; 1 oz., 10c.

**TENTS**—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.30 | 16x16 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.35 | A or Wedge— | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.35 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.35 | 10.85 | 12.35 |
| 7x16 | 9.85 | 12.50 | 14.10 |

**THIMBLES**—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

**TIN**—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

**TOGGLE BOLTS**—Sebco No. 1—Per hundred list.

| Length | Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.30 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sebco No. 5—With either round or flat head machine screws—

| Length | Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 3.68 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

**TORCHES**—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $11.00; 38, $11.75; 31, $12.50; 32, $13.00; 48, $15.00; 62, $17.00; 112, $11.75.

**TRAPS**—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.

Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.

**TROLLEY**—Richards—Per Set—

| No. | 3-ft. | 3½-ft. | 4-ft. | 4½-ft. | 5-ft. | 5½-ft. |
|---|---|---|---|---|---|---|
| 016 | 5.25 | 5.50 | 5.75 | 6.00 | 6.25 | 6.50 |
| 16 | .... | .... | .... | .... | 9.50 | 9.75 |
| 019 | 4.75 | 5.00 | 5.25 | 5.50 | 5.75 | 6.00 |
| 19 | .... | .... | .... | .... | 8.50 | 8.75 |
| 0132 | 5.25 | 5.50 | 6.00 | 6.40 | 6.75 | 7.25 |
| 132 | .... | .... | .... | .... | 9.50 | 9.75 |

| No. | 6-ft. | 6½-ft. | 7-ft. | 8-ft. | 10-ft. |
|---|---|---|---|---|---|
| 016 | 6.75 | ..... | ..... | ..... | ..... |
| 16 | 10.00 | 10.25 | 10.50 | 11.50 | 12.50 |
| 019 | 6.25 | ..... | ..... | ..... | ..... |
| 19 | 9.00 | 9.25 | 9.50 | 10.50 | 11.00 |
| 0132 | 7.50 | ..... | ..... | ..... | ..... |
| 132 | 10.00 | 10.50 | 11.00 | 12.00 | 13.00 |

135—1, $3.00 each; 135—2, $4.50; 137—1, $2.50; 9—Midget, 60c; 90T—Midget Track, 12c.

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 10.75 |
| 9 | 10.25 |
| 28 A | 4.25 |
| 29 A | 4.50 |
| 128 B | 4.50 |
| 129 B | 4.75 |
| 229 B | 4.75 |

**Wash Bowls**

| | |
|---|---|
| 07 | .25 |
| 08 | .30 |
| 7 | .40 |
| 8 | .50 |

**Covered Buckets**

| | |
|---|---|
| 11 | .20 |
| 12 | .30 |
| 13 | .35 |
| 14 | .45 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .85 |
| 2 | 1.00 |
| 3 | 1.15 |
| 04 | 1.25 |
| 30 | .85 |
| 40 | 1.00 |
| 600 | 1.75 |
| 675 | 1.85 |

**Milk Cans**

| | |
|---|---|
| 1 | .40 |
| 3 | .70 |
| 4 | .90 |
| 01 | .40 |
| 03 | .70 |
| 04 | .90 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 9.00 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 31 | .60 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .25 |
| 13 | .30 |
| 14 | .35 |
| 15 | .50 |

**Cups**

| | |
|---|---|
| 09 | .20 |
| 010 | .25 |
| 23 | .30 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .20 |

**Cutters**

| | |
|---|---|
| All sizes | .15 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .30 |
| 03 | .45 |
| 4 | .25 |
| 9 | .30 |
| 10 | .35 |
| 32 | .30 |
| 34 | .35 |
| 35 | .40 |
| 42 | .50 |
| 208 | .75 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .20 |
| 30 | .20 |
| 35 | .20 |
| 120 | .25 |
| 125 | .30 |
| 130 | .35 |
| 220 | .75 |
| 225 | .85 |
| 230 | 1.25 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .55 |
| 02 | .60 |
| 027 | .55 |
| 029 | 75 |
| 047 | 2.25 |
| 049 | 3.00 |
| 067 | 2.75 |
| 069 | 3.75 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .45 |
| 200 | .65 |
| 240 | .85 |
| 280 | 1.05 |
| 320 | 1.30 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.65 |
| 4 Melon | 2.25 |
| 08 Jelly | .15 |
| 15 Jelly | .35 |
| 61 Cake | .50 |
| 62 Cake | .65 |

**Dairy Pails**

| | |
|---|---|
| 10 | .90 |
| 12 | 1.00 |
| 14 | 1.10 |
| 40 | .85 |
| 60 | .45 |
| 80 | .50 |
| 100 | .55 |
| 104 | 1.25 |
| 105 | 1.50 |
| 120 | .65 |
| 124 | 1.50 |
| 125 | 1.65 |
| 140 | .70 |
| 144 | 1.65 |
| 512 | 2.25 |
| 514 | 3.00 |

**Bread Pans**

| | |
|---|---|
| 01 | .25 |
| 08 | .30 |
| 15 | .20 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 130 | .60 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .20 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.35 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 30 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 300 | .15 |
| 301 | .20 |
| 302 | .30 |
| 304 | .40 |
| 306 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .85 |
| 8 | .45 |
| 9 | .55 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .30 |
| 2 | .40 |
| 4 | .50 |
| 6 | .80 |

**Tea Pots**

| | |
|---|---|
| 240 | .35 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .80 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 3 | .20 |
| 10 | .40 |
| 20 | .50 |
| 33 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 123 | .65 |

TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25. Flax—18 BB, 80c lb.; 24 BB, 80c; 18 BC, 90c; 24 BC, 90c; 36 BC, 90c; 1018 Bc, 90c; 1024 Bc, 90c; 1036 Bc, 90c; 30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

**Standard Globe and Angle Valves—**

| | |
|---|---|
| ⅛ | .80 |
| ¼ | .85 |
| ⅜ | .90 |
| ½ | 1.10 |
| ¾ | 1.40 |
| 1 | 2.00 |
| 1¼ | 2.80 |
| 1½ | 3.85 |
| 2 | 5.85 |

**Standard Gate Valves—**

| | |
|---|---|
| ¼ | 1.60 |
| ⅜ | 1.70 |
| ½ | 1.85 |
| ¾ | 2.25 |
| 1 | 3.10 |
| 1¼ | 4.10 |
| 1½ | 5.50 |
| 2 | 8.00 |

WAGONS—Boys'—

**American**

| No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5.00 |

**Samson**

| | |
|---|---|
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

**Wagners—**

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 18.00 |

**Coaster—Star—**

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

**Mars-Wells—**

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

WASHERS—Cast Iron—Size ⅛ to ⅝, 11c lb.; ⅞ to 2, 12c lb.; Angles, all sizes, 12c lb. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor 95c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee-Alki, lb. 20c; Oregon-Atha, 16c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 22c.

WHEELBARROWS—Brick—No. 10 B, $15.25 each; 20, $15.00.
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $17.00; 5, $19.00; 10, $25.00.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅝-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

WIRE—

| Per 100 lbs. | Plain Fence. Black. | Plain Fence. Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganite Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

WIRE CLOTH—See Cloth.

WOODENWARE—

**Spoons**

| | |
|---|---|
| 13-inch | .15 |
| 15-inch | .15 |

**Trays, Chopping**

| | |
|---|---|
| 0—10x18 ins. | .75 |
| 3—11x22 inch | 1.25 |

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 25c each.

WRINGERS—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.00; 00, $5.25; 8, $5.25.

| | Agr. | Coes | Crescent | Stillson Trimo | Barcalo N. |
|---|---|---|---|---|---|
| 6-inch | .90 | 1.65 | 1.10 | 1.65 | 1.25 |
| 8-inch | 1.05 | 2.00 | 1.35 | 1.85 | 1.50 |
| 10-inch | 1.25 | 2.35 | 1.65 | 2.10 | 1.80 |
| 12-inch | 1.65 | 3.60 | 2.50 | .... | 2.75 |
| 15-inch | 2.25 | 4.15 | 3.75 | .... | 4.10 |
| 18-inch | .... | 5.85 | 4.60 | 4.10 | 5.25 |
| 21-inch | .... | 6.50 | .... | .... | .... |

ZINC—Full sheets, 85c lb.; less than sheets, 40c lb.

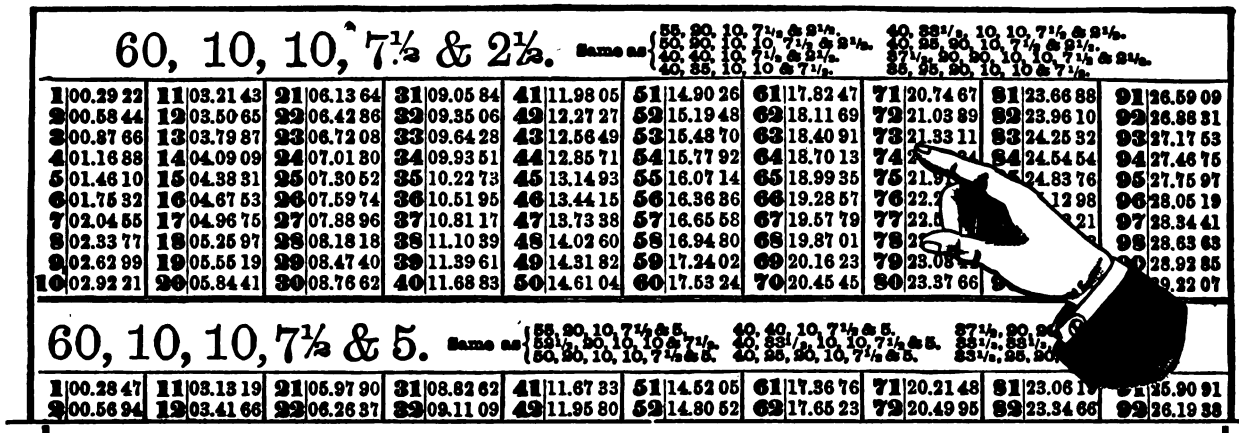
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# New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

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It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.



60, 10, 10, 7½ & 2½. Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10 & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 35, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½. }

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 00.29 22 | 11 | 03.21 43 | 21 | 06.13 64 | 31 | 09.05 84 | 41 | 11.98 05 | 51 | 14.90 26 | 61 | 17.82 47 | 71 | 20.74 67 | 81 | 23.66 88 | 91 | 26.59 09 |
| 2 | 00.58 44 | 12 | 03.50 65 | 22 | 06.42 86 | 32 | 09.35 06 | 42 | 12.27 27 | 52 | 15.19 48 | 62 | 18.11 69 | 72 | 21.03 89 | 82 | 23.96 10 | 92 | 26.88 31 |
| 3 | 00.87 66 | 13 | 03.79 87 | 23 | 06.72 08 | 33 | 09.64 28 | 43 | 12.56 49 | 53 | 15.48 70 | 63 | 18.40 91 | 73 | 21.33 11 | 83 | 24.25 32 | 93 | 27.17 53 |
| 4 | 01.16 88 | 14 | 04.09 09 | 24 | 07.01 30 | 34 | 09.93 51 | 44 | 12.85 71 | 54 | 15.77 92 | 64 | 18.70 13 | 74 | 21.62 34 | 84 | 24.54 54 | 94 | 27.46 75 |
| 5 | 01.46 10 | 15 | 04.38 31 | 25 | 07.30 52 | 35 | 10.22 73 | 45 | 13.14 93 | 55 | 16.07 14 | 65 | 18.99 35 | 75 | 21.91 55 | 85 | 24.83 76 | 95 | 27.75 97 |
| 6 | 01.75 32 | 16 | 04.67 53 | 26 | 07.59 74 | 36 | 10.51 95 | 46 | 13.44 15 | 56 | 16.36 36 | 66 | 19.28 57 | 76 | 22.20 77 | 86 | 25.12 98 | 96 | 28.05 19 |
| 7 | 02.04 55 | 17 | 04.96 75 | 27 | 07.88 96 | 37 | 10.81 17 | 47 | 13.73 38 | 57 | 16.65 58 | 67 | 19.57 79 | 77 | 22.50 00 | 87 | 25.42 21 | 97 | 28.34 41 |
| 8 | 02.33 77 | 18 | 05.25 97 | 28 | 08.18 18 | 38 | 11.10 39 | 48 | 14.02 60 | 58 | 16.94 80 | 68 | 19.87 01 | 78 | 22.79 22 | 88 | 25.71 43 | 98 | 28.63 63 |
| 9 | 02.62 99 | 19 | 05.55 19 | 29 | 08.47 40 | 39 | 11.39 61 | 49 | 14.31 82 | 59 | 17.24 02 | 69 | 20.16 23 | 79 | 23.08 44 | 89 | 26.00 65 | 99 | 28.92 85 |
| 10 | 02.92 21 | 20 | 05.84 41 | 30 | 08.76 62 | 40 | 11.68 83 | 50 | 14.61 04 | 60 | 17.53 24 | 70 | 20.45 45 | 80 | 23.37 66 | 90 | 26.29 87 | 100 | 29.22 07 |

60, 10, 10, 7½ & 5. Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 37½, 20, 20, 10, 7½ & 5. / 33⅓, 33⅓, 20, 10, 7½ & 5. / 33⅓, 25, 20, 10, 10 & 7½. }

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 00.28 47 | 11 | 03.13 19 | 21 | 05.97 90 | 31 | 08.82 62 | 41 | 11.67 33 | 51 | 14.52 05 | 61 | 17.36 76 | 71 | 20.21 48 | 81 | 23.06 19 | 91 | 25.90 91 |
| 2 | 00.56 94 | 12 | 03.41 66 | 22 | 06.26 37 | 32 | 09.11 09 | 42 | 11.95 80 | 52 | 14.80 52 | 62 | 17.65 23 | 72 | 20.49 95 | 82 | 23.34 66 | 92 | 26.19 38 |

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**Net of One Dollar** showing all discounts arranged numerically, with different ways given for their application.

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Hardware World

388 Taylor St., corner Tenth, Portland, Oregon.
204-207 Scott Building, Salt Lake City, Utah.

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# BUSINESS OPPORTUNITIES

**FOR SALE**

125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.

**FOR SALE**

**A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run $25,000 to $30,000; did over $80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes $7,000 gents' furnishing and dry goods, $6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care HARDWARE WORLD.**

**HARDWARE BUSINESS FOR SALE**

Stock of Hardware in best factory suburb of Indianapolis, Ind. Stock extra well selected, and in store strictly up to date; publishes monthly store magazine, which is mailed to 1000 of its customers. Office is completely equipped with addressograph, dictaphone, adding machine, stamp affixing machine, and all other modern equipment. Stock invoices $10,000 and fixtures, including new Vim truck, $3,000. Volume of business last year was $31,000. Been established over 16 years. For particulars, address XXX, care HARDWARE WORLD.

**UNUSUAL OPPORTUNITY**

First-class hardware man with about $5,000.00 capital can purchase half interest in a hardware store and be actively employed in its management. Store now being operated in connection with a lumber yard, but to be incorporated and run in a separate building by itself. Splendid location in a growing community in one of the best sections in So. Calif. Add. C. L. B. W., care HARDWARE WORLD.

**FOR SALE**

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

**FOR SALE**

**A first class, clean hardware stock for sale in one of the best towns in North Dakota, situated on the main line of the N. P. R. R. Population 1500; good schools and churches. Stock of $10,000.00; store in the heart of the city; fire-proof building. A money maker for a live wire. Address N. D., care HARDWARE WORLD.**

**FOR SALE OR EXCHANGE**

We have for sale or exchange the following:

1 New Era Gas Engine, No. 1073, 15 H. P.
20-inch Crescent Jointer.
1 36-inch J. A. Fay & Eagen Band Saw.
1 L. G. McKnight 24-inch Sander.
1 Pony Planer, 24-in. 1 Boring Machine.

Machines complete with counter shafts. This machinery has been in use about six months. The cost today would be from $1500 to $1600. We will sell it for $850 or exchange it for hardware, automobile or truck. Address Steubenville Hardware & Supply Co., Steubenville, Ohio.

**WANTED—SALESMAN**

Want responsible Sales Organization or individual representative covering retail Hardware and Paint Stores in Washington, Oregon, Idaho and Montana. Excellent opportunity for attractive side line. Established factory product of merit and reputation. References required and given. Address Burnett Chemical Company, 421 West 18th Street, Los Angeles, California.

## GENERAL HARDWARE AND IMPLEMENT BUSINESS FOR SALE

Established and paying well. In livest town in San Joaquin Valley, and exceptionally good location. Stock consists of general line of builders' hardware, kitchenware, automobile supplies, paints and oils. Some valuable exclusive agencies. Write Box 638, HARDWARE WORLD.

**FOR SALE CHEAP**

50,000 prs. 2x2 and 2½x2½ tight pin sheradized steel butts; 60,000 4½-in. Hinge Hasps. Union Steel Spec. Co., 5605 Wayne, Chicago.

**SALESMAN WANTED**

Hardware salesman for central California point with population of 1500. Address C. G. F., care HARDWARE WORLD.

**WANTED**

Hardware Road Salesman. Must be thoroughly experienced, capable and ready to do hard work. Do not apply if you do not have these qualifications. Address W. R. R., care HARDWARE WORLD.

**SALESMAN WANTED**

High grade salesman calling on wholesale and large retail trade in Oregon and Washington to sell several leading factory lines, on commission. Socket Wrenches, Electric Lamps, Blow Torches, Towel Bars, Metallic Gas Tubing, Automobile Tubes, etc. Good opportunity for the right man. Add. H. G. E., care HARDWARE WORLD.

**POSITION WANTED**

**As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.**

**WANTED**

**Young man with thorough knowledge of hardware and kitchen ware in a large retail store with high class trade and a good location. Must be live, energetic, neat appearing and courteous. Must furnish first-class references. State experience and salary expected. Address O. H. C., care HARDWARE WORLD.**

**FOR SALE**

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**WANTED TO BUY**

A Hardware or Hardware and Implement Store in Idaho, Oregon or Washington. Want a store that invoices $10,000 to $12,000, complete with fixtures. Will pay cash. Write full particulars. Address W. I. care HARDWARE WORLD.

**FOR SALE**

Hardware, Electrical and Sporting Goods store. Established 38 years in one of the busiest growing sections of San Francisco. Owner wishes to retire. Bargain for cash buyer. Address Box 2744, care HARDWARE WORLD.

**EXECUTIVE WANTED**

An established wholesale heavy hardware company, located in a Western State, wants a man with either office or traveling experience in the line. Must be willing to cooperate with the other two members of the firm actively interested. The business is excellently located in a proven field. The opening requires a man ready to enter business for himself and A1 associates. The position requires and justifies an investment. Address M. F. G., care Hardware World.

**FOR SALE**

Hardware Stock in good town 100 miles from Spokane. Invoice $6,000. Write for particulars. Address H. B. R., HARDWARE WORLD.

**FOR SALE:** 200,000 feet galvanized screen wire. Full rolls, widths 18 to 48 inches, 14 and 16 mesh.
**Curry Fly Trap Company, Tulsa, Okla.**

**FOR SALE**

**Hardware and Furniture Stock in prosperous, well located city in Oregon; a clean, good paying business. Stock will invoice about $30,000. Anyone wanting a business of this kind will pay them well to investigate this proposition. Address L. O., care HARDWARE WORLD.**

**FOR SALE**

Surplus stock of Monarch, Malleable, Peoria, Lexington, Coles Stoves and Ranges. If interested, write for special prices. Address Roanoke Hardware Co., Roanoke, Illinois.

**WANTED**

Party with $15,000 or $20,000 cash to invest in established jobbing business in California, to take active part. Must give good references. Box 409, HARDWARE WORLD.

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Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

**EXECUTIVE POSITION WANTED**

**"High caliber" Hardware Executive wants position as Manager, Buyer or Department Head, or assistant to any of the above. Eighteen years experience. Thirty-four years of age; married. Address V. W., 523 North 48th St., Seattle, Wash.**

**FOR SALE**

Only exclusive Auto Accessory and Tire Store in one of the best county seat towns in the San Joaquin Valley, Calif. All new stock, good fixtures and good lease. Family affairs demand that present owner return East. Invoice about $7,000. Address Forced Sale, care of HARDWARE WORLD.

**SYSTEMATIZE YOUR STOCK BINS**

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

**FOR SALE**

The only complete hardware stock in town of 2,000 for sale. Will invoice from $12,000 to $15,000. The business runs from $35,000 to $40,000 per year. Selling on account of old age; business established for forty-two years. Store and fixtures rent for only $70.00 per month. Fine climate, in one of the best and most prosperous sections of California. A good paying plumbing business is run in connection with it. Draws trade from a territory of from 25 to 30 miles. Address California, care of HARDWARE WORLD.

**TRADE OR SELL**

Have fifteen acres, including apples, peaches, pears and small fruits; six room house, electric lights, city water and telephone. Greenhouse, packing and storage houses, garage, cow barn and corral. All modern conveniences of city home. Ten blocks to accredited grade school, railroad station and postoffice, on well sprinkled road. Will trade this property for Hardware Stock of equal value, or sell for cash. Books show $2600.00 profit and have done no manual labor myself, hiring it all done. An ideal place for someone wanting to retire; perfect climate. Write to F. C. Paist, 430 Symes Bldg., Denver, Colorado.

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Exhibit "F"

# BLACK & DECKER

## PORTABLE ELECTRIC DRILLS

*"With the Pistol Grip and Trigger Switch"*

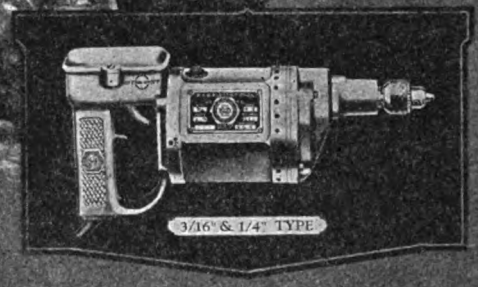
EVIDENCE

The American Motors Corp., Plainfield, N. J., builders of the well-known American Six automobile, find the Black & Decker Baby Drills (3/16" and 1/4") ideal for their body fitting and general assembly work.

L. P. Rife, Production Manager of the American Motors Corp., says:

"We are using Black & Decker Portable Electric Drills because they enable us to accomplish most economically the accurate work demanded by the high standards we have set in manufacturing a quality car."

The reasons for this are the unusual power of these Drills, their ability to stand up under severe usage, light weight, nice balance, and ***"The Pistol Grip and Trigger Switch"*** control.




THE BLACK & DECKER MFG. CO.

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills  Electric Valve Grinders  Electric Air Compressors

BRANCH OFFICES:

New York, N.Y.  Philadelphia, Pa.  Atlanta, Ga.  San Francisco, Cal.  Chicago, Ill.
Detroit, Mich.  Cleveland, Ohio  Buffalo, N. Y.  Boston, Mass.


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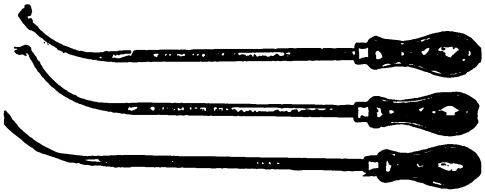
# THE BUFFUM TOOL CO.

LOUISIANA, MO.

## High Grade Tools for High Grade Workmen

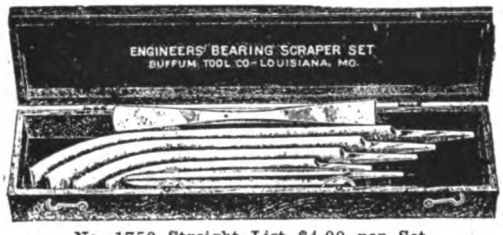
The High Quality of our Tools, also good service rendered the Government and the trade, helped Uncle Sam win the war.

With our increased facilities we expect to meet all demands and will appreciate your continued orders.

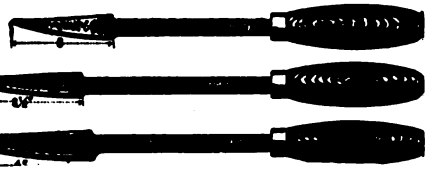


No. 1771 Carbon Scraper Set List $7.20 Doz.




No. 1750 Straight List $4.00 per Set
No. 1751 Hollow List $6.00 per Set



Curved Bearing Scraper Set
No. 1765 List $1.50 per Set



Three Cornered Bearing Scraper
No. 1754 3½-in. List $3.00 per Doz.
No. 1755 List $4.20 per Doz.



Machinists' Auto Punch
"Special" and "Reliable" Brands

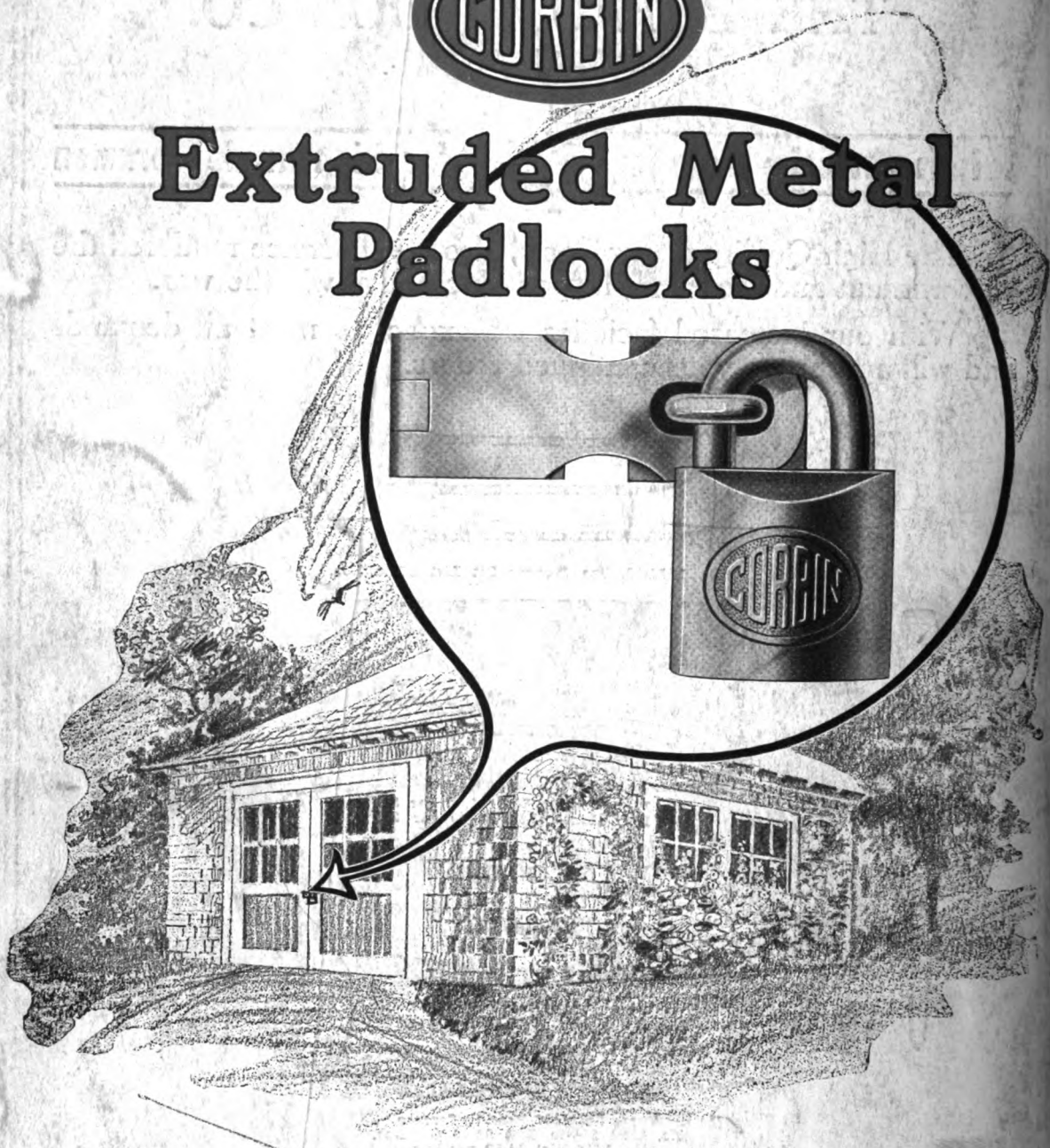



**C. W. GAUSE CO., Western Sales Agents**
**693 Mission Street, San Francisco, Cal.**

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CORBIN

# Extruded Metal Padlocks




## CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

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# Hardware World

·PLUMBING AND HEATING·

Important Trade and Business Reports in This Issue

SEPTEMBER 1920





THE STANLEY WORKS

NEW YORK NEW BRITAIN, CONN. CHICAGO


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Hardware World

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Volume XV SEPTEMBER :: 1920

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Boatmen's Bank Building St. Louis, Mo.

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# DISSTON

## TOOLS FOR THE MOTORIST AND MECHANIC

Sell the autoist and mechanic **good** tools—or it is better not to make the sale.

Few workers subject their tools to as great a strain as do the mechanics working on automobiles and engines. A poor tool simply will not do the work; if you sell that kind, the result is dissatisfied customers.

The dealer who sells Disston tools makes two profits—he builds up his trade through satisfied customers and gets a quick turnover.

Have you seen the new Disston "Kleen-Spark"—a double tool in one piece, handle covers over each end, one end a magneto file, the other end a knife blade—for cleaning spark plugs? A very compact, efficient tool not much larger than a pencil—a tool that the motorist has long been calling for.

Do you know about the Disston 38 Screw Driver—"the strongest driver made"? And the Disston machinists' and bearing scrapers? And the Disston hack saws and blades?

The Disston Magneto Files are **real** files; carefully and accurately made of high-grade Disston Steel made to "stand up" to the work for which they are intended.

These tools are all of the same high grade steel and workmanship that has made the Disston Hand Saw the quality standard of the w rld.

Ask your jobber or write to us for complete information.

**Henry Disston & Sons, Inc.**

General Offices: Philadelphia, U. S. A.



DISSTON KLEEN-SPARK



DISSTON MAGNETO FILE



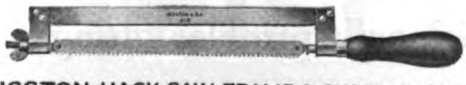
DISSTON NO.38 SCREW DRIVER



DISSTON NO.95 KEYHOLE SAW AND PAD



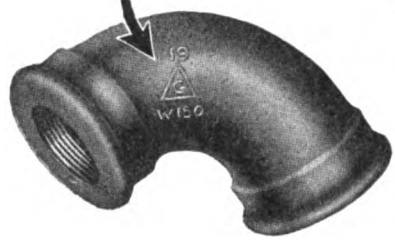
DISSTON MACHINIST SCRAPER

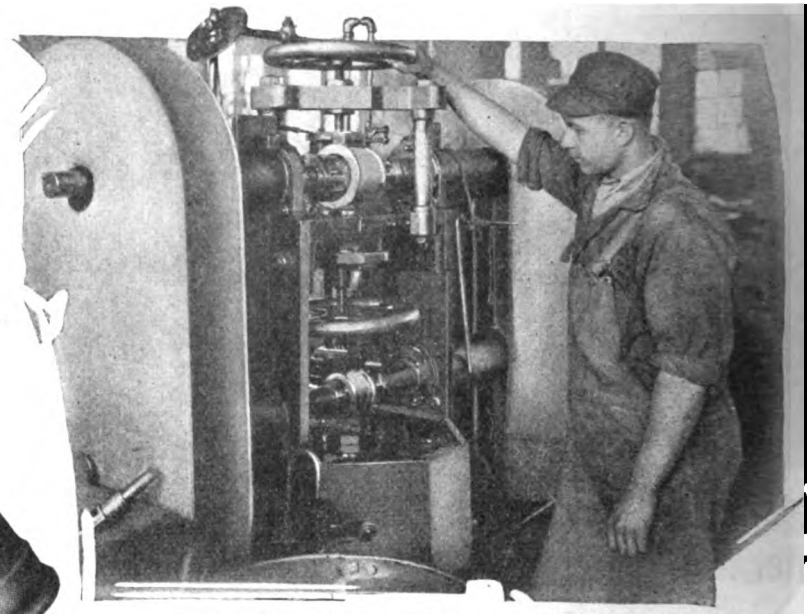


DISSTON HACK SAW FRAME & CHROMOL BLADE

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Look for the G on all cast iron fittings





*Tapping cast iron tees on a machine in one of our foundries*

# Yes! They are different!

You'll find that Grinnell Pipe Fittings **are** different — that in consistent quality, they stand head and shoulders above any pipe fittings you have ever sold. And here's a sound selfish reason for this consistent Grinnell quality — we are big users of our own fittings.

Sometime ago we found that nothing but the best pipe fittings would do in our Grinnell Automatic Sprinkler Systems, heating and other piping work. The only sure way to have a thing right is to do it yourself. So we started making our own fittings. Quantity production soon gave us a surplus to offer in the general market. And so this great pipe fitting branch of our business started.

Today Grinnell Fittings are easy sellers and satisfaction givers. Every fitting is perfect—inspected twice for the slightest flaw. They couple easily and make tight joints. Any doubtful ones go straight to scrap. Grinnell fittings always bring all around satisfaction.

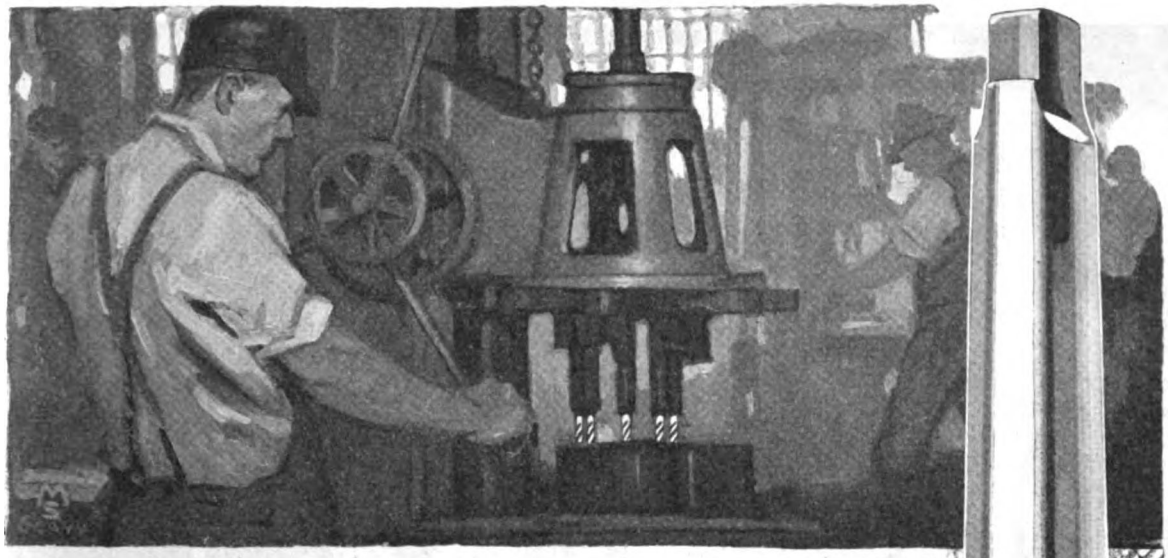
Send us an order—today.

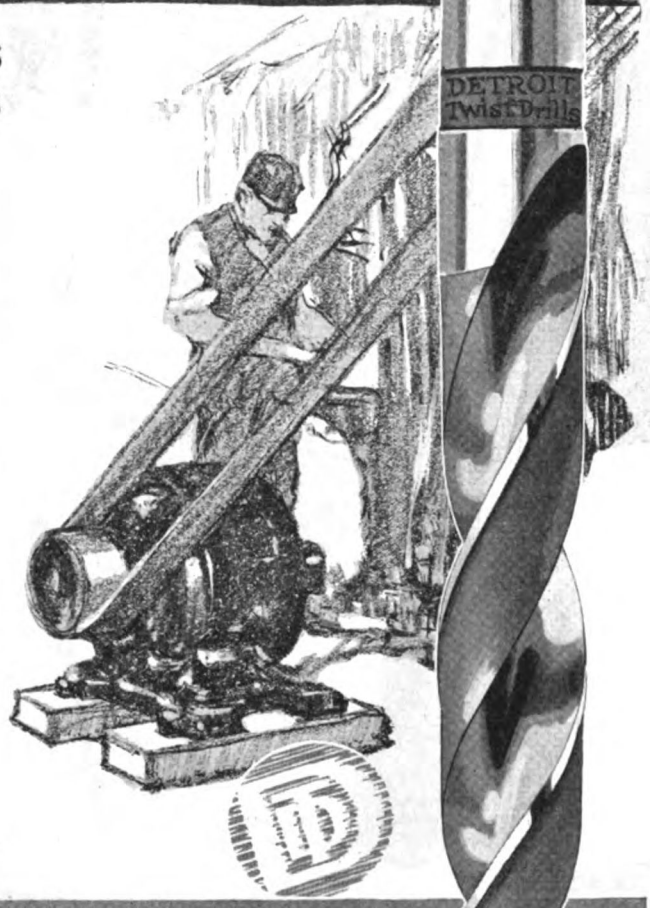
**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**


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## Drill Holes Give Electric Motors Interchangeability of Parts

The selection of an electric motor was previously made on the basis of its ability to give good service. Today, it must be built not only to give service, but also to permit the quick disassembling of its units or the rapid replacing of its parts should the occasion demand it.

It is interesting to know that accurate drill holes have helped to make electric motors easier and quicker to take apart. Also, that they have, by insuring more perfect threads, assisted materially in increasing the solidity of electric motors.

You will find that the manufacturers of well-built electric motors use Detroit Twist Drills because these drills actually do give more accurate holes with less regrinding and with less cost for power.

*When You Order Drills*
*Specify Detroit Twist Drills*

**Detroit Twist Drill Company, Detroit, Mich.**

New York Sales Office: 45 Warren Street

# DETROIT TWIST DRILLS

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# A tool is as good as its maker

WHETHER for the skilled mechanic, the master carpenter, or the every day job about the house, garage or barn, your tools are a gauge of your workmanship—your means of expressing your creative self.

This creative instinct that rules every man's heart is the guiding spirit of attainment in the Millers Falls factory. Here among New England's peaceful hills it has found full expression for over fifty years in the craftsmanship of skilled toolmakers. Here you may find father teaching son the lesson that painstaking care for details and respect for his work bring lasting rewards.

Ask your hardware dealer about Millers Falls Tools. Look at them, handle them,—bit braces, hand and breast drills, auger bits, automatic screw drivers, mitre boxes, hacksaw frames and others. They feel "right" in your hands—their perfect balance and fit tell you that they will be your reliable, lifelong friends.

In and out Screw Driver No. 38. An efficient, rapid working, powerful household and workshop tool, for quickly driving or withdrawing screws by repeated forward thrusts of the handle.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
*Sole Distributors of Star Hack Saw Blades*

MILLERS FALLS TOOLS

*In New England's Peaceful Hills*

**Millers Falls Tools make good customers**

**This advertisement helps too;—Saturday Evening Post for July 24th**

MILLERS FALLS TOOLS

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# *He Saw This Millers Falls Ad*

In the Saturday Evening Post and so he stopped in at the leading hardware store in his neighborhood. That No. 41 Screwdriver would be just the thing to use around his motorboat.

But the Salesman didn't let his interest stop there. A little questioning—and out came a No. 12 Millers Falls Breast Drill. The customer tested its balance, felt the free run of its gears, admired its fine finish. A word and a touch showed how the gears were shifted—and the sale was made.

Alert hardware dealers know that the "talking points" of Millers Falls Tools make it easy to hold the attention of the craftsman, be he amateur or professional. They tell us that every Millers Falls tool in service is a silent salesman for its fellows. Bits, braces, hand and breast drills, mitre boxes—each through its performance speaks of the merits of the entire line.

## MILLERS FALLS COMPANY

MILLERS FALLS, MASS.




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# CASTERS
## ONE SOURCE OF SUPPLY




## "Steel Gem"

The reason why jobbers handle "Steel Gem" casters is very evident. Just note the many good selling features.

The demand is already created. Customers want "Steel-Gem" casters because experience has taught them that "Schenck Quality" cannot be equalled in any other.

The "Steel-Gem" line of casters is a complete line. It is made in "All Styles and Sizes," Grip Neck, Phila. Stem, Square Plate. You get your complete line from "One Source of Supply."

"Steel-Gem" casters are packed in a strong paper box, one set to a box. They fit nicely on the shelf, look neat and are convenient to handle.

There are no come-backs on "Steel-Gem" casters. They are strong, well constructed and give years of service and satisfaction.

We have specialized in making casters for 30 years. Nothing but the best grade of steel goes into "Steel-Gem" casters—and they are made right, as only "Schenck" experience can make them.

PUT YOUR CASTER PROBLEMS UP TO US

The Bassick
GENERAL
BRIDGEPORT,


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# CASTERS

## ALL STYLES AND SIZES

## "Steel Gem"

### "Feltoid" Wheels

For hardwood floors "Steel-Gem" casters are made with "Feltoid" wheels.

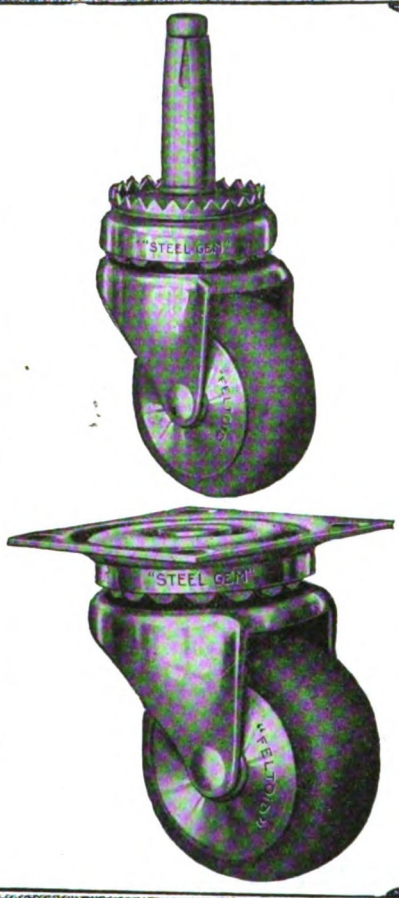
"Feltoid" is a composition of substances, specially treated and prepared to withstand hard wear. Yet it has a soft silken tread and will not mar the most highly polished hardwood floor, or the finest floor covering. Easy to put on, and easy on everything you put them on.

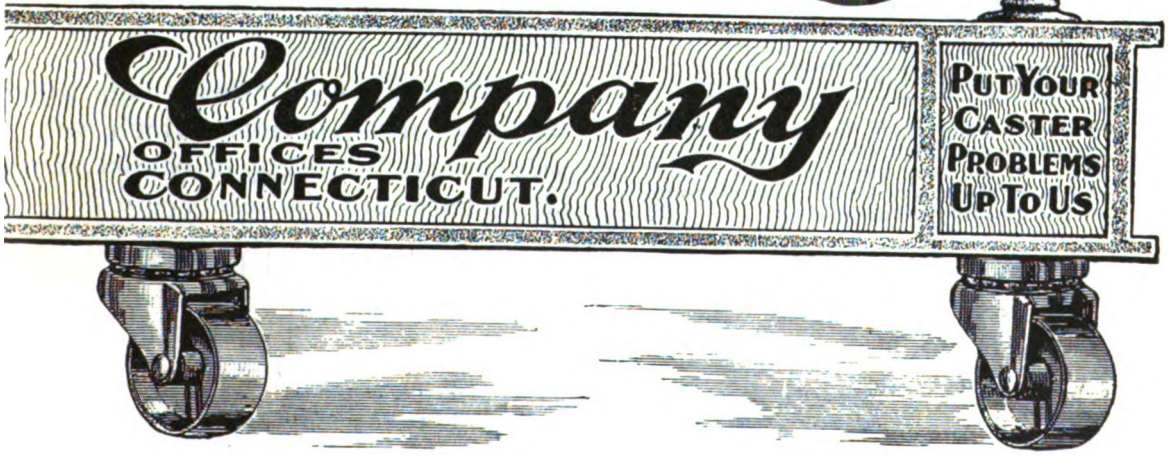
All "Steel-Gem" casters are made with steel, brass or nickelplate finish.

Your customers know what "Steel-Gem" casters are. Just show them. They sell on sight and the profit is worth-while.

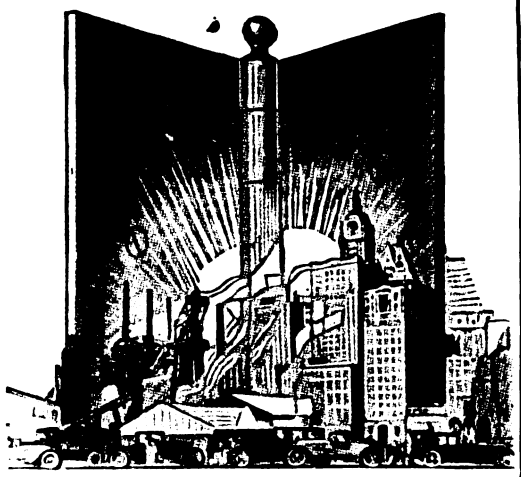
Don't forget. "All styles and sizes." "One Source of Supply."

Put Your Caster Problems Up to Us.




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## The Importance *of* HINGES *in* BUSINESS

CROWDED city streets, gigantic industrial plants, productive farmlands, railroads, mines—the energy of busy America is represented and directed with quick dispatch in our staunch towering office buildings. Within the four walls of these structures hundreds of distinctly different endeavors are conducted without conflict—behind closed doors.

And Hinges make doors possible!

The use of hinges outdates history. Since that first crude hinge was conceived centuries ago their use has increased with world-wide progress. Now everyone uses hinges everywhere.

The McKinney Manufacturing Company realized the importance of hinges fifty years ago when its business was started. Today McKinney Hinges and Butts are the standards in their field.

When planning for building or repairs be careful in your selection of hinges. Look for that name McKinney. It guarantees years of uninterrupted hinge service—lifetime usefulness rendered without a squeak.

You can get McKinney Hinges and Butts to match any architectural design. Whether they be for heavy cathedral portal, simple garden gate or small box lid, they combine artistic taste with practical busy-day service. There is a size to fill every hinge need perfectly.

You won't have to travel far to find a hardware dealer who is proud he carries the McKinney line. And you'll always find him a good man to deal with.

Remember that name McKinney. See that it appears on the hinges or butts you buy. McKinney Service is worth while!

McKINNEY MANUFACTURING COMPANY, Pittsburgh
Western Office, Chicago Export Representation

**McKINNEY**
***Hinges and Butts***

*Also manufacturers of garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks. These McKinney One-Man Trucks eliminate the need of extra helpers and cut trucking costs in half.*

***Here's a photograph of the eighth national advertisement which will visit 3,000,000 hinge and hardware users and buyers. It will make the trip in the August 5th issue of The Saturday Evening Post.***

# *Hinge advertising is Hardware advertising*

THE brilliant playing of one ball star is shared by the team. The success of your salesmen is your success. The expansion of a single manufacturer is an advance of that industry.

McKinney Manufacturing Company realizes full well that the relation between a manufacturer and his dealers is no exception to this rule. This hinge manufacturer of a good fifty years standing not only thought but acted.

A national advertising campaign was planned. At the crack of the pistol it started cross country. It talks hinges to over three million persons a month. Every lap, it is gaining more appreciation of hinges, more regard for hardware—and *more sales.*

You'll profit with the winner if you'll root a little.

McKinney will furnish you with the "banners and pennants" which will help you to share in the cup of victory, if you're in the hardware business to win.

McKINNEY MANUFACTURING COMPANY, PITTSBURGH
Western Office, State-Lake Bldg., Chicago
Export Representation

*Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.*

**McKINNEY**
***Hinges and Butts***

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# For Quick Turn-Over

Concentrate your stock of shotgun shells. Confine your orders to the loads listed below. They will meet practically every requirement.

These are the standard loads for 12-gauge guns. Keep this list handy.

| | DUPONT SMOKELESS Drams | BALLISTITE SMOKELESS Grains | DUPONT BLACK Drams | OUNCES Shot | SIZES Shot |
|---|---|---|---|---|---|
| Large Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 4, 5, 6 or 7 |
| Small and Medium Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 5, 6, 7 or 8 |
| Grouse, Partridge, Prairie Chicken | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | 6, 7 or 7½ |
| Pheasants | 3 | 24 | 3¼ | 1⅛ | 5, 6, 7 or 7½ |
| Geese | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2, 1, or BB |
| Wild Turkey | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2 or 1 |
| Squirrel, Rabbits | 3 | 24 | 3¼ | 1⅛ | 6 or 7 |
| Doves, Pigeons | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | , 7 or 8 |
| Quail | 3 or 3¼ | 24 or 26 | 3¼ | 1 or 1⅛ | ½, 8 or 9 |
| Snipe, Woodcock | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Shore Birds | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Sora Rail | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Trap Loads | 3 or 3⅛ | 24 or 25 | | 1⅛ or 1¼ | 7½ or 8 |

Think of the saving to you in capital invested if you stock only this highly condensed line; think of the saving in space and care; think of the faster turn-over and greater profits that are inevitably yours if you concentrate your selling efforts on a few loads that you know are right instead of scattering them over the scores of loads you are now asked to carry.

**Remember 7 out of 10 shooters use**

DU PONT

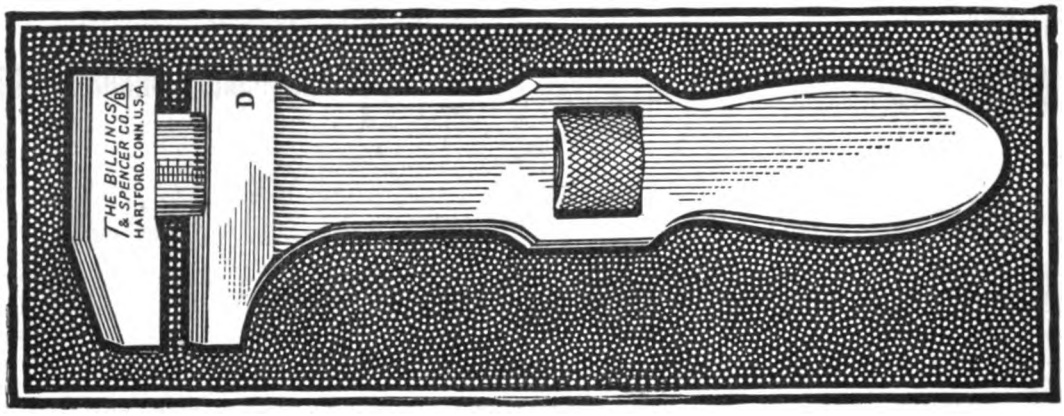
## SMOKELESS SHOTGUN POWDERS
### Exclusively

**On your shell orders for 1921 concentrate on the loads listed above—and**

**Specify Du Pont Powders**

**E. I. du Pont de Nemours & Company, Inc.**
**Sales Dept.: Shotgun Powders Division**
**Wilmington, Delaware**

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FOR fast, accurate work this assembler's wrench is considered just about right by the big shops. Made exclusively by Billings & Spencer, and rightly classed with the precision tools.

"RELY B ON ME"

# THE BILLINGS & SPENCER CO.

HARTFORD, CONN.

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# ATKINS SILVER STEEL SAWS



## Smithing, Hammering and Blocking

No mill saw could do the work expected of it until it goes through the *Smithing, Hammering and Blocking* processes. Smithing removes the lumps in the plate as seen under a straight edge, Hammering equalizes the strain in the plate, and Blocking provides the tension for the speed the saw is to run. These operations are performed in the Atkins factories under the supervision of experts — men long in the service — men who know; that's why *Atkins Saws* have built a reputation for quality.

*Ask for our 264 page book on Saws and Tools*

**E. C. Atkins & Co., Inc.**

*Established 1857*
*"The Silver Steel Saw People"*
*Home Office and Factory*
**INDIANAPOLIS, INDIANA**
Canadian Factory, HAMILTON, ONT.
Machine Knife Factory, LANCASTER, N. Y.
*Branches carrying complete stocks in all large distributing centers as follows:*
Atlanta Chicago Memphis
Minneapolis New Orleans New York City
Portland, Ore. San Francisco Seattle
Paris, France Sydney, N. S. W.
Vancouvouver, B. C.


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# This Jams the Door Snug to the Door Jambs

**IT'S THE BALDWIN REFRIGERATOR LOCK**
**"BALDWIN" PATENT AND DESIGN**

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your Order in Now*

**Baldwin Refrigerator Company**
**Burlington, Vermont**

**Stock carried by Heyman-Weil Co. San Francisco, California**


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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST




Pacific Coast Representatives

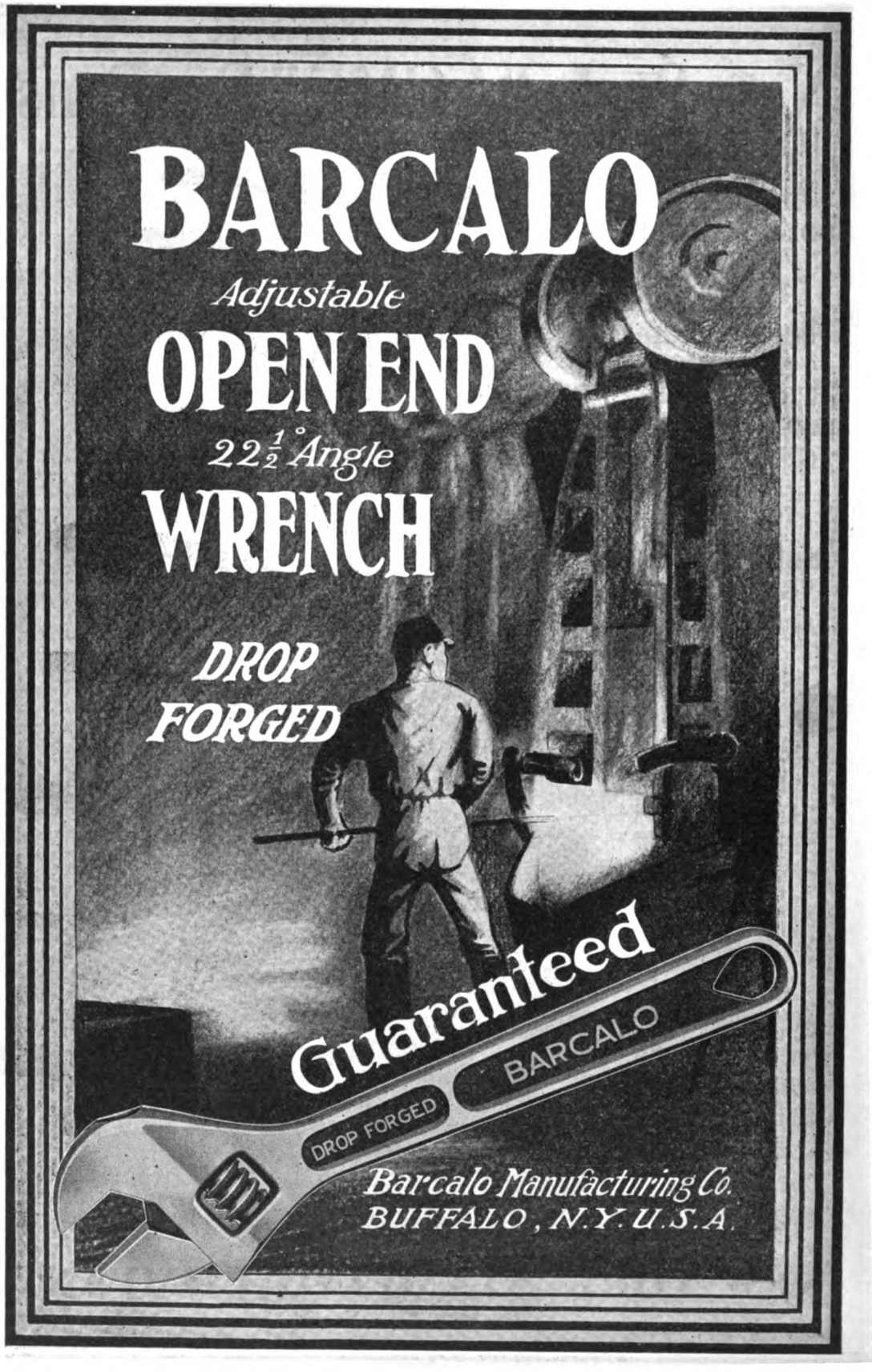
**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**

## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

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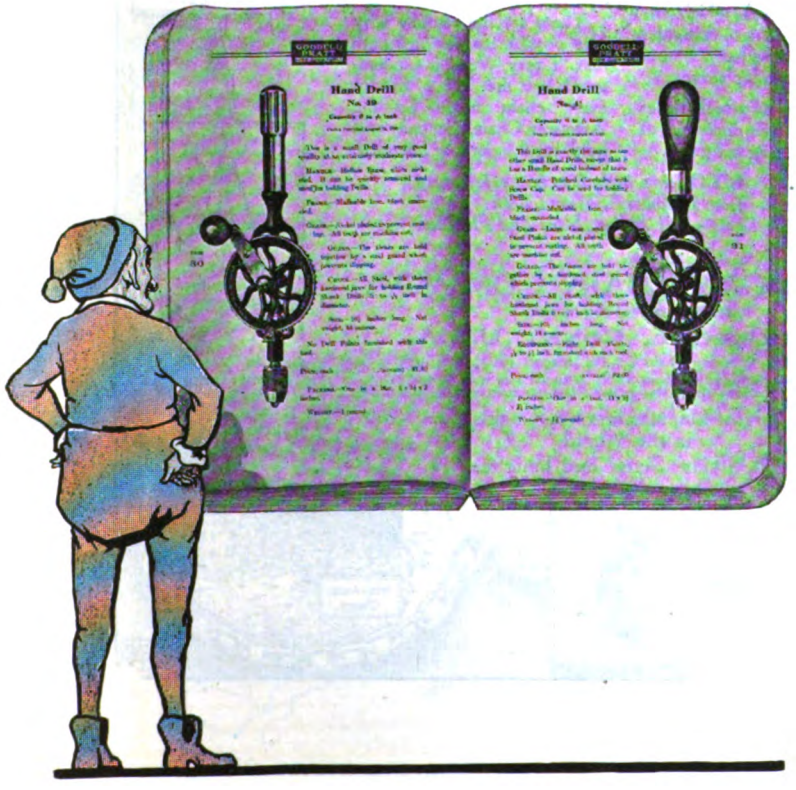
# GOODELL-PRATT
## 1500 GOOD TOOLS

# Mr. Punch Says:

The next best thing to a personal visit at the Goodell-Pratt Toolsmith factories is a thorough working knowledge of the big Toolsmith Catalogue.

A lot of hard work and straight thinking is being done all the time to make this Toolsmith Catalogue a regular Service Guide Book for the hardware merchant.

Think of the sales possibilities right here in your own town for the contents of those 464 pages of hand tools—more than 2000 different tools, the largest line under one name in the world.




The Toolsmith message is being sent out constantly to the users of good tools all over the country.

Did you know that the new Toolsmith Catalogue contains 150 new tools?

There's progress for you — every one of those new tools means new business for Toolsmith Stores.

**Goodell-Pratt Company**

*Toolsmiths*

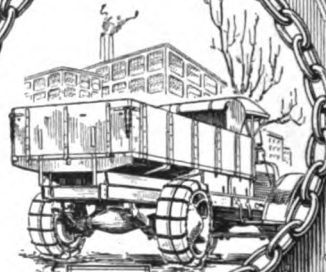
**Greenfield, Mass., U. S. A.**

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A·C·C
TRADE MARK

# THE HONOR OF THE ACCO FAMILY


Weed Tire Chains for Passenger Cars

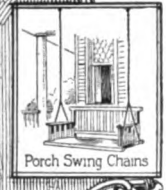

Weed Tire Chains for Trucks


Dobbins Blow-Out Chains


Chains for heavy work of all kinds


"Elweltra" Trace Chains


Sash Chain


Porch Swing Chains


Chandelier Chain

**Weed Chains for Motor Cars!**

**Anchor Chains for Ships!**

**Chains for Railroads!**

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the Acco family honorable and distinctive responsibility which is reflected in every link of every Acco product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the Acco family, loyalty to the work itself is rated above everything.

This is true of every worker whether the job is directing all of the numerous plants, or operating a 2,000,000 pound tester, or a typewriter.

The honor of the Acco family is in the hands of each member of it, even to the youngest worker.

These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the American Chain Company will hold for the purpose intended.

*The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.*

## AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

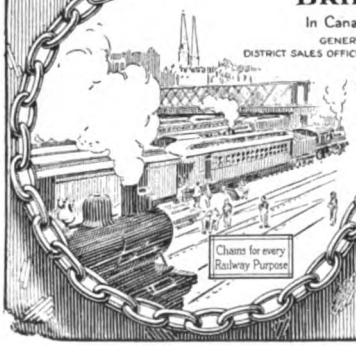
In Canada-Dominion Chain Co., Ltd., Niagara Falls, Ontario

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY

DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

Largest Manufacturers of Chains in the World

All Styles, Sizes and Finishes


Chains for every Railway Purpose


Weed Chain-Jack


Ships' Anchor Chains

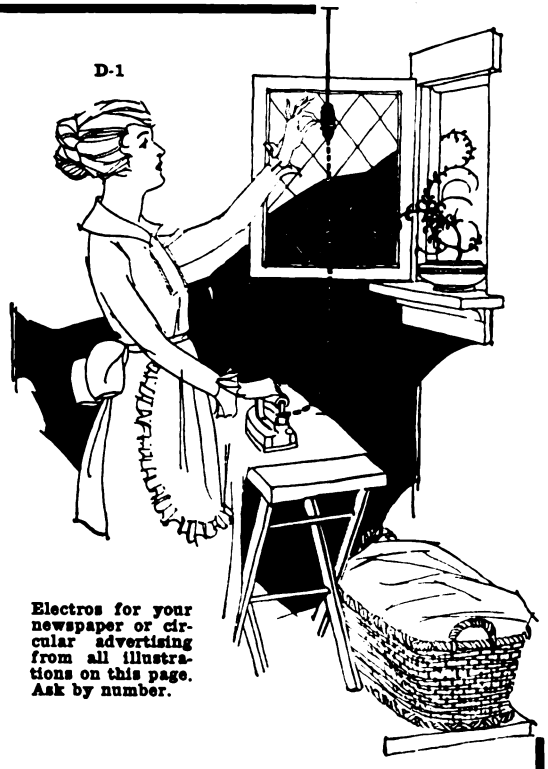

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# Domestic Electric Iron

D-6



D-4



D-1

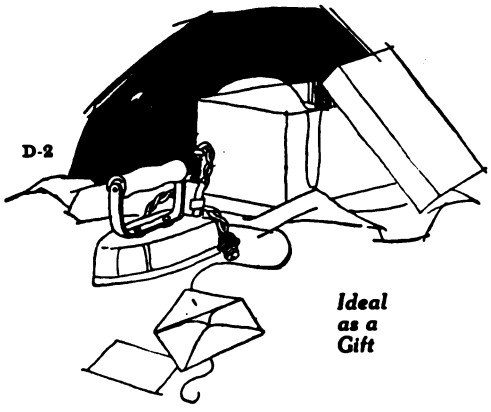
Electros for your newspaper or circular advertising from all illustrations on this page. Ask by number.

## Few Equal—None are Better

High grade workmanship and materials and thorough quality are built into the Domestic Iron. The efficiency of its service, evidenced by years of satisfactory selling, makes it the equal of any iron on the market today.

The Domestic has all the beauty and finish of higher priced irons, costs just as much to manufacture, and yet is sold at a price that appeals to the average buyer.

You couldn't handle a line that ties up less money, takes less space, turns quicker and brings easier profits than the Domestic Iron.



D-2

*Ideal as a Gift*

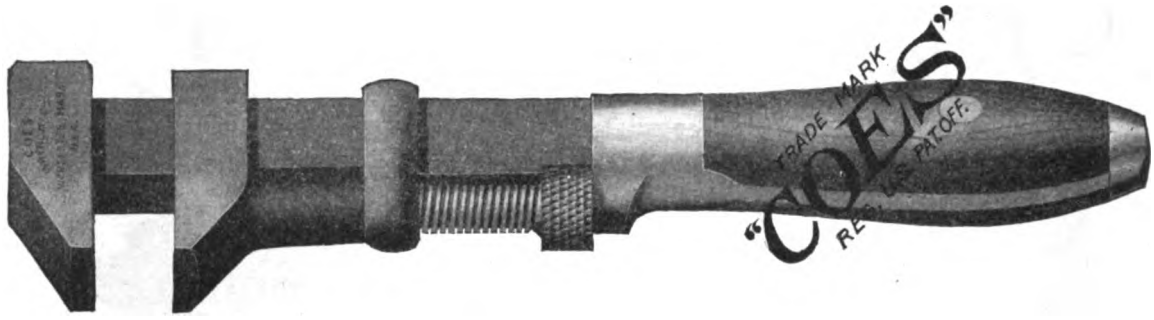
Start with a case of six or twelve—order from your jobber, or from us.

Sales helps include counter cards, electros and folders. Ask for them.

**Chicago Flexible Shaft Company**

**5604 Roosevelt Road, Chicago**

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# Talk Quality

You salesmen behind the counter who sell COES WRENCHES—get this thought:

If all the manufacturers of screw wrenches in the United States should get together and say: "Everything is costing us more money—materials are constantly soaring — we're not getting enough profit—let us skimp a little on **quality** and make up the 'difference'" — The COES WRENCH COMPANY would quickly say:

"Nothing doing—count us out, boys—we've built our reputation on **Quality Wrenches** and we're not going to risk the loss of a single customer by putting out a wrench that is not up to our **Quality Standard.**"

When we say: "Cost a trifle more to return more of the cost in SERVICE," the buying public knows we **mean** it.

The best proof is found in the **repeat orders** for the old, reliable COES.

The easiest wrench to **sell,** because users can **trust the quality.**

Please order through your jobber.

Send for Catalog in English or Spanish.

TRADE MARK
REG. U.S. PAT. OFF.
NO. 64696
Coes

***Cost a trifle more to return more of the cost in "SERVICE"***

## COES WRENCH COMPANY

**Established 1841**

**WORCESTER, MASSACHUSETTS**

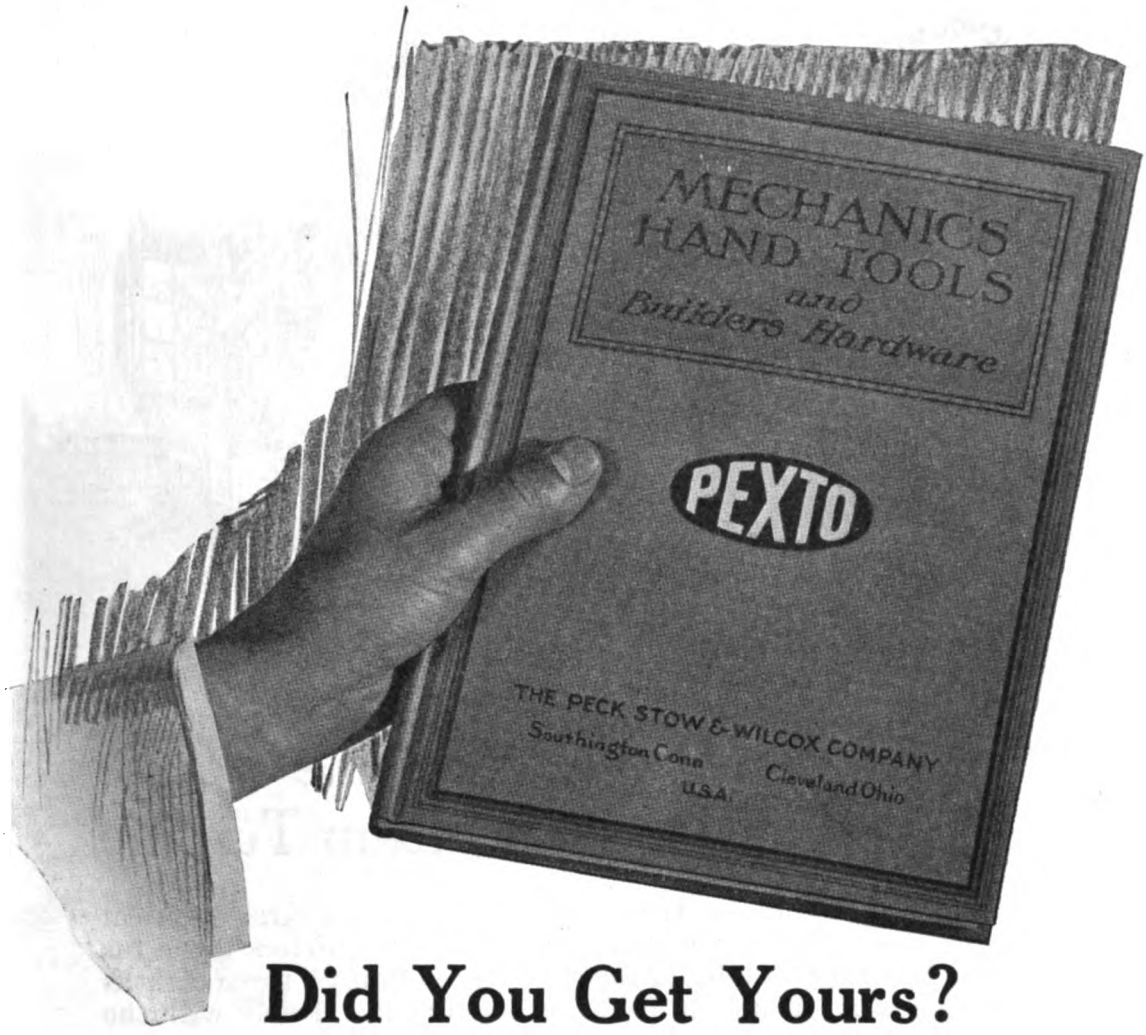
**AGENTS**

**J. C. McCarty & Co.**
**29 Murray St., New York**

**Pacific Coast Agents**
**John H. Graham & Co.,**
**268 Market St., San Francisco**

**John H. Graham & Co.,**
**113 Chambers St., New York**

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# Did You Get Yours?

***More than a catalog, this wonderful book is a silent salesman of indispensable daily help to hardware buyers, salesmen, clerks, etc.—just off the press.***

Your copy of this remarkable centennial edition is ready. 257 pages of information, covering the most complete line—Pexto—of mechanics' hand tools, builders' and general hardware manufactured by any one maker.

Shows colored illustrations of all the principal products with descriptive talks to aid in making sales. Contains news and illustrations of text books for workmen, pruning book for the gardener, standard details for contractors and builders. Explains the new re-hardware idea which increases the builders' hardware business of the merchant. A wonderful book—this centennial edition—which supplants all previous editions of Pexto Catalogs. Your copy will be promptly sent on request.

**THE PECK, STOW & WILCOX COMPANY**

**Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.**

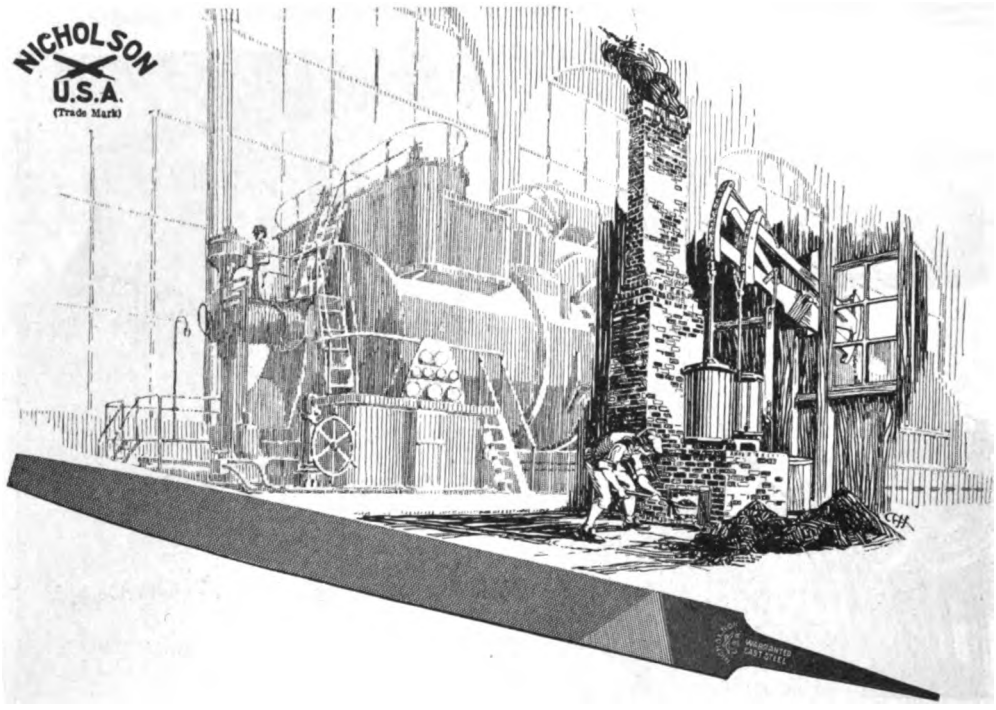
**Southington, Conn. Cleveland, Ohio**

**Address Correspondence to 233 West Center Street, Southington, Conn.**

# PEXTO

## MECHANICS HAND TOOLS AND BUILDERS HARDWARE

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# From James Watt's Engine to Today's Steam Turbine

We read that James Watt, the inventor of the first practical steam engine, congratulated himself that cylinders made for him by the mechanics of that day varied "only" three eighths (.375) of an inch from being true cylinders. Today with the great accuracy required, as is best exemplified in Steam Turbine engineering, mechanics value and use

## NICHOLSON FILES

Repeated department tests, and a final inspection of each file have brought NICHOLSON FILE quality to a standard of 100 per cent perfection.

6000 kinds of files—a file for every purpose.



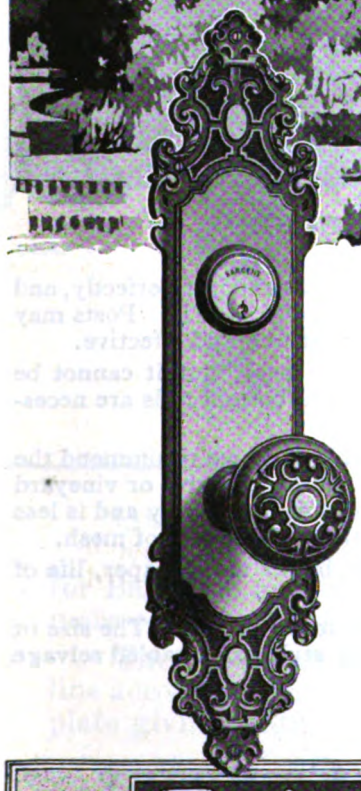

Write for File Filosophy, a booklet on files and their uses, and for our Catalog.

**NICHOLSON FILE CO.**

**PROVIDENCE, R.I., U.S.A.**

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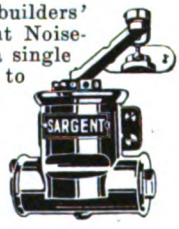
# Spreading the Sargent Message

MONTH after month illustrations similar to the one shown here are spreading the Sargent message of better hardware. Millions of readers are being sold on the economy of Sargent Quality.

So, nine times out of ten, all you have to do is to mention Sargent to the builder or prospective home owner and the sale is made.

Sargent Hardware is good hardware. It is fast selling and profitable to handle. And it certainly is a line that is a credit to any man's business.

## SARGENT DOOR CLOSERS



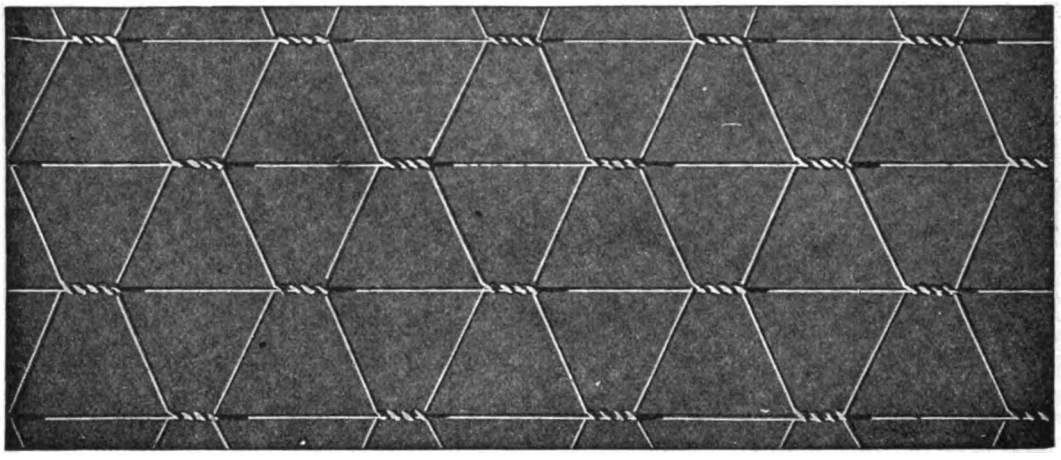

And don't forget when selling builders' hardware to suggest the Sargent Noiseless Door Closer. There's not a single building operation from home to office building that does not contain doors which should be kept closed. Just remind prospects that Sargent Door Closers work quickly, quietly and firmly, three hundred and sixty-five days to the year.

**SARGENT & COMPANY**
Hardware Manufacturers
New Haven, Conn.
New York Chicago

**SARGENT**
**LOCKS AND HARDWARE**

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# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

**UNITED STATES STEEL PRODUCTS COMPANY**

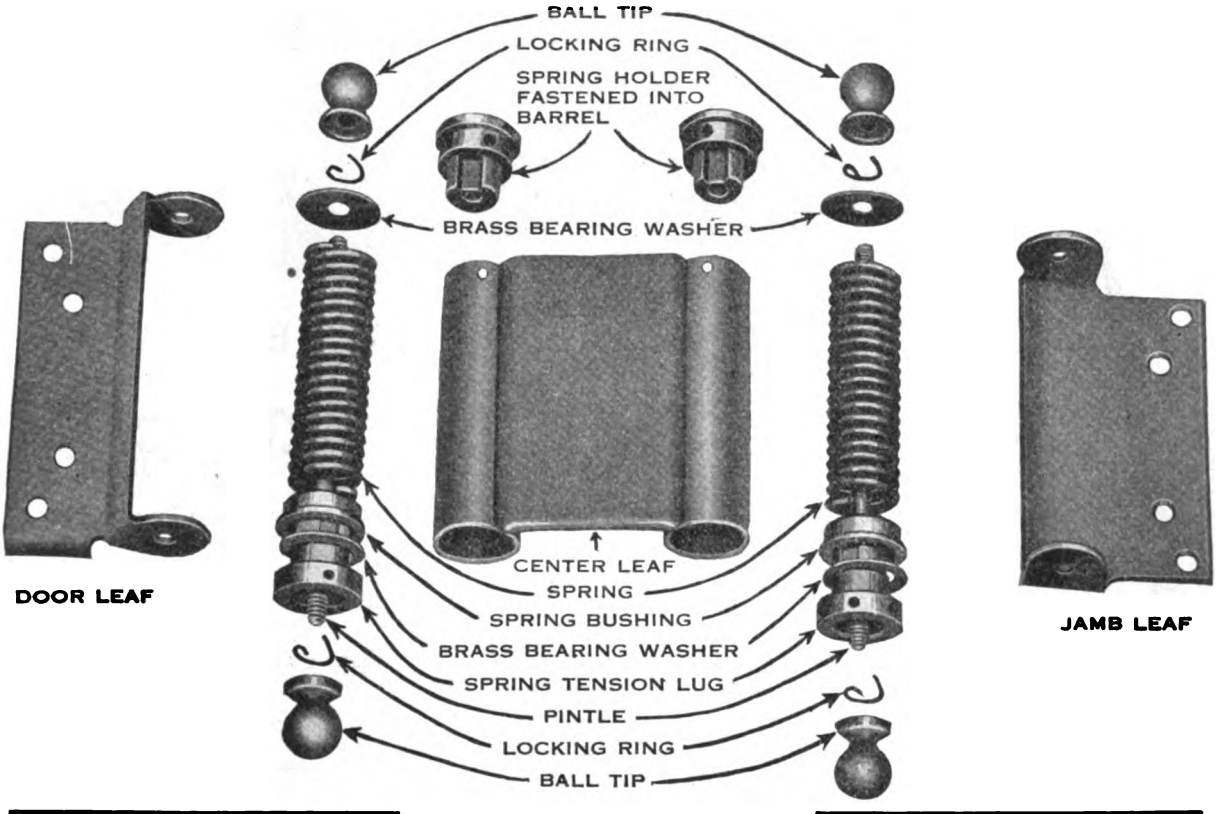
**SELLING AGENTS**

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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# Lawson's "Nu" Double-Acting Spring Jamb Hinge




Compare this construction with that of other hinges.

Note especially our Brass Bearing Washers, Locking Rings for Ball Tips and the size of the springs which have 24 per cent more coils than the springs in other hinges.

The body is made of one piece, the ends joining on a diagonal line across the center web. This web is then reinforced by a cover plate giving additional strength where most needed.

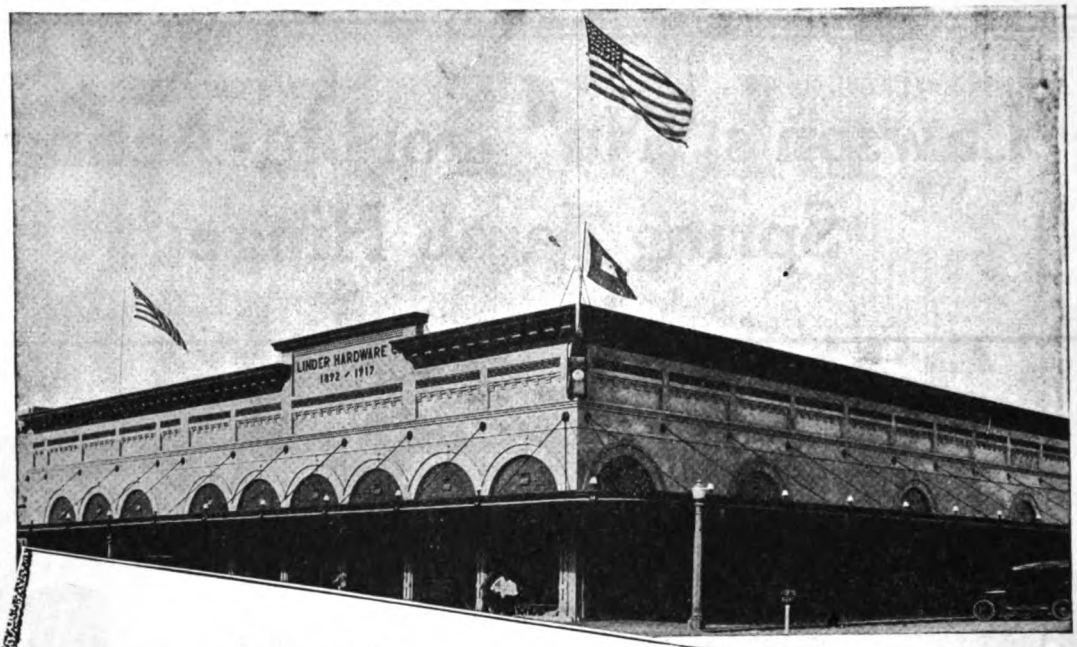
## Lawson Manufacturing Co.

**228-230 West Superior Street**
**Chicago, Illinois**

Eastern Representative
JOHN H. GRAHAM & CO.
95 Reade St., 113 Chambers St.
New York City

Pacific Coast Representative
C. N. & F. W. JONAS
San Francisco. Seattle
Los Angeles

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SANITARY PLUMBING
HEATING, GAS ENGINES
SHEET METAL WORK

BARRETT-HICKS CO.
HARDWARE
PAINTS, GLASS AND RANGES

TELEPHONE 137
1035-1041 I STREET

FRESNO, CALIFORNIA, July 1st, 1920

Stark Rolling Mill Co.,
Canton, Ohio

Gentlemen:

As per request of your representative, we are sending you a photo of the Linder Hardware Company, Tulare, Calif.

We have used Toncan Metal for Marquee and Cornice on this building, also for a large number of buildings in this section, and are well pleased with this metal.

In addition to its durability, it is of very superior working quality, and stands the strain of forming, better than steel.

We are glad to express our appreciation of Toncan Metal.

It needs no other recommendation than its own record for satisfactory service.

Yours very truly,

BARRETT-HICKS COMPANY

Per

# USERS KNOW

THAT

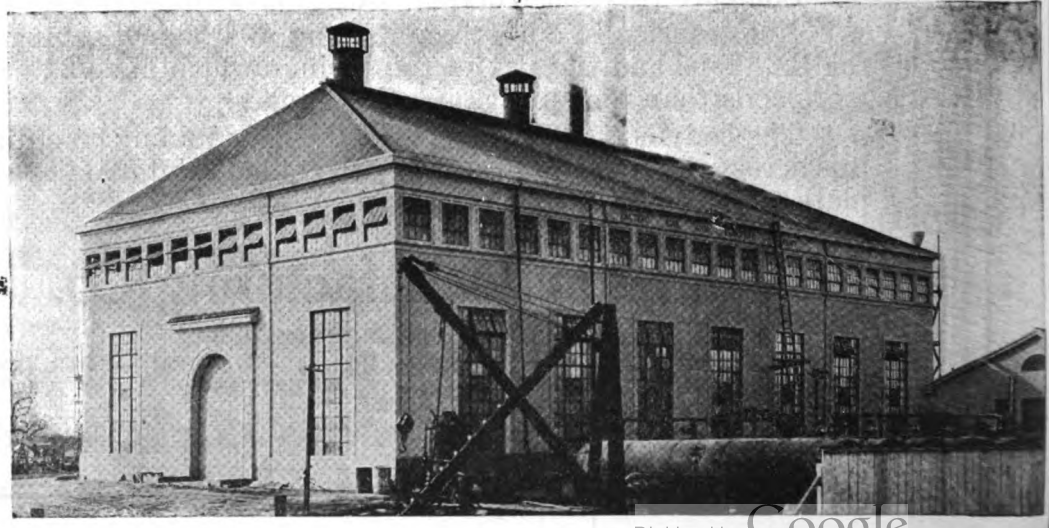
**TONCAN METAL**

costs less in the long run not only because of its long life but also because of its superior forming qualities—ask nearest distributor for full information.

**THE STARK ROLLING MILL CO.**
**CANTON, O.**

**COAST DISTRIBUTORS**

HOLBROOK, MERRILL & STETSON
San Francisco Los Angeles
THE FAILING-McCALMAN CO.
Portland, Ore.
THE BERGER MFG. CO. OF CALIFORNIA
San Francisco Los Angeles



**PACIFIC GAS AND ELECTRIC CO.**
**Fresno, Calif.**

**Barrett - Hicks Co. were the sheet metal contractors, and used Toncan for this structure also.**

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# *Here's a Money-maker for your* Cutlery Department




GOLD, SILVER AND BRONZE MEDALS

to be awarded by the dealer for the best whittled reproduction of one of the designs shown in the Whittlers' Manual.

The Russell Whittlers' Club Barlow Knife and Kit is going to be the big thing this season.

a proposition that will put the quick step in your cutlery sales and make your store the big attraction of your neighborhood—

## A Russell Barlow Knife Plus a New Idea

in the way of a merchandising plan so simple that the pictures tell the story. But what a humdinger of a plan! Just run your eye down the illustrations on this page—just note the *package—the prize medals—the Russell Whittlers' Club Button—the complete outfit.*

## And Then an Advertising Campaign in 24 NATIONAL MAGAZINES




There is more to tell but we have told you enough to let you see what a trade-building plan this is. Send today for full particulars.

**Place Your Xmas Order Now!**

There won't be nearly enough of these outfits to fill all orders.

You know what the name Russell stands for in the cutlery trade and that we would not enthuse about anything that was not absolutely right.

**John Russell Cutlery Co.**
Green River Works
**Turners Falls, Mass., U. S. A.**

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ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

**Hunt, Helm, Ferris & Co.** *Complete Barn Outfitters* **Harvard, Ill.; Albany, N. Y.**

**Designers and Manufacturers of**

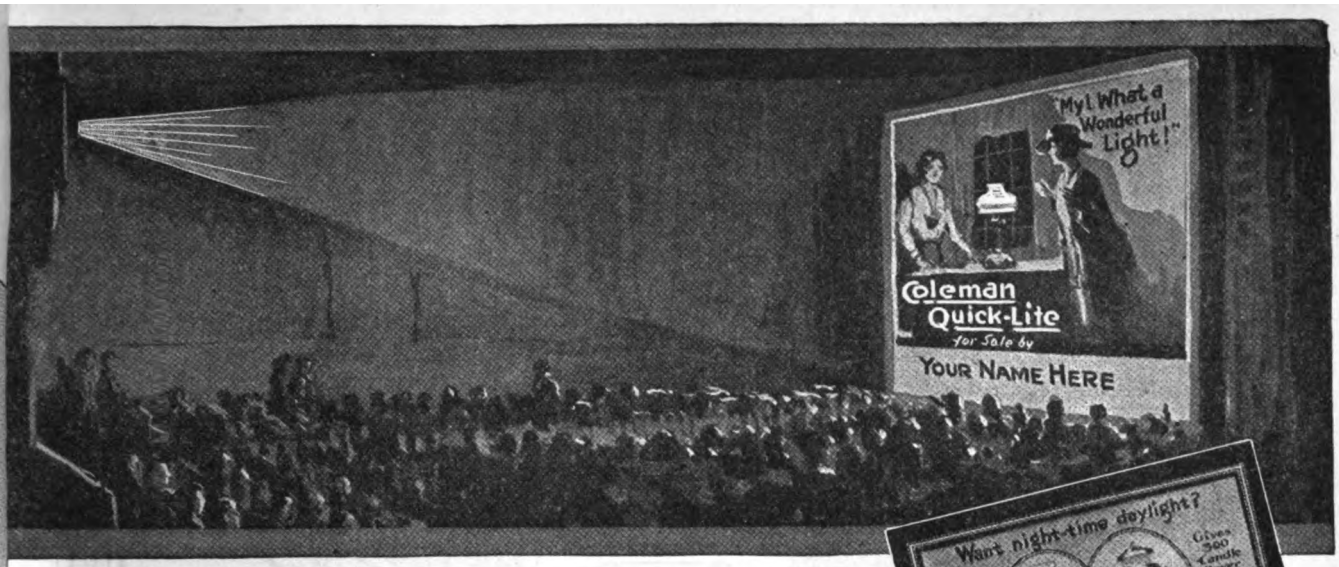
# STAR Equipment

## The STAR Line

*"Something to Sell the Year Round"*

**Barn Equipment**
**Litter Carriers**
**Water Bowls**
**Feed Trucks**
**"Harvester" Hay Tools**
**Door Hangers**
**Garage Equipment**
**Coaster Wagons**
**Tank Heaters**
**and Other Farm Specialties**

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# 13,000,000 PEOPLE Attend the Movies Daily

Part of the Coleman Dealer Co-operation service includes supplying you with a series of picture slides as illustrated opposite. You can tie up with our National Advertising by using these slides. They show Quick-Lites, they boost Quick-Lites, *and you*, to the same folks who read about Quick-Lites in the magazines and farm papers. It's profitable advertising, keeps your name before the buying public and helps make your store headquarters for merchandise of quality. Use the coupon. Send for your slides now.














# Coleman Quick-Lite

## *Lamps and Lanterns*

If you haven't stocked Quick-Lites as yet, use the coupon below and write us for latest catalog and prices of Quick-Lite Lamps and Lanterns and full information regarding how we help you sell *more* than your quota.

## The Coleman Lamp Co.

**Wichita St. Paul Toledo**
**Dallas Los Angeles**
**Atlanta Chicago**

Sold by more than 20,000 Dealers and 400 Jobbers. Used in a million American homes—on farms, in towns, and cities everywhere.

COLEMAN LAMP COMPANY,

Write Name of Nearest Coleman Office_____

[ ] Send me a set of Quick-Lite slides showing my name and store slogan as below.

[ ] Send Quick-Lite catalog and details of your Dealer Co-operation service.

Name_____

Store Slogan_____

Address_____

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ANCHOR BRAND HARDWARE PRODUCTS
CERTIFIED QUALITY

# PREPARE FOR HARVEST DAYS

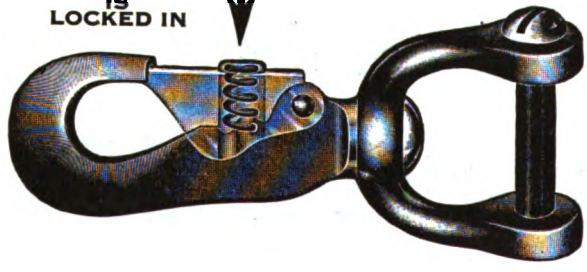
## WITH A SOUND INVESTMENT

## LOXPRING

(Patented)

## HARNESS SNAPS

THE SPRING IS LOCKED IN



"ANCHOR BRAND" IS THE GUARANTEE OF MAXIMUM SATISFACTION

ONE OF MANY

**Hardware Dealers everywhere are extending their sphere of trade by adding hardware for farm and truck harness to their line. They report increased profits and many new, permanent customers.**

***"LOXPRING"* Snaps can be placed on sale with every reason to expect quick results. The spiral spring is made of fine steel and is locked in; even if tongues should become spread, springs will remain in position in defiance of bumps or jars. Extra thickness of metal adds to the life of the frame. *"LOXPRING"* Snaps are made for every desirable purpose in standard sizes and finishes.**

**"Anchor Brand" Products—leaders for more than sixty years—include practically everything known in connection with modern and improved harness hardware. Send for free literature.**

**BRANCH SALES OFFICES**

NEW YORK, 127 DUANE ST.
CHICAGO, 326 W. MADISON ST.

**Wholesale Only**
**Samples Free**

**BRANCH SALES OFFICES**

ST. LOUIS, 608 VICTORIA BLDG.
SAN FRANCISCO POSTAL TEL. BLDG.

200

# North & Judd Mfg. Co.
# New Britain, Conn.

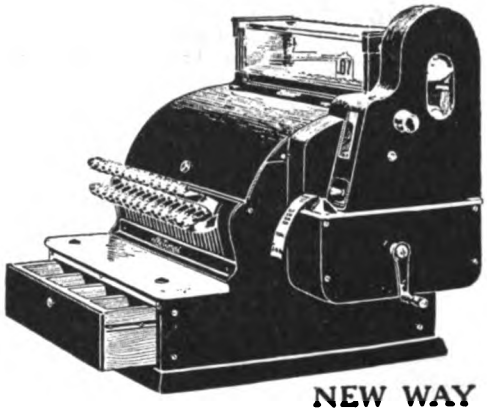
# No more mistakes in adding up the items of a sale



OLD WAY

**By hand and brain and pencil.**

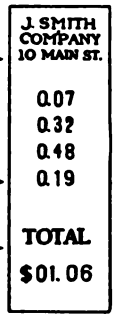
**Makes mistakes.**
**Causes losses.**
**Causes worry.**



NEW WAY

## This new receipt-printing cash register adds the items by machinery.

① It prints a receipt for each customer.
② It prints the price of each article.
③ It indicates the price of each article.
④ It prints the total of all items.
⑤ It retains an added and printed record.




**Copy of receipt, with merchant's name, printed for each customer.**

**It also does many other things which have made National Cash Registers a business necessity.**

**We make cash registers for every line of business**

# NATIONAL CASH REGISTER CO.

DAYTON, OHIO

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# Stop! Look! Think!




**OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF**

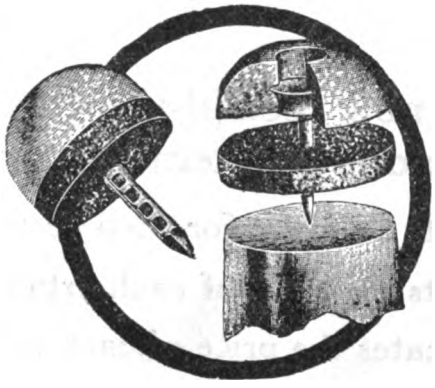
## "Elastic" Chair Tips

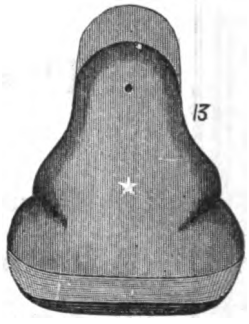


**consisting of the most salable and profitable sizes, viz:**

**8 Gross Rubber Head Nails.**
**4 100/144 Gross Bumpers.**
**17 Doz. Slotted Screw Tips.**
**4 Doz. Wood Peg Tips.**
**3 Doz. Patent Rocking Chair Tips.**
**4 Doz. Stetson's Combination Cushion Chair Tips.**









## "Elastic" Chair Tips

**Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.**

**Their almost universal usefulness and necessity make them most profitable sellers—if pushed.**

**"Elastic" Chair Tips.**
**Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!**



**ELASTIC TIP CO., BOSTON, MASS.**
**Kindly send us full particulars and prices of "Elastic Assortment."**
**Name.....**
**Address.....**
**Hardware World.**

# ELASTIC TIP CO.

**370 Atlantic Ave.. Boston. Mass.**

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# This Attractive Counter Display

**now furnished with**

# DOMES *of* SILENCE

EACH set of four is separately boxed. One-quarter gross sets to the display. DOMES *of* SILENCE when attached to furniture legs, save floors, rugs and furniture. They are made of case hardened steel and wear indefinitely. The counter display in your store will reap the benefits of extensive national advertising.

## *Order From Your Jobber Today*

Special assortment "F-2" consisting of one-quarter gross sets each of the following fast selling sizes: $\frac{7}{8}$", $\frac{3}{4}$", $\frac{5}{8}$", $\frac{1}{2}$".

**Henry W. Peabody & Co.** **17 State Street, New York City**

***Domes of Silence Division***

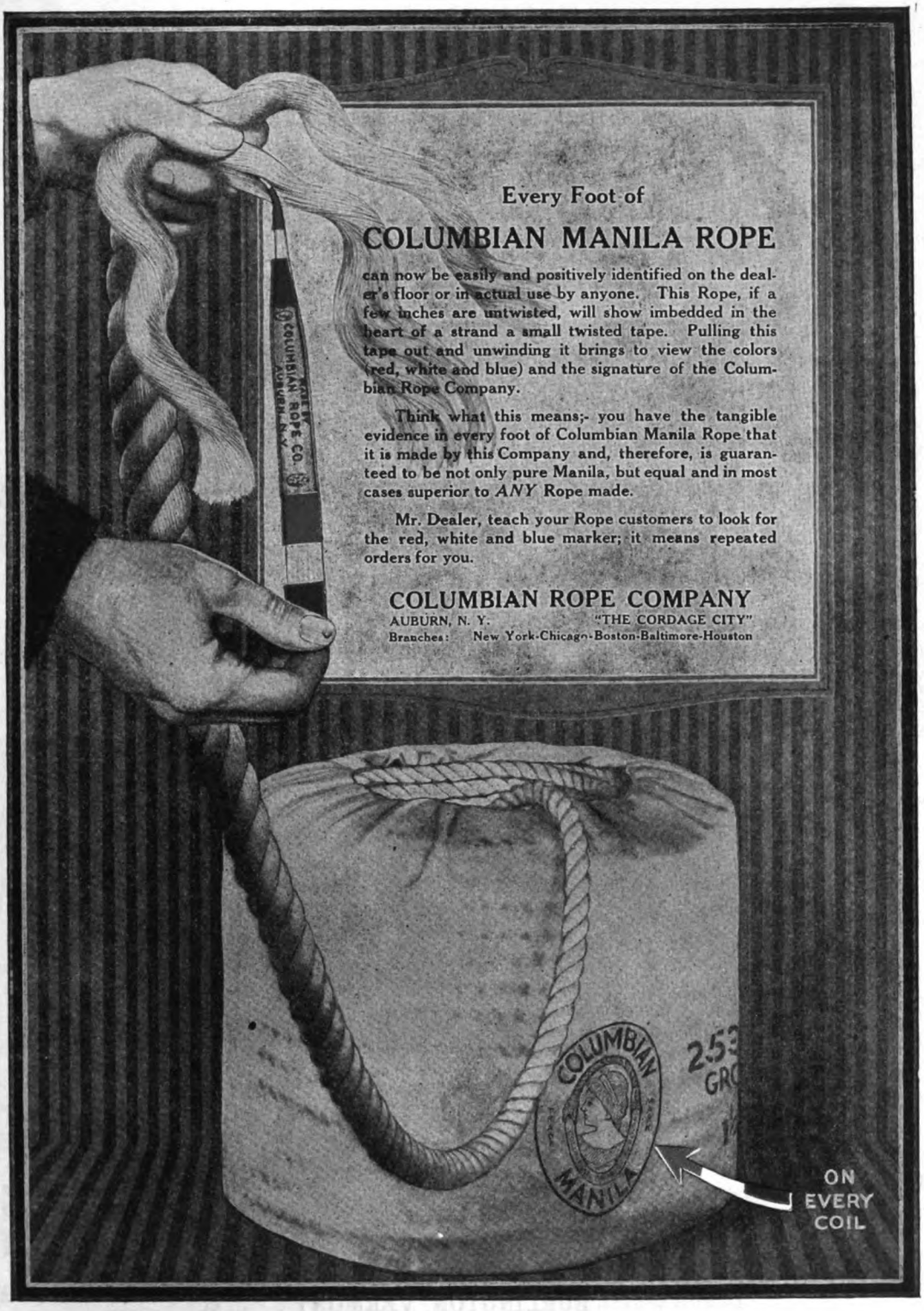
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# Here are the jobbers who already have the *NEW* Domes of Silence display package in stock:

**Los Angeles, Cal.**
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
No Sweat or Mar Mfg. Co.
Harper & Reynolds
Southwest Hdwe. Co.
**San Francisco, Cal.**
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co.
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Weil Co.
**Sacramento, Cal.**
The Schaw-Batcher Co.
**Oakland, Cal.**
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.
**San Diego, Cal.**
Whitney & Co.
**Denver, Colorado**
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.
**Bridgeport, Conn.**
The Bassick Co.
**Hartford, Conn.**
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knock & Co.
**New Haven, Conn.**
The John E. Bassett & Co.
Bronson & Townsend Co.
**Cairo, Ill.**
Woodward Hdwe. Co.
**Chicago, Illinois**
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
**Decatur, Ill.**
Morehouse & Wells Co.
**Evansville, Indiana**
Clifford Hdwe. Co.
**Indianapolis, Ind.**
Van Camp Hdwe. & Iron Co.
**Des Moines, Iowa**
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.
**Fort Dodge, Iowa**
Prusia Hardware Co.
**Ottumwa, Iowa**
Haw Hardware Co.
**Sioux City, Iowa**
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.
**Atchison, Kansas**
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.
**Salina, Kansas**
Lee Hdwe. Co.
**Louisville, Ky.**
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.
**New Orleans, La.**
United Hdwe. Co.
A. Baldwin & Co., Ltd.
**Lewiston, Maine**
Hall & Knight Hdwe. Co.
**Portland, Me.**
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.
**Baltimore, Md.**
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.
**Boston, Mass.**
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
J. B. Hunter Co.
Bigelow & Dowse Co.
**Cambridge, Mass.**
J. L. Hammett Co.
**Fitchburg, Mass.**
Fitchburg Hdwe. Co.
**Pittsfield, Mass.**
Pierson Hdwe. Co.
**Springfield, Mass.**
Carlisle Hdwe. Co.
**Detroit, Mich.**
Buhl Sons Co.
Standart Bros. Co., Ltd.
**Saginaw, Mich.**
Morley Bros.
**Grand Rapids, Mich.**
Foster, Stevens & Co.
Michigan Hdwe. Co.
**Minneapolis, Minn.**
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
**Duluth, Minn.**
Kelly-How-Thomson Co.
Marshall-Wells Co.
**St. Paul, Minn.**
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.
**Kansas City, Mo.**
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.
**St. Joseph, Mo.**
Wyeth Hdwe. & Mfg. Co.
**St. Louis, Mo.**
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Witte Hdwe. Co.
**Lincoln, Nebraska**
Pieper Bros.
**Omaha, Neb.**
Wright & Wilhelmy Co.
**Keene, N. H.**
Spencer Hdwe. Co.
**Newark, N. J.**
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover
**New York City**
Masback Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Ullman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blamberg & Co.
R. Christensen
Benz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Sickels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hesslein & Co., Inc.
Underhill, Clinch & Co.
**Binghamton, N. Y.**
Crocker & Odgen Co.
Babcock, Hinds & Underwood
**Buffalo, N. Y.**
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers
**Elmira, N. Y.**
Barker, Rose & Clinton Co.
**Ithaca, N. Y.**
Treman, King & Co.
**Kingston, N. Y.**
L. S. Winne & Co.
**Plattsburgh, N. Y.**
M. P. Myers & Co., Inc.
**Rochester, N. Y.**
Mathews & Boucher
**Schenectady, N. Y.**
Clark, Witbeck Co.
**Syracuse, N. Y.**
Burhans & Black, Inc.
**Troy, N. Y.**
J. M. Warren & Co.
**Utica, N. Y.**
Roberts Hdwe. Co.
**Watertown, N. Y.**
W. W. Conde Hdwe. Co.
**Canton, Ohio**
Canton Hdwe. Co.
**Chillicothe, Ohio**
Spetnagel Hdwe. Co.
**Cincinnati, Ohio**
The Kruse & Bahlmann Hdwe. Co.
The Kruse Hdwe. Co.
**Cleveland, Ohio**
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.
**Columbus, Ohio**
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.
**Toledo, Ohio**
The Bostwick Braum Co.
**Marietta, Ohio**
The Union Hdwe. Co.
**Portland, Oregon**
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.
**Allentown, Pa.**
C. Y. Schelly & Bro.
**Erie, Pa.**
Palace Hdwe. Co.
**Huntingdon, Pa.**
C. H. Miller Hdwe. Co.
**Lancaster, Pa.**
Herr & Co.
Reilly Bros. & Raub
**Philadelphia, Pa.**
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
**J. Jacob Shannon & Co.**
**Pittsburgh, Pa.**
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
**S. A. Maxwell & Co.**
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.
**Reading, Pa.**
Bard Hdwe. Co.
Stichter Hdwe. Co.
**Scranton, Pa.**
Weeks Hdwe. Co.
**Providence, R. I.**
Belcher & Loomis Hdwe. Co.
**Dallas, Texas**
Butler Bros.
Huey & Philip Hdwe. Co.
**Laredo, Texas**
A. Deutz & Bro.
**El Paso, Texas**
Krakauer, Zork, Moyes, Sucs, Inc.
**San Antonio, Texas**
Geo. Potchernick
Heusinger Hdwe. Co.
**Salt Lake City, Utah**
Strevell Paterson Hdwe. Co.
**The Salt Lake Hardware Co.**
Zion Co-operative Mercantile Inst.
**Richmond, Va.**
Virginia Carolina Hdwe. Co.
**Tacoma, Wash.**
F. S. Harmon & Co.
**Bellingham, Wash.**
Morse Hdwe. Co.
**Seattle, Wash.**
Spelger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.
**Spokane, Wash.**
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.
**Everett, Wash.**
Pacific Hdwe. Co., Inc.
**Washington, D. C.**
Barber & Ross
**Parkersburg, West Va.**
W. H. Smith Hdwe. Co.
**Milwaukee, Wis.**
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.
**Green Bay, Wis.**
Morley, Murphy Hdwe. Co.
**LaCrosse, Wis.**
V. Tausche Hdwe. Co.

**Henry W. Peabody & Co.** ***Domes of Silence Division*** **17 State St., New York City**

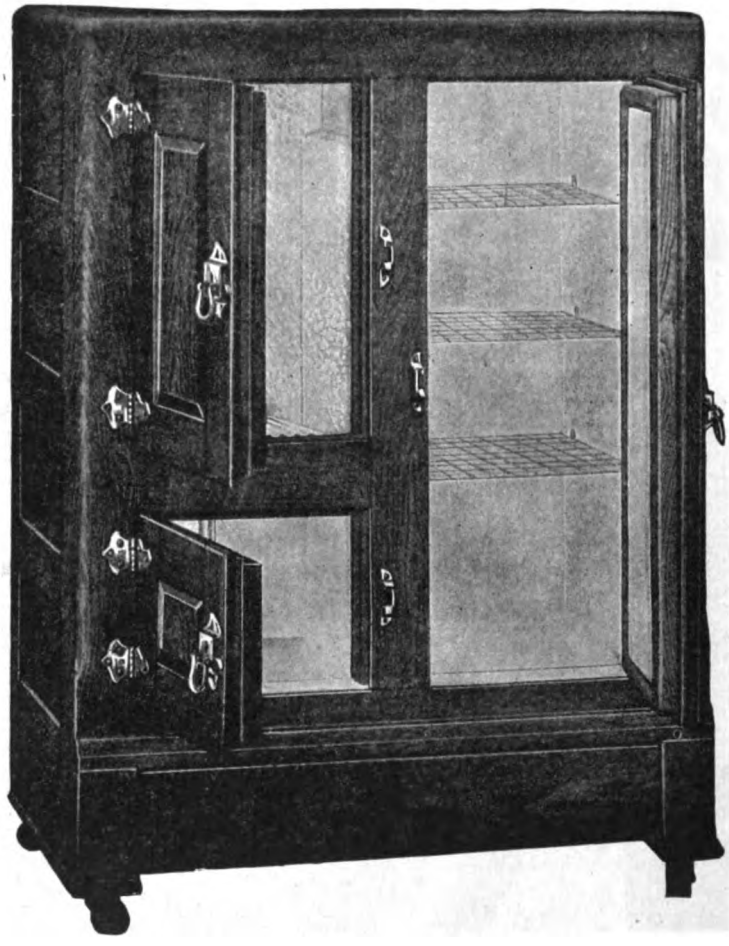
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# It Is Going to Be Hard to Get Refrigerators This Summer When You Want Them

## Your Jobber Has a Good Stock on Hand at Present But It Will Not Last Long



UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

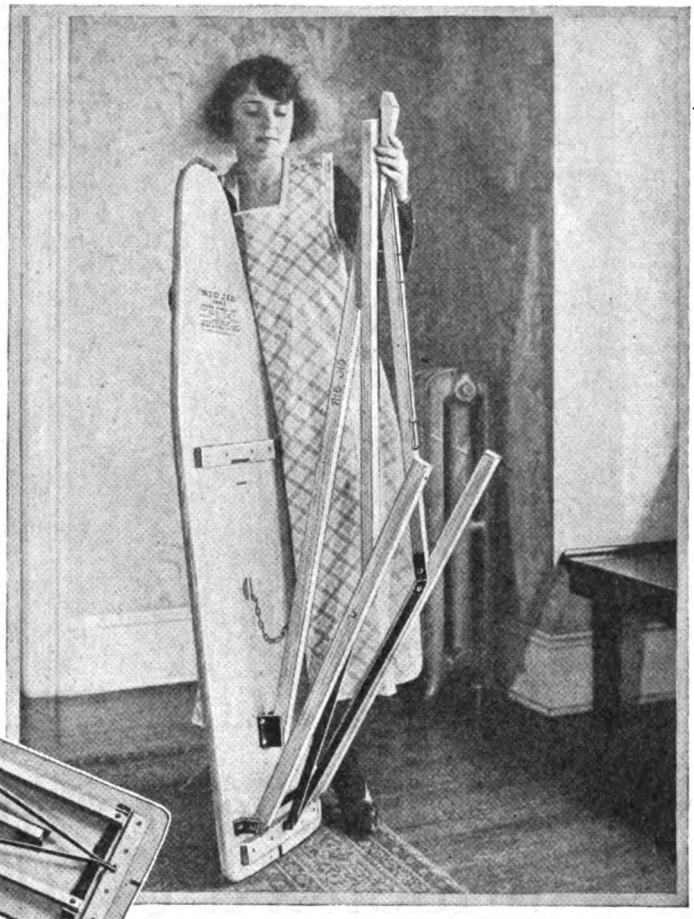
## MONARCH REFRIGERATOR WORKS

**BURLINGTON, VERMONT**

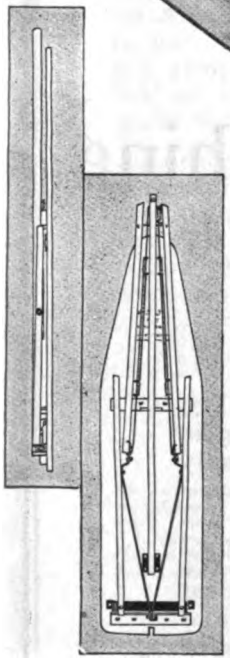
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You can sit on the open end of the Rid-Jid without tilting. Its convenience and strength appeal to every woman who sees it.







Note how compactly and easily the Rid-Jid folds up. It can be carried or stored anywhere. When standing it positively will not creep, sway or wabble from the motion of ironing. It is the strongest, lightest, most practical ironing table ever made.

# And Now There is Added Sales Impetus

THE Rid-Jid Open End Folding Ironing Table has made good on merit. It has sold big—because it is so far and away ahead of any other ironing board ever invented.

But every woman doesn't know about the Rid-Jid. We are putting added impetus into the already steady sales of this table with national advertising. Every month we tell the Rid-Jid story to hundreds of thousands of women.

Your customers are going to ask you for a Rid-Jid Ironing Table. **Will you have it in stock in order to take advantage of this increased and profitable business? Write us for details and for attractive dealer helps that link your store with our advertising.**

RID-JID

**open end, folding IRONING TABLE**

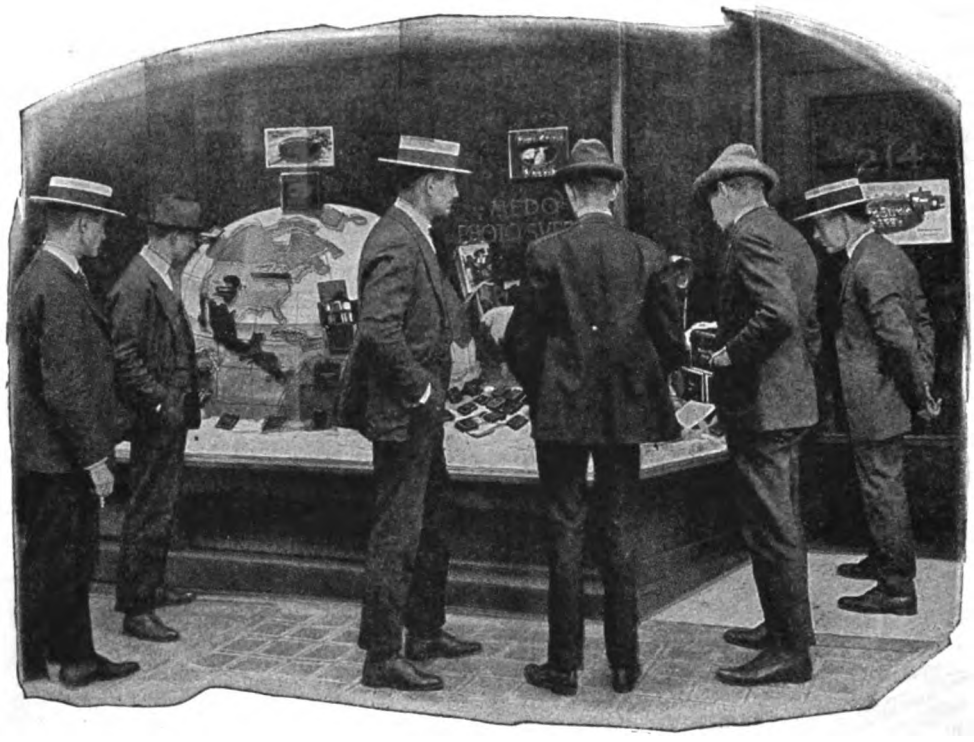
*Made Under the Springer Patents*

**THE RID-JID PRODUCTS CORPORATION**
**Waukegan, Illinois**

**Successors to Oregon Woodenware Mfg. Co.**

**Western Office, 610 Concord Building, Portland, Oregon**

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*Unique, original window trims will give your store personality*

# 82% of all sales to men are influenced by this one thing

## *How "Store Personality" is being used by progressive dealers to double and treble their safety razor sales*

WHAT is it that often makes one store have a hard time with certain articles of merchandise, while another store located a few doors away may do a tremendous volume of business on the same line of goods?



*Opens for cleaning like the leaf of a book*

Just what is it that makes people criticise one store, while they go out of their way to trade in another? The answer can be given in two words—*Store Personality.*

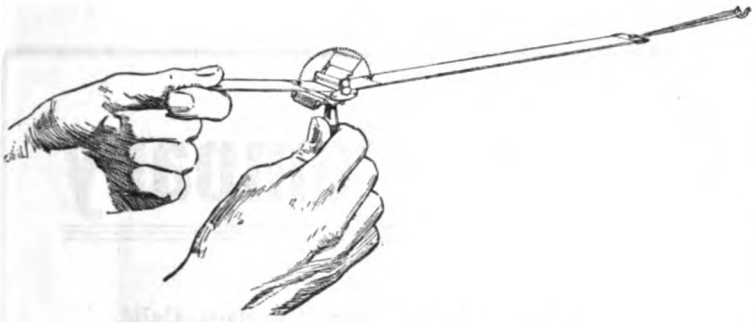
Stores have a personality just as people have. When a store has a *pleasing* personality, business comes—if not, business goes to competitors. And store personality is based on just one thing—*service.*

### *Examples of dealer service*

Dealers everywhere are up against high rents, high salaries, shortage of help. Here are a few examples of how some of them are offsetting these obstacles to maximum profits.

A dealer in Iowa has averaged more than $3,000 a year for the last two years—selling AutoStrop Razors because he gave his customers an opportunity to demonstrate the AutoStrop Razor for themselves.

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## Tie up to this big campaign

45,000,000 people, readers of seven magazines and 320 local newspapers, will see these advertisements. Every advertisement emphasizes the AutoStrop Razor's unique self-stropping device.

Tie up to this advertising by demonstrating the self-stropping feature of the AutoStrop Razor at every opportunity. *Get the customer to strop the razor himself,* just to see how easy it is. It is remarkable how interested 9 out of 10 men become.

### *Practical business-building ideas*

A Pacific Coast dealer gives an AutoStrop Razor free to any Coast League baseball player hitting a home run at the local park. He has established himself as a "live wire" in the cutlery business, and his trade in all lines is increasing.

A dealer in New Jersey made his store known for miles around as "Razor Headquarters." His plan is a simple one—he offers an AutoStrop Razor free to anyone who can make the stropping mechanism cut or injure the strop while restoring the edge.

A dealer in Pennsylvania is speeding up sales by displaying together articles *that are used together.* With his monthly window-trim featuring the AutoStrop Razor he always displays shaving brushes, soap, mugs, strop dressings, blades, even talcum and shaving lotions.

These are practical business-building ideas that have proved their worth with other dealers. They will help a lot toward making *your* store stand out in the community—toward giving it a personality that will attract customers and hold them.

Write for our merchandising plan and other dealer helps.

We can help you to duplicate the success you have just read about.

AUTOSTROP SAFETY RAZOR CO.
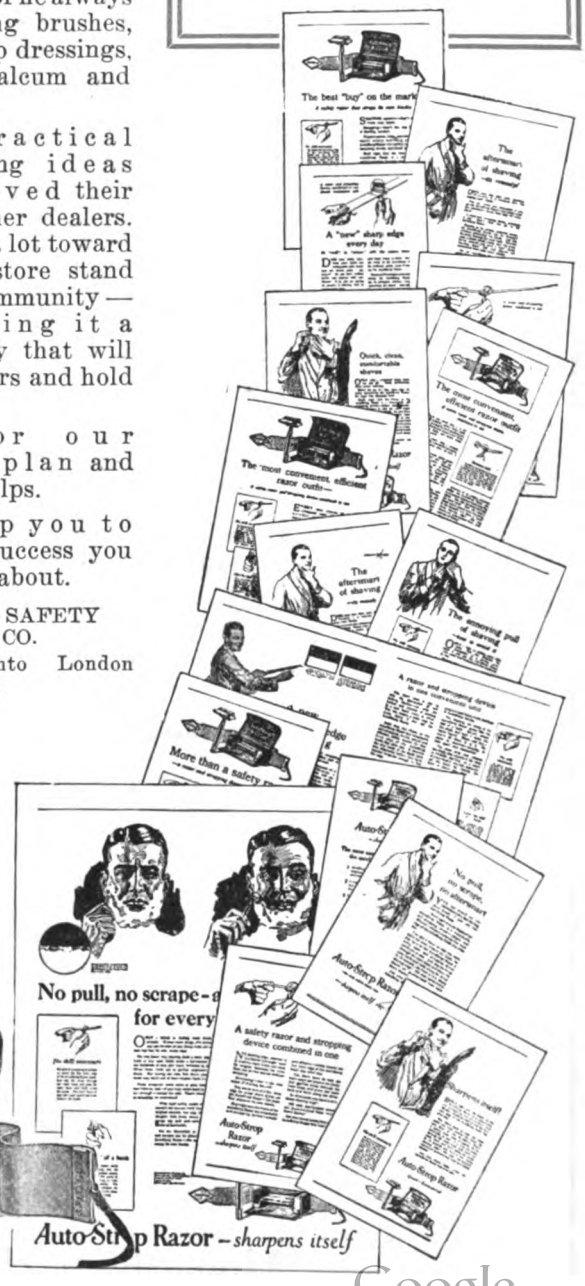
New York Toronto London Paris

# AutoStrop Razor

## —*sharpens itself*

***On razors, strops, blades, etc., hereafter manufactured by us we shall apply the trade mark "Valet" in addition to the trade mark "AutoStrop" as an additional indication that they are the genuine products of the AutoStrop Safety Razor Co., New York***







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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
**CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.**

Evansville  Indiana


## Casters That Sell

**Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.**

**Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.**

**Send for Catalog "G"**




**Full Size Plate 2-8**

***"Move the FAULTLESS Way"***

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# A Message from the man who makes the Stars



IN August 15, our company which has manufactured Star Hack Saws from the beginning will change its selling policy and market its own blades. The double-page Saturday Evening Post advertisement of August 21 reproduced in miniature on the opposite page will announce this change to Star Hack Saw users.

This new service is, I believe, one of the most important steps ever taken by the organization over which I have the honor to preside. Since 1883 we have been making Star Hack Saw Blades of a quality that has made the green box of Star Saws famous wherever hardware or mill supplies are sold.

No matter how small or remote the store, you are almost sure to find Star Saws there—often the only hack saw carried. It is the famous old brand of hack saws that has stood out in front for 37 years.

There is no need here to recount the price paid for this leadership in a lifetime of metallurgical research and machine invention, concentrated on hack saws alone—in the development of a highly organized plant with special Star Hack Saw manufacturing methods from one end to the other.

The important thing now is that to this better Star Saw we are now adding a better Star Service by selling Star blades ourselves from the factory that makes them. This change is of vital interest to you and every other customer of Star blades, for it makes Star results doubly sure in the users' hands.

After August 15, 1920, send your orders for Star blades to this office if you order direct, or be sure to specify "Star" on your jobber orders. We invite correspondence and service suggestions from the trade on any subject connected with Star Saws. I will see to it personally that they receive every attention.

*Geo. N. Clemson* President

**CLEMSON BROS. INC.**

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Star national advertising is well known. And it has made the leadership of Star Hack Saws still more emphatically apparent. By a substantial margin Star Hack Saws are the largest selling hack saws and our advertising is increasing this demand still further and making them more and more profitable for you to handle.

Our plans for 1921 will continue our advertising policy on a larger broader scale than ever before which is your guarantee of the continued and increasing demand for this famous old brand of hack saws.

**Clemson Bros., Inc., Middletown, N. Y.**

# STAR HACK SAW BLADES

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*Traveling Salesmen and Department Managers' Semi-Annual Convention, July 1, 2, 3, 1920*

**THE TRITCH HARDWARE COMPANY - - Denver, Colorado**

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# LANTERNS

## DIETZ

*"Safe as Sunshine"*



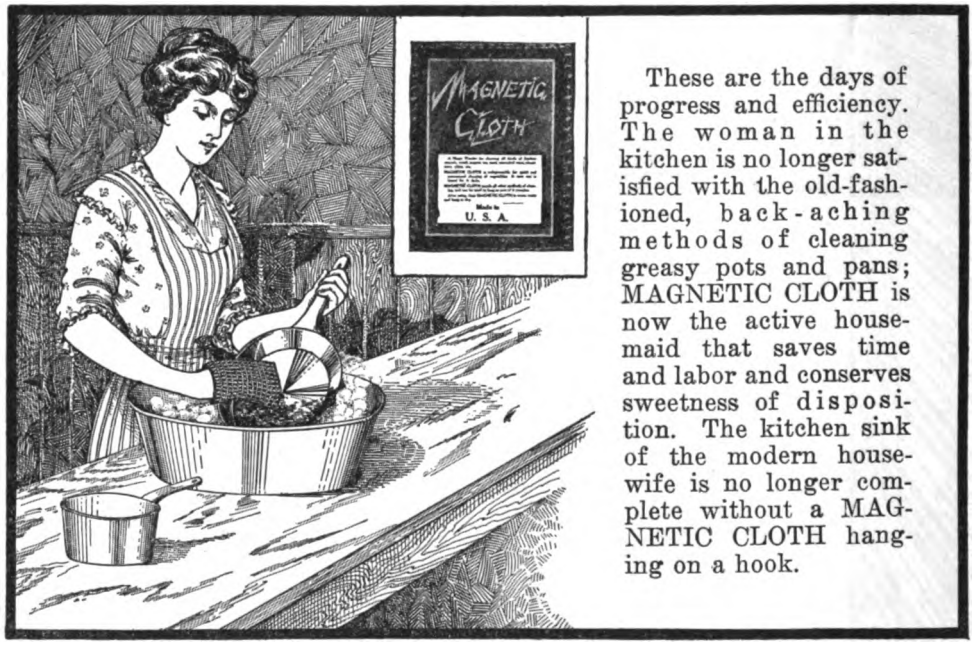

**R. E. DIETZ COMPANY**
NEW YORK
*Largest Makers of Lanterns in the World*
Founded 1840
Your Jobber Stocks DIETZ Lanterns


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# MAGNETIC CLOTH

## The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.




These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

**Retails for 10 Cents** **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

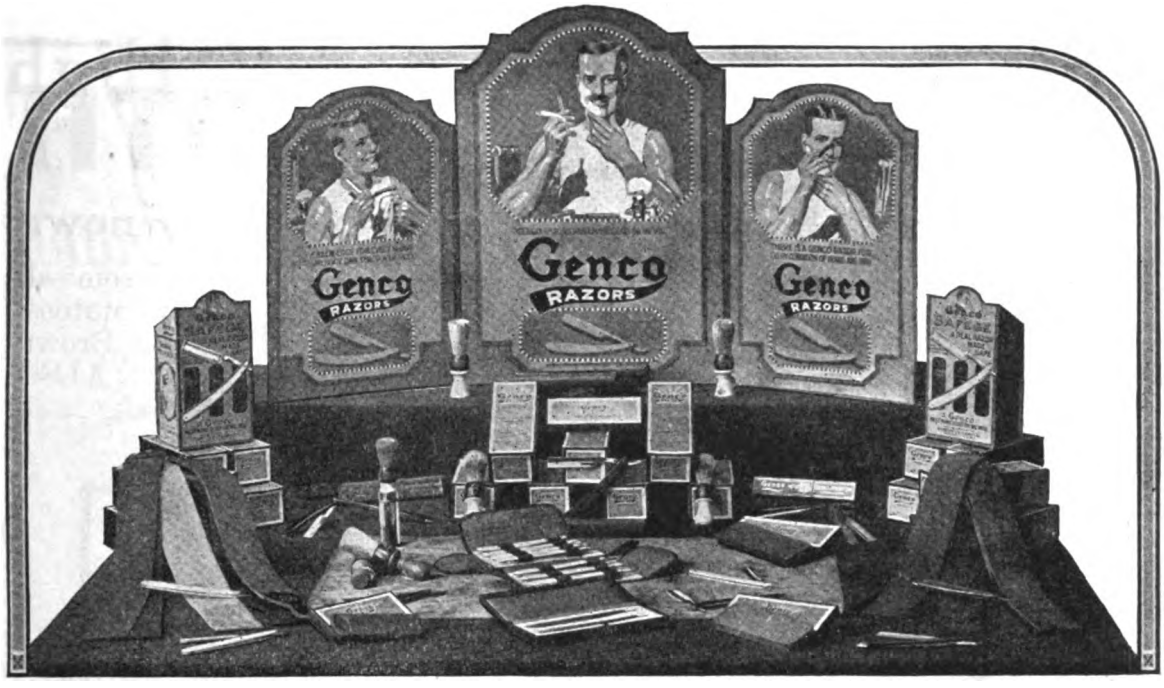
MANUFACTURED BY

## JOHN W. GOTTSCHALK MFG. CO.

**LEHIGH AVE. AND MASCHER ST.** **PHILADELPHIA, PA.**

**McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco**

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# $1000 IN CASH PRIZES
# GENCO WEEK
## *November 8 to 13*

Enter your store in the Genco Window Display Contest to be held during Genco Week, November 8 to 13. Win one of the cash prizes and increase your razor sales. The Genco Window will mark your store as a place where any man can buy

## "A Razor That Will Shave Him"

Genco Advertising in the Saturday Evening Post and other National Publications is telling millions of readers that there is a "Genco Razor for every condition of beard and skin."

The full page Post Advertisement for November 6 will call attention to the special display and demonstration that Genco Dealers will make during the week following (November 8 to 13).

One thousand dollars in cash prizes will be awarded the 46 best window displays featuring Genco Razors during that week.

Every Genco Dealer will receive attractive display material, selling helps and brief but thorough instructions for his salesmen.

Genco Week is the week for the window decorator to win a prize and the cutlery department increase its sales.

Fill out and mail the coupon and receive full details of the contest and sales plans.



**Be sure to have a Genco Display Assortment on your cutlery counter. Each assortment contains razors for every condition of beard and skin.**

**Order one now and receive the handsome display cabinet. If your Jobber cannot supply you, write us.**

## GENEVA CUTLERY CORPORATION

**157 Gates Ave., Geneva, N. Y.**

**San Francisco Office, 693 Mission St.**
**G. M. Griffith, Mgr.**

GENEVA CUTLERY CORP'N
157 Gates Ave., Geneva, N. Y.

Send us information concerning Genco Window Display Contest.

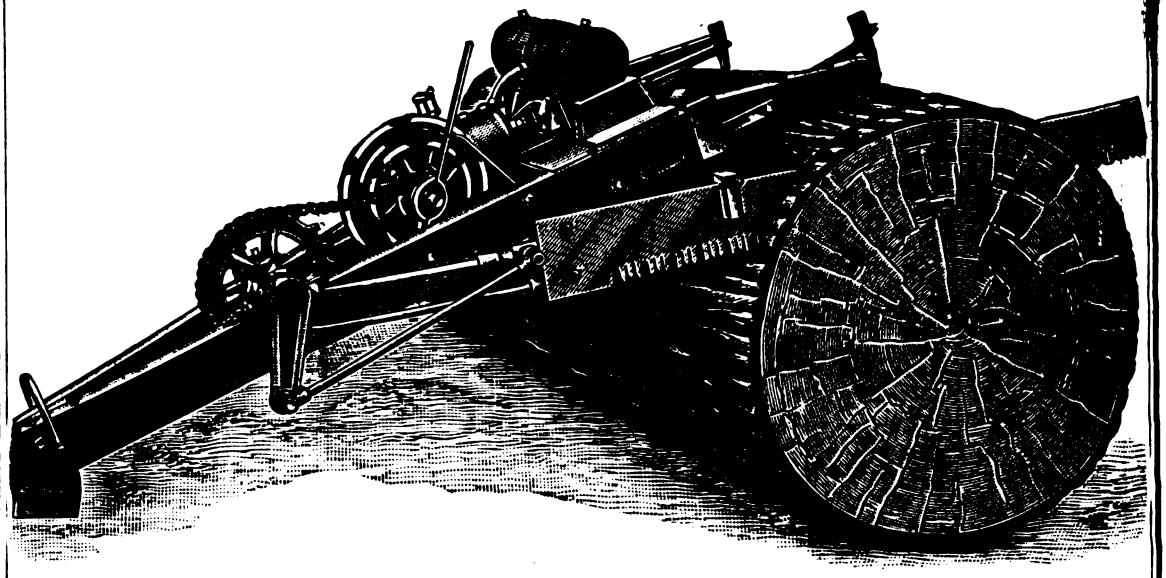
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# Stove and Cordwood Is High Coal Is Scarce

## *Good Time* to Sell *Wood-Sawing Outfits*



PERFECTION PORTABLE DRAG SAW

4 *H. P. Gasoline Engine,* fitted with a Ford piston, connecting rod and timer.

*Friction Clutch* is fitted to fly-wheel, allowing saw to be started and stopped without stopping engine.

*Engine* can be used as auxiliary power to run other farm machinery.

We also have in stock

*Tilting, Swing* and *Sliding Table* Wood Sawing outfits.

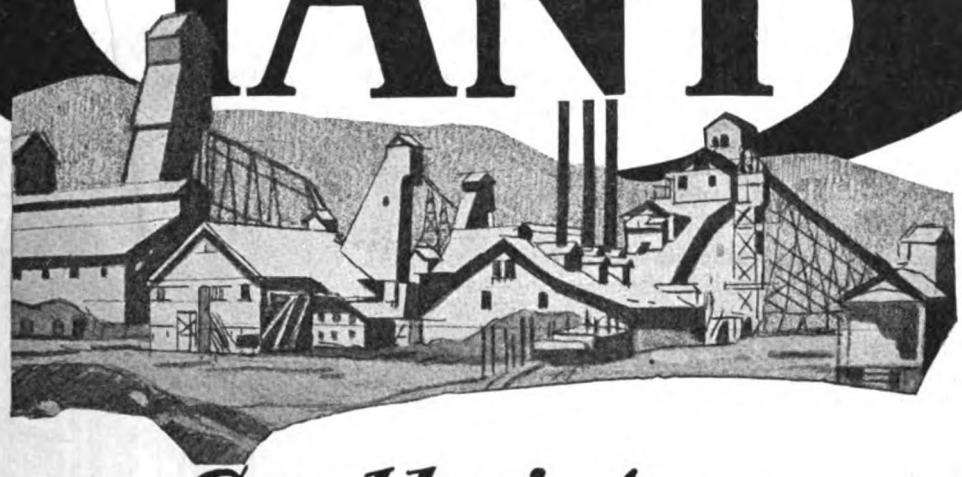
**WRITE FOR FURTHER INFORMATION AND PRICES**

## Baker, Hamilton & Pacific Company

**SAN FRANCISCO, CAL.**


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# GIANT



## Cuts blasting costs

Giant Explosives will do your customers' blasting better and more economically than ordinary powders or dynamites.

For more than 50 years they have been made in the West by a Western company.

Naturally they are peculiarly adapted to mining, quarrying or engineering operations under Western conditions.

Because of the constantly growing demand for Giant Farm Powders and other Giant Explosives we are looking for live, aggressive dealers in farming, mining and lumbering sections. We help our dealers build up a profitable business. Let us tell you how. Write today.

**THE GIANT POWDER CO., Con., San Francisco**

**"Everything for Blasting"**

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane, Butte, Los Angeles

# EXPLOSIVES

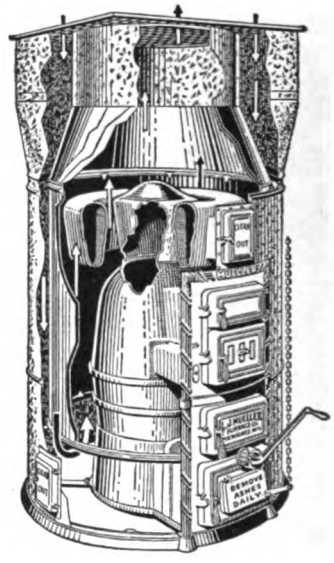

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# Putting High Powered Publicity Behind a Big Selling Opportunity

FROM the Atlantic to the Pacific, thousands of Mueller merchants in practically every state in the union are profiting, and profiting **big,** by an unparalled selling opportunity.

High fuel costs and fuel scarcity have awakened people everywhere to a keen realization of the necessity of efficient heating systems.

And because the Mueller, the "Big 3," Pipeless Furnace, has proved its heating efficiency and big fuel saving under every test, it is the logical choice of thousands of home owners who are replacing antiquated, fuel-wasting stove heaters with this modern heating system.



Three big, exclusive construction features, the "Big 3," have definitely established Mueller superiority — have made it famous throughout the country.

Mueller advertising in big attention-compelling advertisements, is driving home these three vitally important features and giving the Mueller a supremacy which means greater sales and more profits to every merchant who handles the

# MUELLER

## *The "Big 3"*

## PIPELESS FURNACE

***Write for Details...*** Learn how the big Mueller advertising is being run regularly in a list of powerful, influential farm papers and how this advertising is being supplemented by valuable selling helps for the merchants' direct use. See for yourself what we are doing to make the Mueller known to every home owner in your community. Cash in on this big opportunity. Write us — before you close your store tonight.

# L. J. MUELLER FURNACE CO.

**Makers of Heating Systems of All Types Since 1857**

**233 Reed Street, Milwaukee, Wis.**

**DISTRIBUTORS**

**The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.**

**Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.**

**Richards & Conover Hardware Co., Kansas City, Missouri.**

**The Jackson Hardware Co., Aberdeen, So. Dakota.**

**Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska.**

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Baltimore, Md.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Neb.; Aberdeen, S. D.; Wenatchee, Spokane, Seattle, Wash.

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# Starrett Books - Vol. I and II

75¢



## Books That Sell Themselves

Next time a mechanic comes in to buy a tool, put a couple of Starrett books on the showcase — sort of careless like — while you're wrapping up what he's bought.

Needn't give him much of a selling talk. Just let him look 'em over — the tables on gear- and screw-cutting, machine speeds, and the like; the things he wants to know about jig and tool making, etc. Let him browse along and see how much there is in them. When he gets through, you'll have another sale to ring up.

Over 40,000 copies of Volume I have already been sold. Thousands are buying Volume II Mechanics like them, because they're practical.

They are books that boost sales. They help machinists to do better work, and that means a bigger demand for fine tools.

Both Volumes I and II are bound in red Athol leather, lettered in gold. About 175 pages in each. Size 4½ x 7. They sell for 75 cents.

**THE L. S. STARRETT COMPANY**

*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*

42-66

**ATHOL, MASS.**

# Sell Starrett Tools

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# PRISCILLA WARE

ALUMINUM

*"Speaks for Itself"*

BERLIN COMBINED COOKERS
LIPPED SAUCE PANS
PUDDING PANS
MIXING BOWLS
PRESERVING KETTLES



## LIPPED SAUCE PAN

| No. | Capacity | List Price per Dozen |
|---|---|---|
| 3201 | 1 quart | $10.80 |
| 3201½ | 1½ quarts | 15.24 |
| 3202 | 2 quarts | 16.80 |
| 3203 | 3 quarts | 21.12 |
| 3204 | 4 quarts | 24.48 |

***Very Liberal Discount to the Trade***

This line is absolutely right and we will appreciate hearing from you so our salesman may call

## H. J. GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES

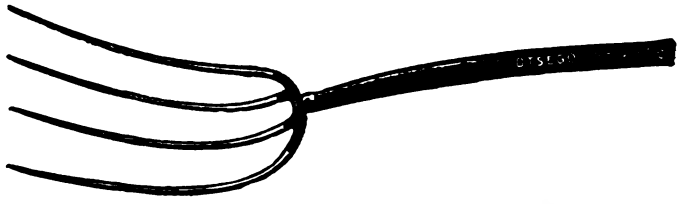
150 Post St. San Francisco
CALIFORNIA


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# FUTURE ORDERS

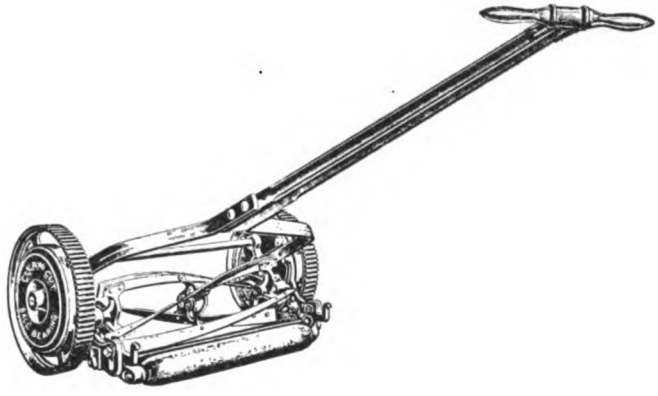
As there is no probable prospect of any decline on the lines mentioned below and owing to the uncertainty of production, the trade will use good judgment in placing their orders now for future delivery, in order to insure a stock for next season.

## See Our General Catalog No. 66



*Steel Goods*

*Pages 287 to 307*



*Lawn Mowers*

*Pages 273 to 277*



*Garden Hose and Hose Goods*

*Pages 1535 to 1545*

WHOLESALE DISTRIBUTORS

**DUNHAM, CARRIGAN & HAYDEN CO.**

SAN FRANCISCO, CAL., U. S. A.

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# THE ECLIPSE BOLT BIN




From 3 to 10 Sections
Size of each Section
6 in. x 30 in.

## The Bin That Makes The Quick Sale Possible

There IS more profit in supplying your customers' wants in the speediest manner.

Such service passes him out of your portals with a feeling of profound respect for your business ability.

However, to attain this goal, it is necessary to install fixtures that will systematize your order-handling capacity, and the ECLIPSE BOLT AND LAG BIN is one of these.

This device, consisting of ten cold rolled, No. 20 Gauge Pressed Steel sections of 12 compartments each, will accommodate a wide range of Bolts, Butts, Lags and small Hardware articles.

It renders each class and size of merchandise readily accessible.

Each section rests upon ball bearings, and revolves with ease under full weight.

Here is the fixture that will save hours of time and steps—are you going to pass over this opportunity, or are you willing to carefully consider our literature, which we send free of charge?

It's up to you.

**MR. LE ROY SMITH**
**Western Representative**
**112 Market Street**
**San Francisco, California**

## WELLSTON MFG. CO.

**Manufacturers of Steel Revolving Devices**

**WELLSTON - - - - - - - - OHIO, U. S. A.**

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### *Specifications*

Takes any standard .380 rimless pistol cartridge. Capacity, 7 cartridges in magazine with one additional in chamber. Hammerless with side ejection. Three separate safety devices. Length 6⅝ inches, width 9/10 inch. Weight 21 ounces. Hard rubber stocks. Dull black finish. Made only in one caliber one style, one finish.

# There's a Real Market for this Pistol

Remington not only succeeds in giving the sportsman—your customer—what he wants in firearms and ammunition. It has been a Remington policy to anticipate the needs of the consumer.

For some time sportsmen have been asking Remington for an automatic pistol which would meet all the requirements of protection, touring and hunting—a general purpose arm—a pistol which would take the same dominating position among pistols that Remington shotguns and rifles have occupied among the larger arms.

The sportsman wanted a light, compact arm of low recoil built to shoot straight and hard. In producing the new .380, Remington has gone further than that. This Model 51 automatic pistol is COMPLETELY SAFE—made so by an extra safety device which locks the sear and hammer and makes impossible the accidental discharge of a cartridge left in the chamber when the magazine is removed.

The Model 51 is a good seller because it possesses improvements which the sportsman has needed and which he is quick to recognize once he sees the arm. Some of these pistols should be in your show case.

Remington Products are distributed exclusively through the wholesale trade.

**ASK YOUR JOBBER**

## REMINGTON ARMS COMPANY, Inc.

Successor to
The Remington Arms Union Metallic Cartridge Company, Inc.
Largest Manufacturers of Firearms and Ammunition in the World
Woolworth Building New York City

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## *Even Weight Royal*

EXACT-WEIGHT-AS-ORDERED is a standardized feature of Royal Cotton Waste. Each individual bale receives three distinct weighings: First, before entering the baling press; second, after baling; third, prior to shipment. The slightest deviation from specified weight is therefore invariably detected and corrected.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE




**ROYAL MANUFACTURING Co**

General Offices & Mills
Rahway, N. J.

New York Chicago
Baltimore




THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight





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A 1 lb. sack of Masco Motor Waste

# Masco Motor Waste

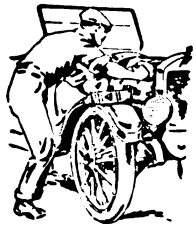
## *The Best Motor Waste in the Handiest Form*

A selected waste, compressed in a strong cloth bag.

The ideal waste for automobilists, motor boat users, and for home engines and workshops.

The man with a motor is always sure of a clean fine waste—no odds and ends lying about. The bag, too, is useful.

**Ask your dealer for MASCO MOTOR WASTE in the one pound sack—or write us direct**



MASCO PRODUCTS

**MASSASOIT MANUFACTURING COMPANY**
**Fall River, Massachusetts**

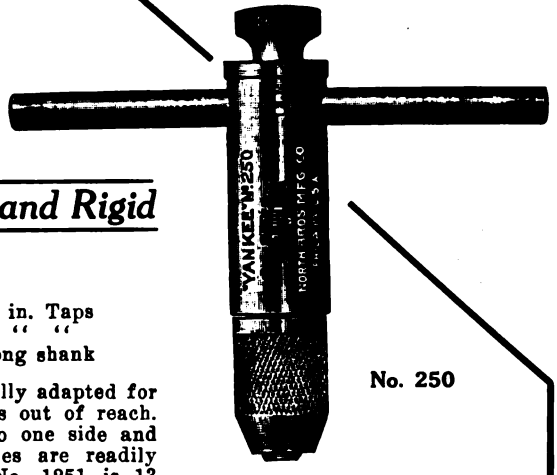
Other Masco Products:
MACHINE COTTON WASTE—HOUSEHOLD AND MARINE MOPS
POLISHING AND WIPING CLOTHS — CAULKING COTTON — COTTON WICKING—COTTON ROPE AND TWINE

# "YANKEE"

## TAP WRENCHES




No. 1251 Length 13 in. Over All




No. 250

*Right and Left Hand and Rigid*

**THREE SIZES**

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

***Your Jobber Will Supply You***

**NORTH BROS. MFG. CO.**
**PHILADELPHIA, PA., U. S. A.**

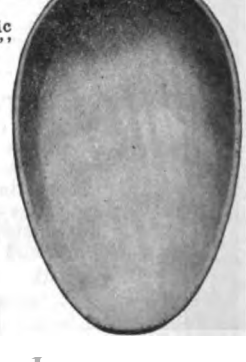

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# 1847 ROGERS BROS.

## SILVERWARE

*The Family Plate for Seventy Years*





"Heraldic Pattern"

## Silverware Helps Sell Other Lines

The woman or the man who makes periodical or occasional visits to your store in order to add to the silver plated flatware at home is going to buy other things besides Silverware in some of those visits.

In other words, when you sell a flatware pattern you are "planting a silver tree, from which, every once in a while, you will gather fruit." Write for advertising and display helps.

**INTERNATIONAL SILVER COMPANY, Meriden, Conn.**

**Pacific Coast Warerooms, 150 Post St., San Francisco, Calif.**

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YOU couldn't sell gold dollars for fifty cents if you didn't let people know you had them.

The way to sell is to tell.

Display PYREX Oven Ware.

Make our PYREX advertising **your** advertising—nothing you can put in a window or on a table will stop so many people as

# PYREX

## TRANSPARENT OVEN DISHES

***Always Retain Their Golden Lustre***

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

Genuine PYREX is guaranteed by the name stamped in every piece.

A booklet "How to Sell More" will be posted to buyers and salespeople, free on request.

*Pyrex Sales Division*
**CORNING GLASS WORKS**
*World's Largest Makers of Technical Glass*
555 Tioga Avenue, Corning, N. Y.




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# YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

## IT'S A TOOL

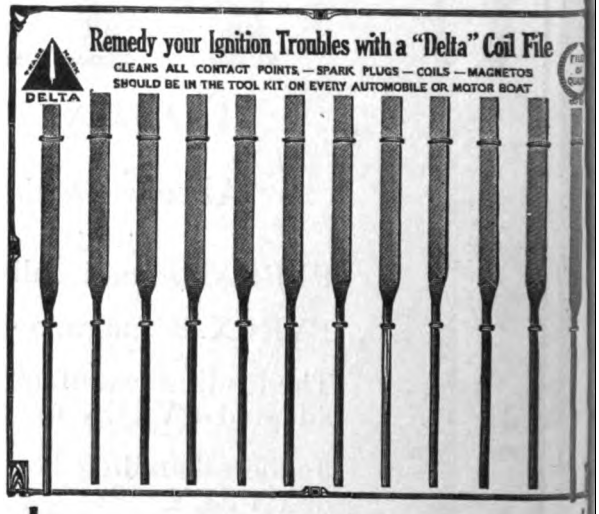
TRADE MARK DELTA

**Will Please Your Customers**

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

# DELTA COIL FILE




Cleans All Contact Points, Spark Plugs, Coils, Magnetos

*Should be in the Tool Kit on Every Automobile or Motor Boat*

High Grade Files for Every Purpose

TRADE MARK DELTA

**DELTA FILE WORKS**

PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY


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# Sell Infallible to the Hunters

More than ninety per cent. of all of the loaded shotgun shells used each year are shot by hunters. Six million customers, the vast majority of which are rabbit, duck and bird hunters, are the boys that make your shell business what it is and who must be depended upon to make it grow.

Be prepared to supply the majority of your customers by stocking shells loaded with Hercules Infallible. All of our sporting powder advertisements are featuring the use of Infallible for game shooting, the logical field for business. Get your share of it.

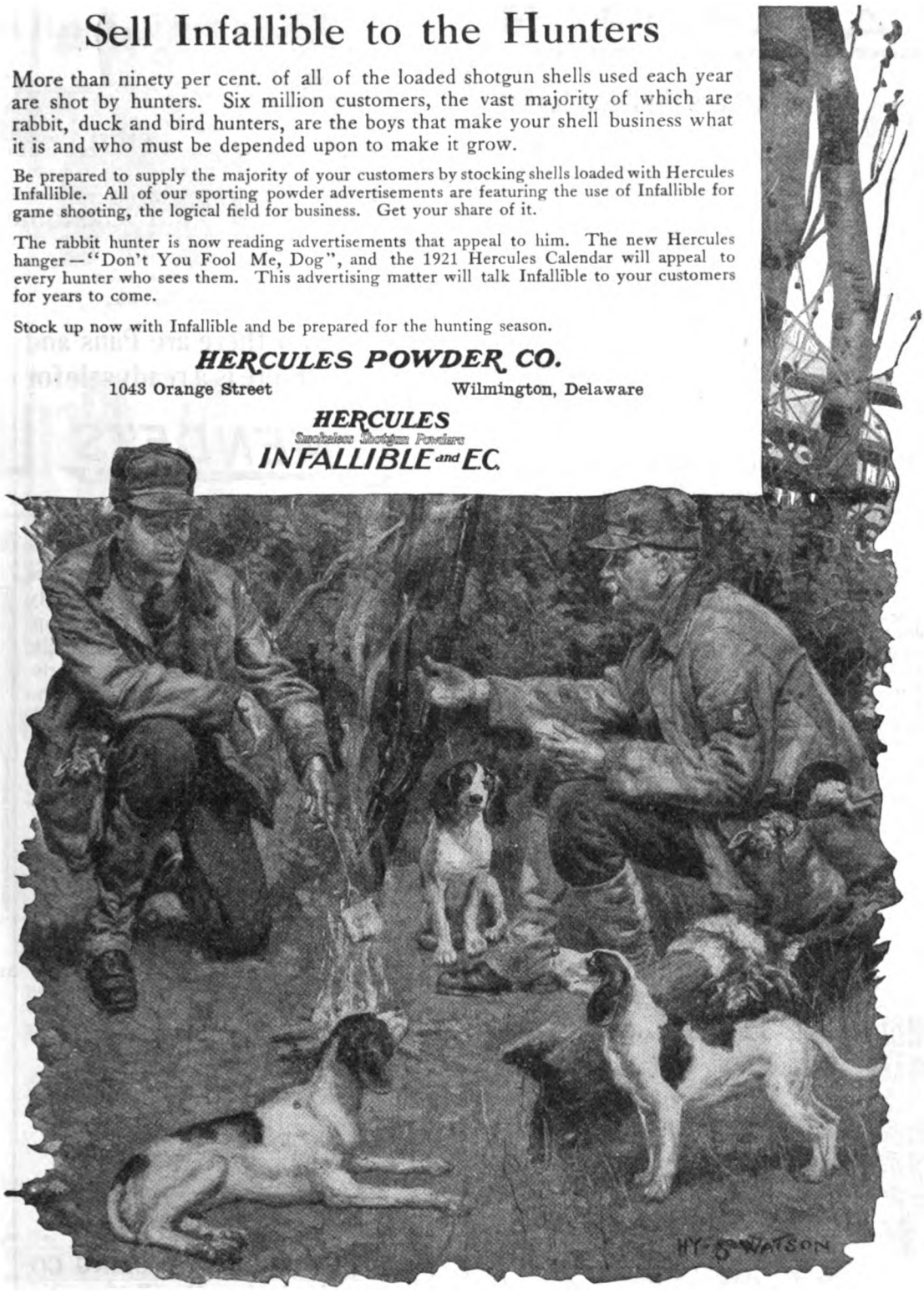
The rabbit hunter is now reading advertisements that appeal to him. The new Hercules hanger—"Don't You Fool Me, Dog", and the 1921 Hercules Calendar will appeal to every hunter who sees them. This advertising matter will talk Infallible to your customers for years to come.

Stock up now with Infallible and be prepared for the hunting season.

**HERCULES POWDER CO.**

1043 Orange Street Wilmington, Delaware

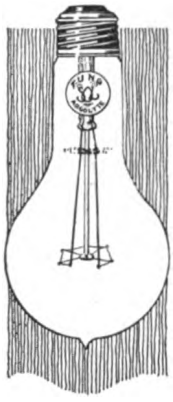
HERCULES
Smokeless Shotgun Powders
INFALLIBLE and E.C.





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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

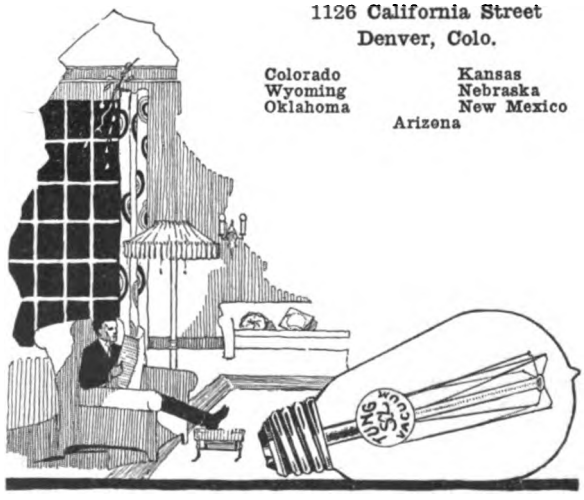
Distributors for Pacific States
or the following jobbers:

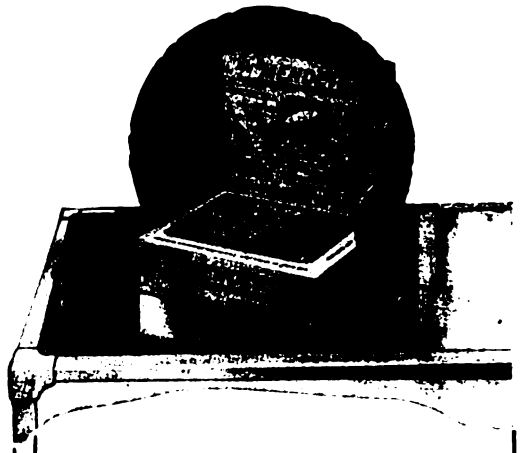
| | |
|---|---|
| Western Metal & Supply Co. San Diego, Calif. | Nathan-Dohrmann Co. All Their Branches |
| California Hardware Co. Los Angeles, Calif. | Thomson-Diggs Company Sacramento, Calif. |
| Union Hardware & Metal Co. Los Angeles, Calif. | Honeyman Hdwe. Co. Portland, Ore. |
| Standard Woodenware Co. Los Angeles, Calif. | Whiton Hardware Co. Seattle, Wash. |
| San Joaquin Grocery Co. Fresno, Calif. | E. W. Murray Lighting Co. Spokane, Wash. |
| Mangrum & Otter San Francisco, Calif. | Reno Electrical Works Reno, Nev. |

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona



## Wherever there are Pans and Kettles there is a ready sale for

**MENDETS**
A PATENT PATCH

*half million a week sold*

MENDETS — **patented patches** that mend all leaks instantly in graniteware, aluminum, copper, tin and iron cooking utensils, washboilers, etc. Fit any angle. Stand severe heat. They require no heat, solder, cement, or rivet. They go on in a second and stay put.

The largest chain of stores in the country sells over twenty thousand packages of Mendets a week.

Many jobbers buy Mendets every few weeks in 25-gross lots.

Selling Mendets is big business for retailers and jobbers. It is also a satisfactory business.

Mendets appeal instantly to home-loving people. They are especially appropriate now, because of the widespread preaching and practice of economy.

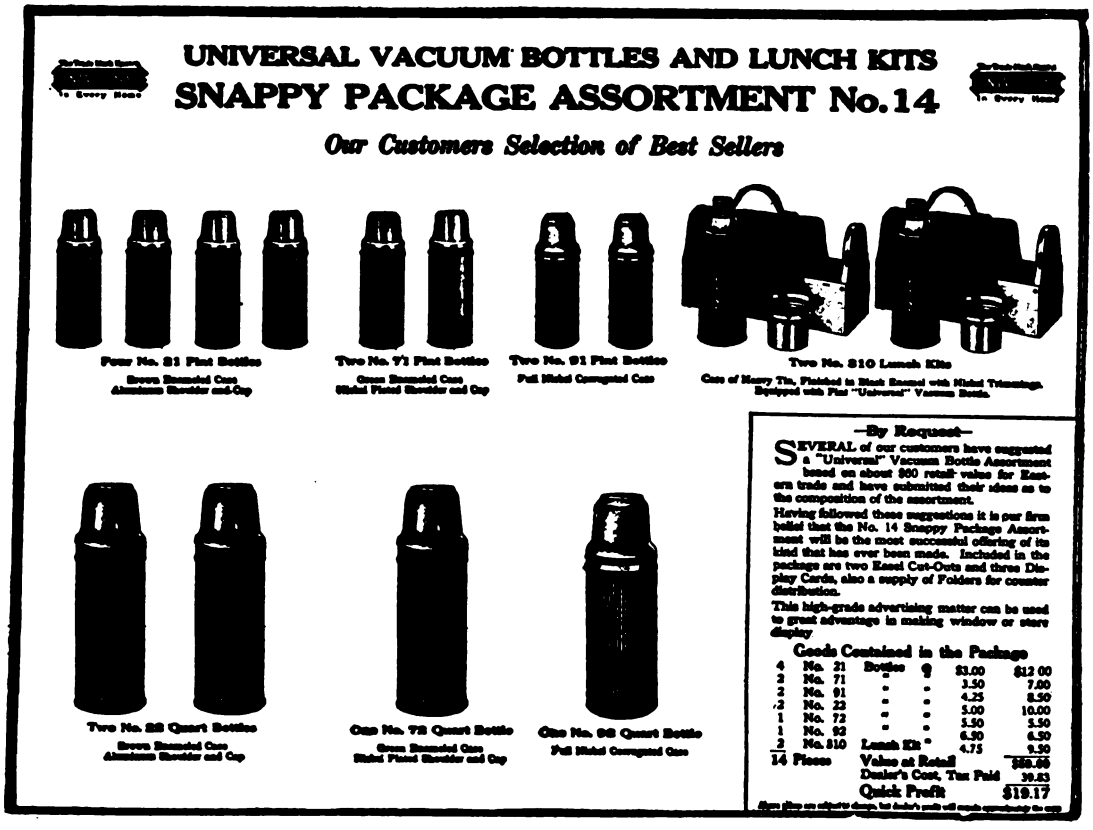
This little retailing giant, MENDETS, is advertised in a big, broad newspaper campaign.

The Counter Carton is a Silent Salesman.

*Ask your Jobber. He sells Mendets, the patented patch, or write us for the name of a nearby distributor.*

**COLLETTE MANUFACTURING CO.**
**Amsterdam, New York**

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# Quicker Turnover — Bigger Profits

The Retail Trade has always felt the need of a line of Vacuum Specialties which would be safe to sell under the broadest guarantee. This want is filled from every standpoint and angle by the Universal line.

The Universal Vacuum Bottle Assortments have been placed on the market with the idea of supplying the dealer with the best selling numbers in one package, in this manner giving him quicker turnover and bigger profits.

The Universal Trade Mark is known and trusted by countless consumers as their guide and guarantee of quality. Let it be yours also. Its good will is a profit and prestige power for you—for every merchant who allies himself with the Universal line and makes known his alliance.

*Order from your jobber*

**LANDERS, FRARY & CLARK**
**NEW BRITAIN, CONN.**

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# BRIER HILL STEEL CO.

## PLATES

7/64 TO 2 IN. THICK
UP TO 120 IN. WIDE

BLUE ANNEALED
1/4 IN. TO 16 GAUGE

BLACK & GALVANIZED
10 GA. AND LIGHTER

## SHEETS

GENERAL OFFICES, YOUNGSTOWN, OHIO

District Offices: New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburgh, New Orleans, Salt Lake City, San Francisco, San Antonio

EXPORT AGENTS, CONSOLIDATED STEEL CORPORATION, NEW YORK CITY

# PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

## BEST IN THE WORLD

**Phoenix Shoes are Kept in Stock by the Following Houses**

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

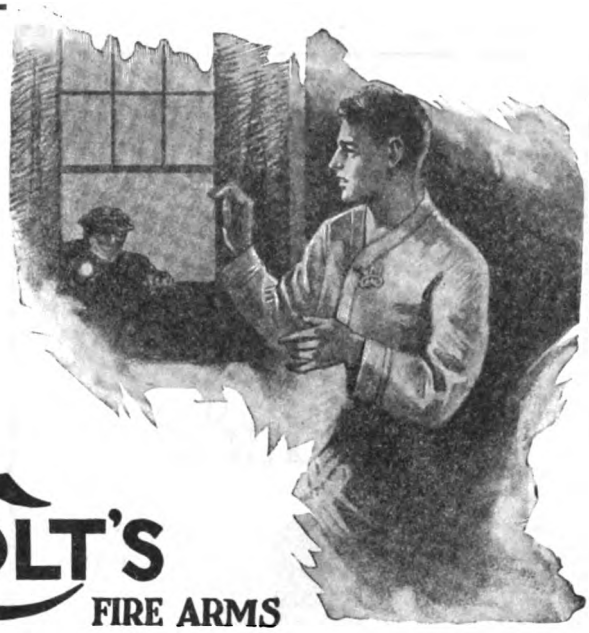
## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK


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# The Defenseless Man
## —Put a COLT in His Hand

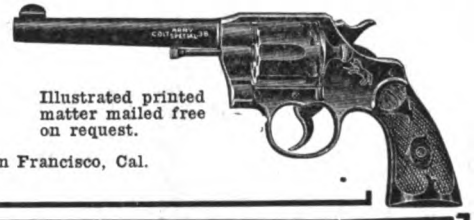


EVERY one of your customers requires the protection of a Colt Automatic Pistol or Colt Revolver in his home.

We are in the midst of restless times. Newspapers are full of accounts of "breaking and entering" in the night time—a form of crime made comparatively safe by the ease with which these midnight prowlers can make their "get away" by automobile.

Armed with a Colt, the householder knows that he is safeguarded by "the world's right arm." There is no protection that you can sell in the fire arm field equal in efficiency and safety to a Colt.

COLT'S FIRE ARMS



**COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn.**

Manufacturers of
Colt's Automatic Pistols Colt's (Browning) Automatic Machine Guns
Colt's Revolvers Colt's (Browning) Automatic Machine Rifles

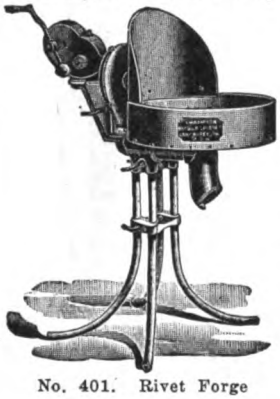
Illustrated printed matter mailed free on request.

PHIL. B. BEKEART COMPANY, Pacific Coast Representative, San Francisco, Cal.

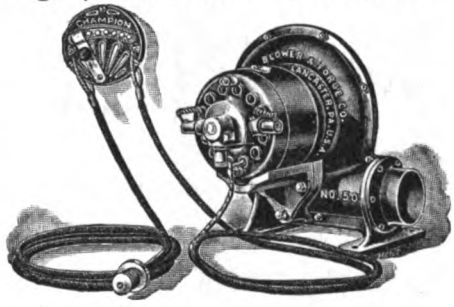
## Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

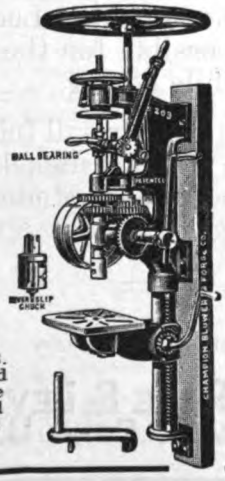


No. 401. Rivet Forge

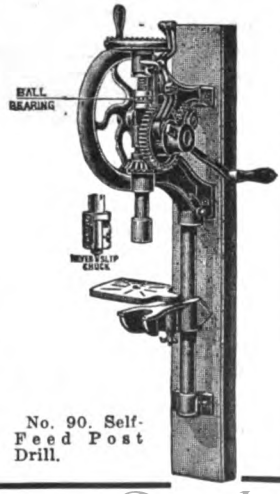


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.




No. 203. Self-feed and Double Compound Lever Feed Drill.




No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

**CHAMPION TOOLS, Built for Service**

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

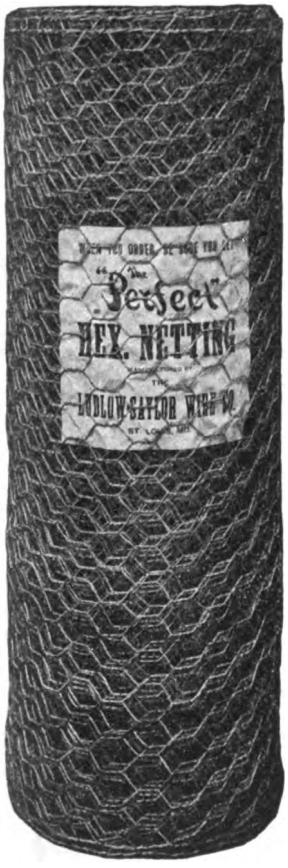
**CHAMPION BLOWER & FORGE CO.**
Lancaster, Pa., U. S. A.


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# ALWAYS INSIST

THAT YOUR JOBBER SUPPLY

# Ludlow-Saylor Products




WHENEVER YOU NEED

**Hex Nettings**

**Hardware Cloths**

*and*

**Window Screen Cloths**

**You Will Then Be Assured**—of Quality and Perfection of manufacture.

**You Will Then Be Assured**—that the labels tell you what you Bought not merely what you Ordered.

**You Will Then Be Assured**—that To-day's Customer will be Tomorrow's Friend.

*Please Order Through Your Regular Jobber*

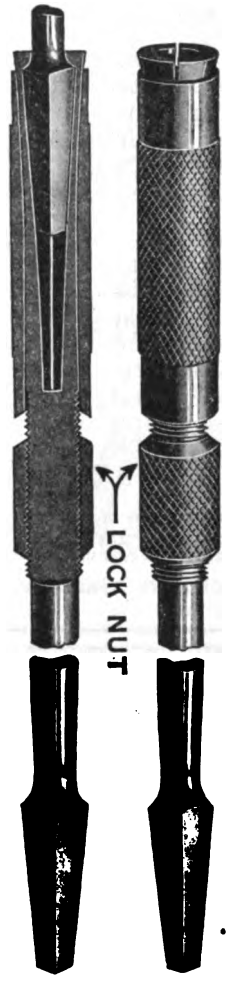
Manufactured by

*The* LUDLOW-SAYLOR WIRE CO.

ST. LOUIS, MO.



# Stanley Tools




## Stanley Extension Bit Holder

Used in connection with a Bit Brace, it will extend the Bit, enabling the user to bore through walls, floors, etc., where the ordinary Bit will not reach.

The Socket in which the Bit rests and the Shank for its entire length are of one piece of steel.

Note how the shape of the socket conforms to the Shank of the Bit. This form of construction, together with the improved Lock Nut, makes it impossible for the Bit to work loose while boring.

Any length Holder will follow up a 5/8-inch Bit. Heavily nickel plated and highly polished. Made in six different lengths.

Manufactured by

**STANLEY RULE & LEVEL CO.**
**NEW BRITAIN, CONN. U.S.A.**



Nos. 50, 55 and 56 Machinist's Case

# PILLIOD
## Tool Cases

**THE**

**BUILT FOR SERVICE**

**LINE**

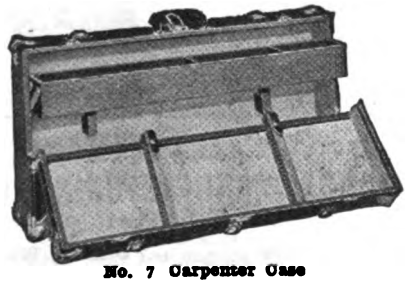
Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto-Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

## The Pilliod Lumber Co.

**SWANTON, OHIO**

**Western Representative**
**SPRAKE SALES CO.**

822 Higgins Bldg., Los Angeles, California
525 Market Street, San Francisco, California
633 Railway Exchange, Portland, Oregon
223 Kerns Bldg, Salt Lake City



No. 7 Carpenter Case

# SAVAGE




## Getting New Customers for You

Savage experiences are convincing thousands of shooters all over the United States of Savage Reliability and Accuracy.

The advertisement reproduced above is our message for October, 1920—the heighth of the shooting season—that will bring customers into your store.

Get behind the Savage Advertising.

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**

**Sharon, Pa.** **Chicopee Falls, Mass.**

Executive and Export Offices
50 Church St., N. Y.

*Owners and Operators of*
J. Stevens Arms Company
Chicopee Falls, Mass.


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PENNSYLVANIA
*Quality*
LAWN MOWERS

## Reduction of Styles and Patterns

FOR several years we have been unable to make enough PENNSYLVANIA *Quality* mowers to go 'round. In order, therefore, to assure our customers of an ample supply of our leading styles, we have discontinued for the present season the manufacture of the following numbers:

New Departure — Daisy
Bellevue — Electra High wheel
New Belmont — Electra Low wheel
Delta — Girard — Westfield

We shall devote whatever material and mechanical forces we can obtain to the making of

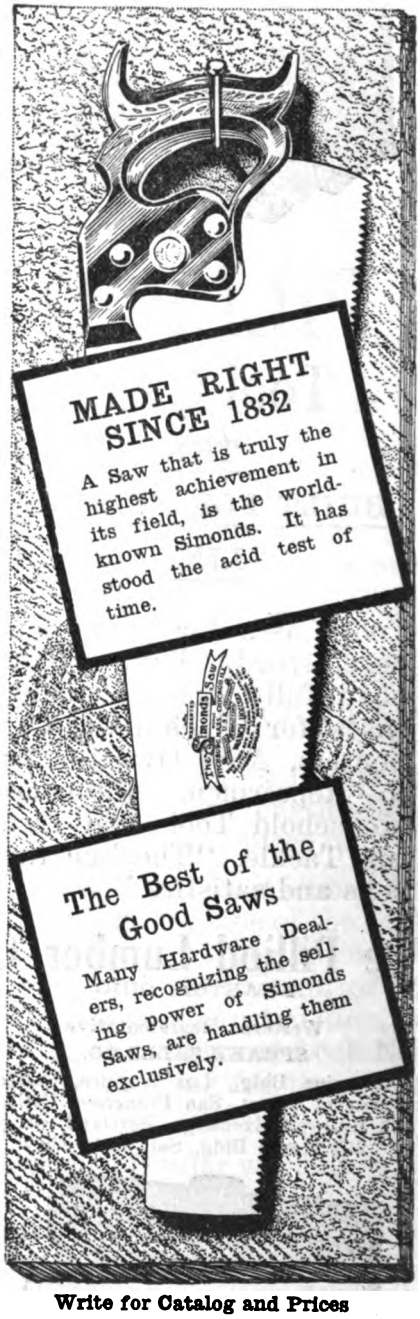
PENNSYLVANIA STANDARD
high and low wheel

PENNSYLVANIA JUNIOR
Ball Bearing, high and low wheel
Continental, high wheel
Great American, Ball Bearing
Red Cloud, Ball Bearing
Orchid, Ball Bearing
Panama, Plain Bearing

In addition to the above hand mowers, we will also continue our line of Golf and Putting Green Mowers, Pony and Horse Mowers, Lawn Cleaners and Rake, and Braun Grass Catchers, together with a complete assortment of repair parts for all the machines we ever manufactured.

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA

# SIMONDS SAWS




**Write for Catalog and Prices**

**SIMONDS MANUFACTURING CO.**
*"The Saw Makers"*

**Portland, Oregon**
**San Francisco, Calif.**
**Seattle, Wash.**
**Vancouver, B. C.**


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# "THE RECOGNIZED LEADER"




ELECTRO-ZINCKED **AFTER** WEAVING

**Order Thru Your Jobber**

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

KEEP YOUR STOCK FILLED IN

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

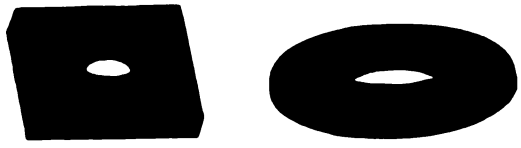
## AMERICAN WIRE FABRICS CO.

**208 So. La Salle Street, Chicago, Illinois.**

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
LEWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

# There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers**
**Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates**
**Sheared and Punched Plates**

PROMPT SHIPMENTS

## Wrought Washer Mfg. Co.

**Milwaukee, Wis.**

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.



No. 435
Square Head
Nail Set

MAYHEW

*"Every blow of the hammer Refines the Steel"*

# "This NAIL SET won't roll"

Just prove that to your customer and you've practically made the sale. Then clinch it by pointing out the finely knurled patented hand hold, easy to grasp even with oily fingers. Tell him the MAYHEW Square Head Nail Set is *hand forged* from finest crucible steel, electrically tempered.

## MAYHEW MADE TOOLS ARE RIGHT

Fully warranted by the makers. Next time this customer comes in he will ask to see the MAYHEW model of the tool he is interested in.

*At your jobber—or*

MAYHEW STEEL PRODUCTS, Inc.
**291 Broadway, New York**
**508 Mission Street, San Francisco**


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# THE JAMES SWAN COMPANY

**SEYMOUR** **CONNECTICUT**




**Bits**
**Augers**

**Chisels**
**Draw Knives**







**Nail Sets**
**Gimlets**



**Gouges**
**Screw Drivers**

**New York Office: 100 Lafayette Street**

**WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION**

**Sold by THOMSON-DIGGS COMPANY, Sacramento, California**

# PORTER'S
# New Easy Bolt Clippers



Are you handling the

## 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

**Address**

**Omer Cox**
**Postal Telegraph Bldg.,**
**San Francisco, Cal.**

**Jones & Cox,**
**Newhouse Bldg.,**
**Salt Lake City, Utah**

**Sands & Cox,**
**San Fernando Bldg.,**
**Los Angeles, Cal.**

**Turnbull & Cox,**
**Inter State Trust Bldg.,**
**Denver, Colorado**

**Strimple & Cox,**
**L. C. Smith Bldg.,**
**Seattle, Wash.**

**Strimple & Cox,**
**Corbett Bldg.,**
**Portland, Ore.**

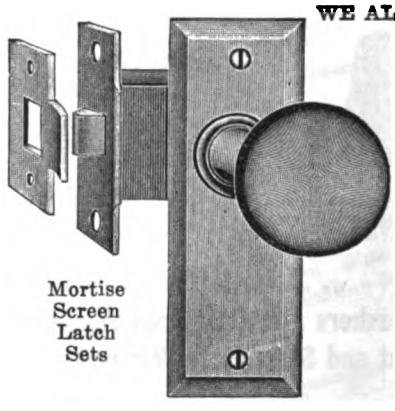
## H. K. PORTER

**Bolt Clipper Specialist**

**6 ASHLAND STREET, EVERETT, MASS.**

# Shelby Screen Door Hardware

**WE ALSO MAKE**



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

## The SHELBY SPRING HINGE CO.

**SHELBY, OHIO, U. S. A.**

COAST REPRESENTATIVES

**POND HARDWARE CO.,**
**Los Angeles, Cal.**

**D. L. HERMAN,**
**Seattle, Wash.**


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# "Sterling"




**Hard** **TUNGSTEN STEEL** **Flexible**

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

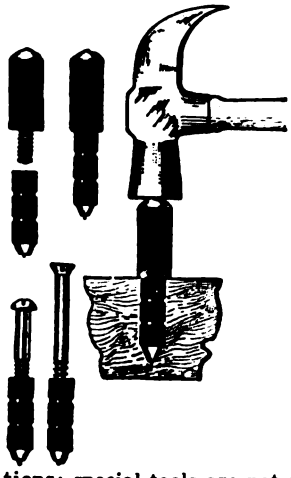
SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

**CALDWELL SALES COMPANY, 320 Market St., San Francisco, Cal.**

**Exclusive Pacific States Representatives**



## The Only Screw Holes in the World

### The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

**THE STINE SCREW HOLES CO., Waterbury, Conn., U. S. A.**

**THE BRIDGEPORT HDW. MFG. CORP., Bridgeport, Conn.**

**THE OH-KAY SCREW DRIVER**

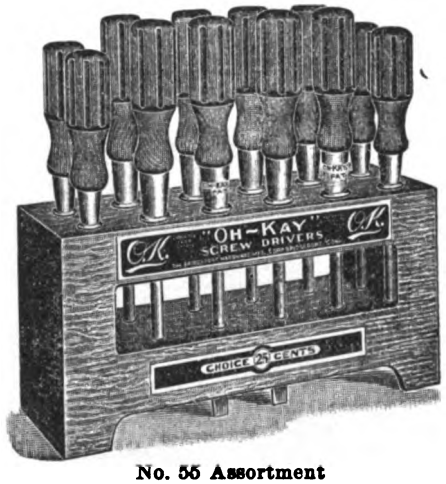
High Grade Steel Blade, Black Oil Finish and Bright Points

Red Stained and Varnished Handle

Patented Steel Ferrule, Bright Finish

**List Price, $6.00**

12 Assortments in a Case



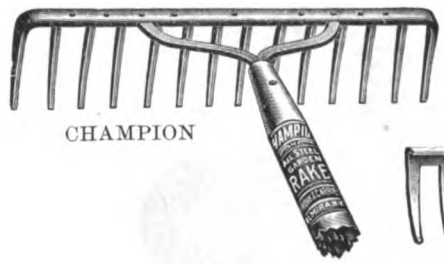

Gross Weight of Case, 100 lbs.

No. 55 Assortment
Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

**C. W. GAUSE CO.**
**Western Sales Agents**
**693 Mission St.,**
**San Francisco, Cal.**

**J. C. McCARTY**
**Eastern Sales Agents**
**New York City, N. Y.**


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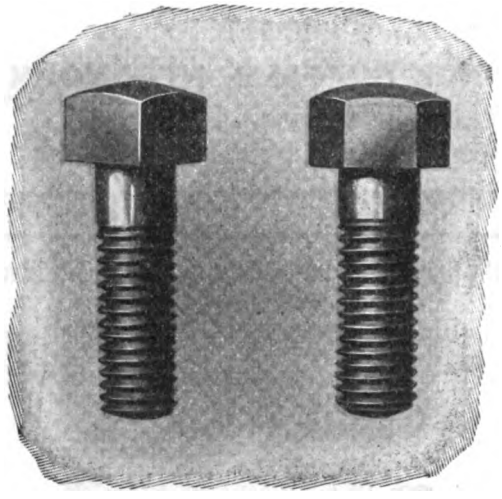


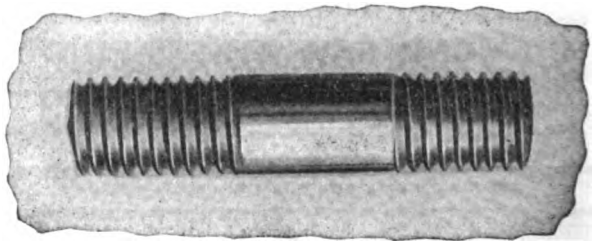

**The Cronk & Carrier idea of making Garden Tools** is to make them strong and serviceable. It is better to buy **Cronk Quality Rakes** which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

## THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

Represented on the Pacific Coast by **THE SPRAKE SALES COMPANY**

Los Angeles San Francisco Portland Salt Lake City



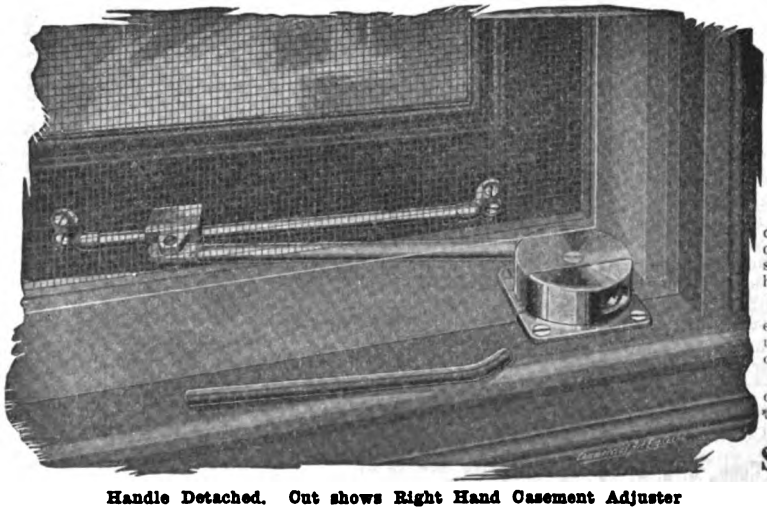


## WM. H. OTTEMILLER CO., York, Pa.

**Manufacturers of Cap and Set Screws, Screw Machine Work**

REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Turnbull & Cox, Inter State Trust Bldg., Denver, Colorado.
Strimple & Cox, Corbett Bldg., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

## Superior Casement Adjuster

**For windows that open out**
**Operates without disturbing the screen**

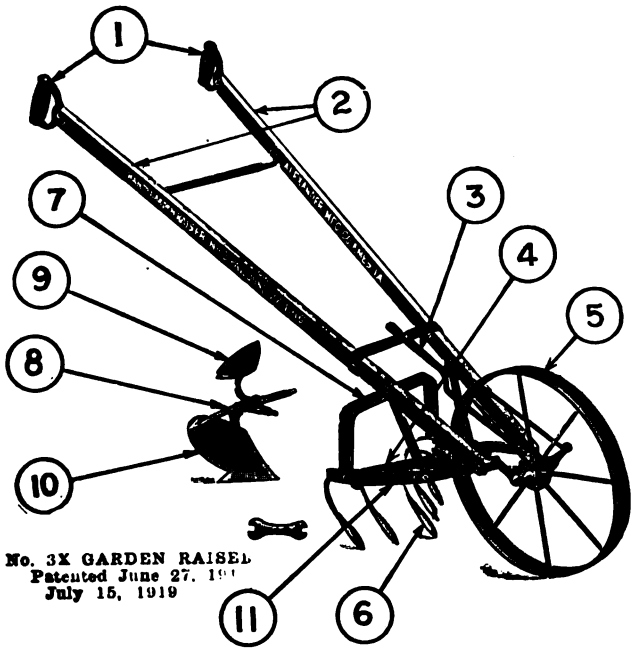
Superior **Casement Adjuster** is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior **Casement Adjuster** is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior **Casement Adjuster** holds the window firmly at any angle and does not allow the window to rattle.

**SUPERIOR SPRING HINGE CO.**
136 W. Lake Street, Chicago


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No. 3X GARDEN RAISER
Patented June 27, 191
July 15, 1919

## No Wrench or Tool of Any Kind is Needed to Change Equipment Here

Pull outwardly on spring steel sides (11) of main frame of **cultivator.** This allows 4, 6 and 7 to be removed, turned over, and replaced, and we have a **wheel hoe.** Or, by laying 4, 6 and 7 aside, and placing 8, 9 and 10 in their place, we have either a plow, or, a tool for marking out rows for planting.

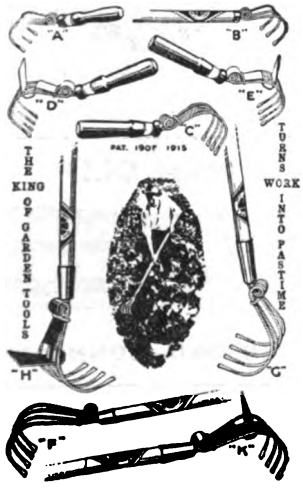
## QUALITY

This unique construction, together with the HIGH GRADE MATERIALS used, and the extraordinary finish given to grinding and polishing of the tillage tools, makes the No. 3X Alexander Garden Raiser the best value, in a garden tool, on the market today. Our 32 page catalog shows a complete line of seeders and cultivators.

"THE GARDEN DESERVES A GOOD TOOL"

**Alexander Manufacturing Company, Inc.**
Established 1913 Ames, Iowa, U. S. A.

## REICHARD'S
Combination Spring-Tooth
## Magic Weeder Hoes
**SAVE TIME AND STRENGTH**




Strong in construction, light in weight. Quick sales.

Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
**THE F. C. REICHARD MFG. CO.**
Bangor, Pa., U. S. A.

## More Than a Million in Use
## The Demand Still Growing



**NORCROSS**
**Hand Cultivators**
are favorite tools.

In the three sizes—they fill practically every need in cultivating and weeding.

There is a Distinctiveness of Quality—Class—and Finish in a Norcross Tool, that stands out boldly and pulls easy sales. Well made—Durable—Handsome in appearance—they sell readily—at a good profit—and you can confidently recommend them.

ASK YOUR JOBBER ABOUT THIS PROFITABLE LINE

**C. S. NORCROSS & SONS, Mfr's.**
BUSHNELL, ILL., U. S. A.


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## "PITTSBURGH PERFECT"

# WIRE NAILS ALL KINDS

**BARBED WIRE BALING WIRE BALE TIES**

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

# WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

**PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.**

**A. C. RULOFSON CO., Sales Managers, 359-363 Monadnock Building**

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

**Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:**

**Dunham, Carrigan & Hayden Co.,**
San Francisco, Cal.
Northern California and Nevada.

**Whiton Hardware Company,**
Seattle, Wash.
Washington and Oregon.

"PITTSBURGH PERFECT" TRADE MARK REGISTERED PSCo

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# WAGNER Door Hangers and Tracks



*Roller Bearings*

**Quality** hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

***Complete stock carried at Tigard, Oregon, Branch***

**WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.**

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We make TUCKED PEERLESS TUCKER

**COTS AND CAMP FURNITURE, MOPS**
**Tents, Awnings, Covers, Leggins, Carpenters' Aprons**

4 Factories. Write for Prices. Prompt Shipments.

**TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.**

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## "ANSONIA" NAIL CLIP

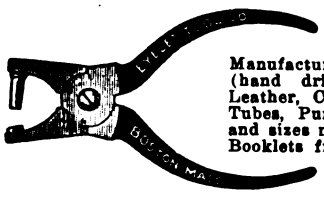
**Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.**




**Write**

**H. C. COOK CO. - ANSONIA, CONNECTICUT**

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## EYELET TOOL CO.

**Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber Booklets free. Established 1858.**

**40 Lincoln Street**
**BOSTON-MASS**

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## SAND'S PLUMBS AND LEVELS



**Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.**

**YOUR JOBBER CARRIES THEM**

**J. SAND & SONS - Detroit, Michigan**

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Thousands of workers demand STAR HEEL PLATES on their shoes. Are you helping them by keeping up your stock?

It's a good plan to suggest them for work shoes and for boys' shoes. It's a good way to win friends.

Order from your jobber and insist upon STAR HEEL PLATES. If he can't supply them write

**STAR HEEL PLATE CO.**
357-391 WILSON AVE., NEWARK, N. J.

**"Standard of the World"**

**NEEDLES**

of all kinds and sizes for all purposes and needs.

SACK BAG SAIL BALING

Packing Mattress Upholstery
For
Grain, Flour, Sugar, Cereals, Minerals, Cotton, Burlap, etc.

EVERY NEEDLE WARRANTED

**BARR BROS. COMPANY**
Needles and Cutlery
Since 1873

Sales Division
HUGHSON & MERTON, Inc.
No. 9 Main St., San Francisco
215 Fourth Ave., N. Y.
1449 So. Michigan Blvd., Chicago

WE have a real **Safety Lock** that can be attached to any door in a few seconds, and once on affords absolute protection from burglars. It cannot be forced or opened in any way from the outside.

**RETAILS FOR 50c.**

*Write Us for Terms and Territory*

**R. H. MARCHANT CO.**
OAKLAND, CAL.

Graf Sales Co., Mfgrs. Agts., Hearst Bldg., S. F.



**LANE'S Steel Wagon Jack**

NO CAST METAL
NO WOOD

**Strong -- Light -- Compact**

SUBSTANTIAL PROFIT TO THE DEALER

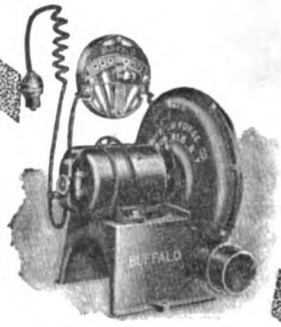
Have You Catalog and Latest Prices?

**LANE BROS. CO.**
RIVER STREET · POUGHKEEPSIE, N. Y.


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# Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

*Write Dept. 37 for Complete Catalog*

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK

"Buffalo"



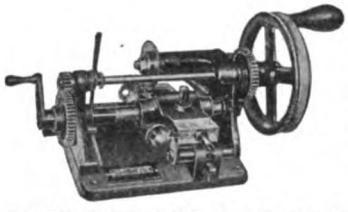


**THE PHILADELPHIA LAWN MOWER CO.**

LARGEST MAKERS OF HIGH-GRADE LAWN MOWERS IN THE WORLD

Hand—Horse—Motor

31st and Chestnut St. Philadelphia, Pa.



With the——

**Precision Key Machine**

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

**SAFETY** INTERLOCKING STOVE AND FURNACE **PIPES**

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

**Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.**

**Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.**

**Send for Price List and Descriptive Statement.**

**SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA**


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The Famous No. 1092

# This Slaymaker Padlock

has a wider distribution than **all other** adjustable shackle padlocks combined. Over 100 Western jobbers of hardware, automobile accessories, bicycles, etc., sell it.

DEALERS
ASK YOUR JOBBERS

JOBBERS—WRITE

**SLAYMAKER LOCK CO. - LANCASTER, PA.**

—OR—

A. C. RIDDELL, Western Sales Manager,
624 Higgins Building, Los Angeles, Calif.





**WOOD SCREWS**

MACHINE SCREWS · STOVE BOLTS
SET SCREWS · CAP SCREWS
RIVETS · BURRS · BOLTS · NUTS

REED & PRINCE MFG. CO.,
WORCESTER, MASS.

# MAYDOLE HAMMERS

**THE WORLD'S STANDARD**

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

**The David Maydole Hammer Co.**
NORWICH, N. Y., U. S. A.




# "LENOX"

HACK SAWS







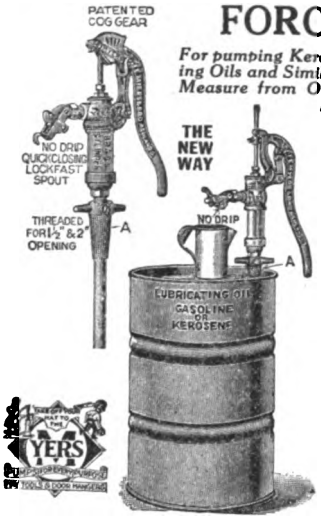
BAND SAWS




AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.


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# MYERS OIL FORCE PUMP



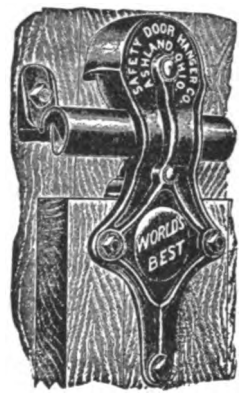

*For pumping Kerosene, Gasoline, Lubricating Oils and Similar Liquids direct into the Measure from Original Steel or Wooden Barrel or Drum.*

Inexpensive equipment but just as satisfactory as high priced cabinets, special tanks and other expensive paraphernalia. Does away with the necessity of transferring the liquid from original container to tanks or other receptacles. Simply insert pump in opening—side or top—of barrel or drum, screw in handy tapering connection and start to pump contents direct to measure without loss of time or waste of liquid.




Every public or private garage, every manufacturing plant, every power station, every farm where power machinery is employed, every oil and gasoline depot is a prospect—a rather inviting field for live dealers to reap a harvest in with another proven and successful Myers "Honor-Bilt" Pump. Write us today. Literature and prices to the trade.

**F. E. MYERS & BRO., Ashland, Ohio**
**ASHLAND PUMP AND HAY TOOL WORKS**




**YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT**

# World's Best Tubular Track

## *Barn, Factory and Warehouse Door Hanger*

**EXCLUSIVE FEATURES**

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiet Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

# The Schaw-Batcher Co.

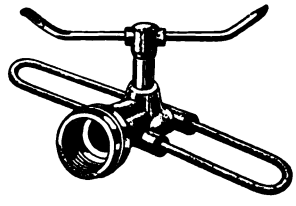
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# Thompson "Junior" Revolving Sprinkler



## *The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

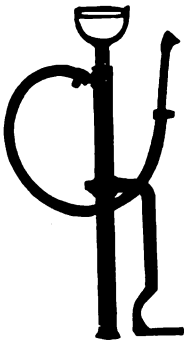
We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**
**East Eighth and Santa Fe Ave.**
**LOS ANGELES**


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# The Utility Bucket Pump No. 95

Was designed to meet the demands for a small powerful double-acting spray pump. It is very efficient for domestic purposes. Pump is of all brass construction with two bronze ball check valves and hemp packed plunger. Equipped with our No. 80 Angle Service Nozzle, which is designed to give a fine mist.



By removing the variable disc a straight stream can be had for washing windows, autos, etc. Whitewashing can be done successfully with this pump.

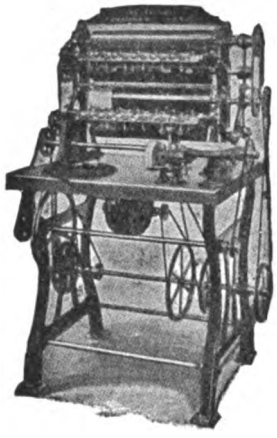
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**Albert Lea Sprayer Co.**
**Albert Lea, Minn.**

# Sharpens All Makes

It is estimated that there are over 300 different makes of safety razors — each has its blade.

And there is only **one** machine that will sharpen them **all**—the



## Hatfield Complete Sharpening Machine

Why limit the money there is in sharpening safety razor blades by using a machine which sharpens only part of the 300?

Write for facts about the sharpening business that will "Open your Eyes" when you learn the profits others are making with Hatfield machines.

**HYFIELD MFG. COMPANY**
**21 WALKER STREET NEW YORK CITY**

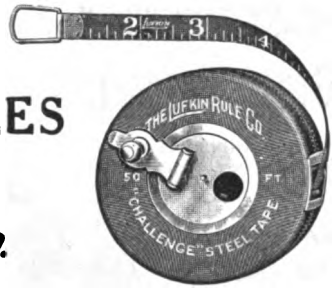



# LUFKIN

## TAPES AND RULES

**Favorably Known for Years**
**SELL WELL**

**THE LUFKIN RULE CO.**
**SAGINAW, MICH.**
**New York**






# GILSON GARDEN TOOLS

## GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

**J. E. GILSON CO., Port Washington, Wisconsin**

**THOMAS M. GARDINER, Western Representative**
**P. O. Box No. 299 San Francisco, Cal.**




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**Goods Made by [K] are Made to Please**

# Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.



Applied on Drop Siding

## For Drop and Lap Siding

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.

*Write Dept. 50 today for prices and details*



Used on Lap Siding

**F. D. Kees Mfg. Co. Beatrice, Nebr.**






*Established 1863*

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



## "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

**Rigid Light Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
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Hoffman Hdwe. Co.
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**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**



# The "PONY"

**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**




"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

**F. H. SMITH MFG. CO.**

CHICAGO, U. S. A.


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ONLY

# BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



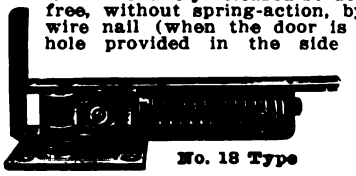
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

**Has Release and Holdback Features, Ball Bearing and Alignment Device**

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.

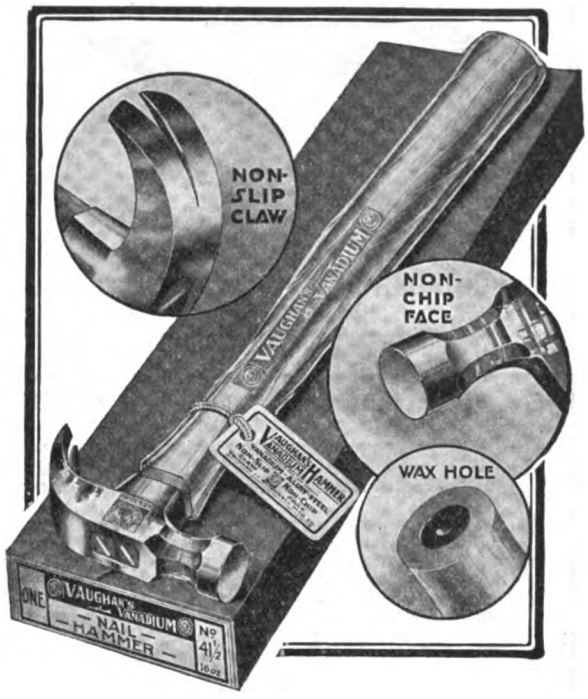


**No. 18 Type**

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.



# Vaughan's Vanadium Nail Hammers




No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO



# HAY-BUDDEN Solid Forged ANVILS




250,000 In Use

**Entire top being in one piece of high-grade forged steel, makes a loose face impossible.**

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

**WESTERN SALES REPRESENTATIVES**

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**Sands & Cox, San Fernando Building, Los Angeles, Cal.**
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# SAGER CHEMICAL PROCESS AXES

AND

# BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

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HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS


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**The Only Wrought Iron Anvil Manufactured in the United States**




The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
Columbus, Ohio

**OHLEN - BISHOP**

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

**THE OHLEN-BISHOP CO.**
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

**SAMSON SPOT SASH CORD**



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord — Shade Cord
Clothes Lines — Masons' Lines
Solid Braided Rope — Chalk Lines

Send for catalogue and samples

**SAMSON CORDAGE WORKS - Boston, Mass**
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

**"STAR" Expansion Bolts**

ALL THE NAME IMPLIES

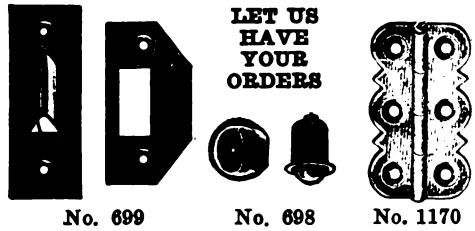
Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

**STAR EXPANSION BOLT CO.**
Trade "SEBCO" Mark

STOCKS AT
147 Cedar Street, New York — 120 West Lake Street, Chicago

**THE BRAINERD LINE**

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

**THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.**

**Sells to Every Belt User**



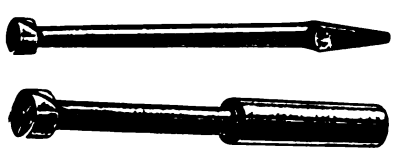

Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

**THE JOBBER'S MFG. CO.** 327 S. LA SALLE ST. CHICAGO, ILL.

**"Forstner" Brace and Machine Bits**

**For Fine Carpenter, Cabinet and Pattern Work**

**SPECIALLY ADAPTED FOR HARDWOOD WORKING**



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

**Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig, Grand Central Palace New York City, N. Y.

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H. E. Hessler Co., Syracuse, N.Y.

J. F. Rappel Company Manitowoc, Wis.



YOST SATISFACTION

The Distributors listed in this advertisement have been arranged for the convenience and prompt delivery to customers within the territory of these distributors, and we ask that you take advantage of this service and send them your specifications.

The Yost Gearless Motor Company
Springfield, Ohio

Yost washers work and Never shirk



CAPITALIZING GANG SPIRIT SELLS AN AUTO-WHEEL EVERY MINUTE




ARE YOU PROFITING FROM THIS DEMAND?

The organization of boys into **Auto-Wheel** Clubs is the back-bone of our sales plan. It capitalizes the boy's love of company and brings you group sales instead of single ones. For each member of the **Auto-Wheel Club** must have his own **Auto-Wheel Coaster** or **Convertible Roadster.** You can see what this means to the local dealer.

Today the demand for the **Auto-Wheel Coaster** and the **Auto-Wheel Roadster** is so strong that one of these wagons is sold every minute of every working day. If you want some of these sales to register at your store, send for our profitable sales plan.

The Auto-Wheel Coaster Co., Inc.,
formerly
The Buffalo Sled Company

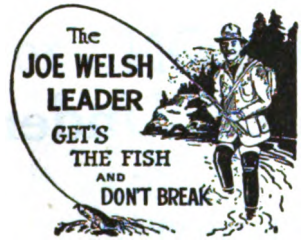
Factories: N. Tonawanda, N. Y.
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The Hardware Dealer

who wants to add a paying line and make "big money" — and have lots o' enjoyment—puts in Outing and Fishing Goods.

You sure will sell JOE WELSH LEADERS and the "BLUE DEVIL"




OK SEAL OF QUALITY

JOE WELSH
PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada



WINCHESTER
GENERAL UTILITY OIL

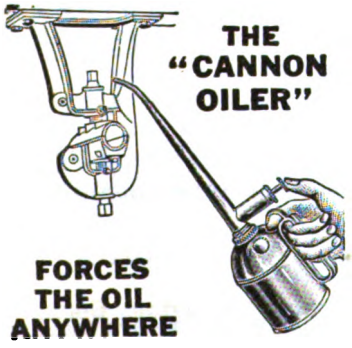



*First choice for lubricating, cleaning, polishing, and preventing rust in the home, the office, the factory, on the farm.*

It sells because it's *needed*—repeats because it's *better.* A good profit and a quick turnover. A splendid lubricant that will not gum. Stock *now.*

WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.





THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for catalog.

CANNON OILER CO.
Keithsburg, Ill.





THE PACKHAM
Stove Pipe Crimper and Beader

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THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us


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YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

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BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received




Prompt Courteous Service

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## SPECIALTY HARDWARE JOBBERS

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California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# WASHINGTON
## Hardware and Implement Underwriters

OF

## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# Peters Cartridges

THE announcement by the United States Revolver Association of the winners of the Outdoor Pistol and Revolver Championships, again points to the leadership of Peters' Cartridges.

The World's Record, by Dr. Snook, a record by a wide margin, and the excellent scores made by T. K. Lee are added to the evidence of former years and demonstrate the genuine quality of Peters Semi-Smokeless Cartridges, which have for years been used by many winners of the U. S. R. A. and N. R. A. matches.

Users of the Championships of (P) Brand Won Three Out of Four of the 1919 Outdoor the United States Revolver Association.

Match "A" (Revolver Championship of America), T. K. Lee, Birmingham, Ala., 463x500.

Match "B" (Pistol Championship of America), T. K. Lee, Birmingham, Ala., 472x500.

Match "C" (Individual Military Championship of America), Dr. J. H. Snook, Columbus, Ohio, 651x750. World's Record.

**THE PETERS CARTRIDGE COMPANY - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

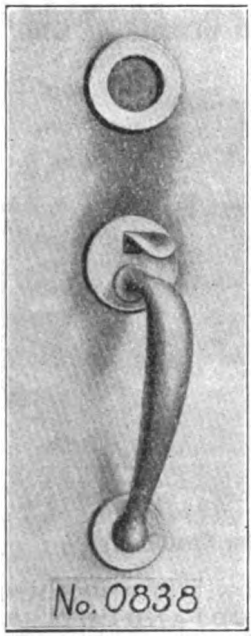
# Front Door Handles

## Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.




**WESTERN BRASS MFG. CO.**
217-219 Tehama St., San Francisco, Cal.

# Caldwell Sales Co.

**320 Market Street**
**SAN FRANCISCO**

Genuine Critchley Reamers
Hoover Steel Balls
Sterling Hack Saw Blades
Parker Drill Chucks
Vellumoid Packing
Wilton Gauge Blocks

American Machine Products Co. Accessories

**SALES THROUGH JOBBERS ONLY**


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# Hardware Specialists

## IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

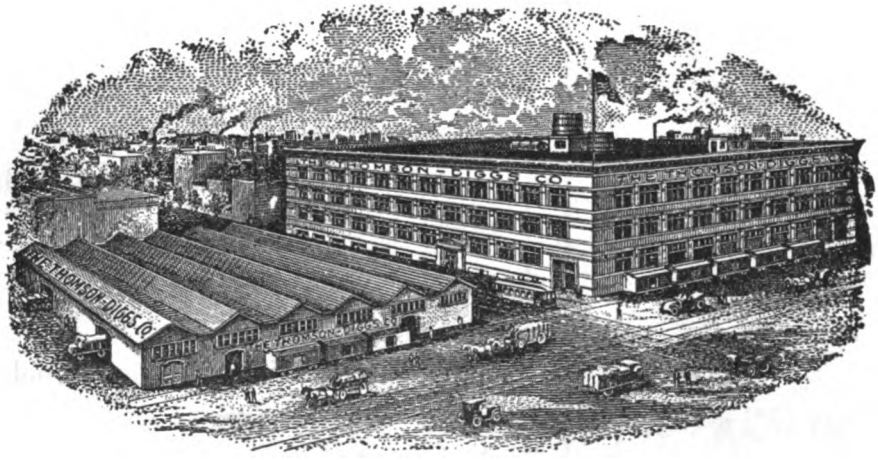
Salt Lake City, Utah

**The Salt Lake Hardware Co.**

Pocatello, Idaho

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




**If you are one of our customers you know them.**

**If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders**

**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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# Voss 9-o'Clock Electric Washer

## BUILT FOR BUSINESS

Forty years ago W. H. Voss, the inventor, at that time a cooper in Davenport, conceived the idea of devising a washer for the sole purpose of relieving his aged mother of all the drudgery of washday.

This first machine proved so successful that it became the forerunner of the practical Voss Washing Machine of today. Complete stock of all types carried in Seattle and Portland warehouses.

*Write for Agency in Your Town*

**R. M. BURTON SALES AGENCY**
**Northwest Distributors, Alaska Building, Seattle, U. S. A.**



## BOLLER'S CRANK MOP WRINGERS

**Can Be Used Everywhere**

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

**PETER BOLLER MACHINE WORKS,**
**122-124 N. Curtis St., Chicago, Illinois**



# Automobiles—Oil Cook Stoves

The ENGINE is the
*Heart*
OF THE AUTOMOBILE

The BURNER is the
*Heart*
OF THE OIL STOVE

# "Mando" Oil Cook Stoves

**Have Seamless Drawn BRASS Burners**
**Made in One Piece — Leak Proof**

**WONDERFUL**
**"KEROGAS"**
**BURNER**




**Burns 400 Gallons of Air** → **To One Gallon of Kerosene Oil**

**DISTRIBUTORS**

**MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.**

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# *A Good Rope—*
# *Seaport Manila*

Trade Mark

MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

Trade Mark

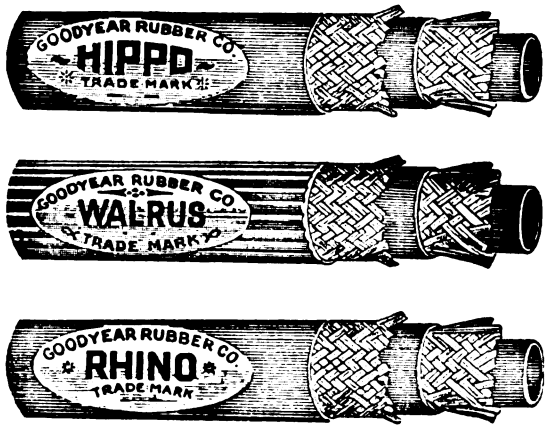
MANUFACTURED BY

*The Portland Cordage Company*

*Portland, Oregon* *Seattle, Washington*

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

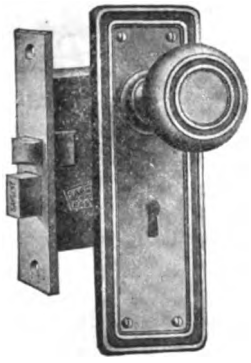
R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY


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**Quality Hardware**

**Tools**
**Automobile Accessories**
**House Furnishings**
**Cutlery**
**Sporting Goods**

We Give the Service You Need

WHOLESALERS — JOBBERS

**STREVELL-PATERSON HARDWARE COMPANY**
SALT LAKE CITY

**HONEYMAN**
**Hardware Company**

Park and Glisan Sts. Fourth and Alder Sts.
PORTLAND, OREGON

Goldsmith Guaranteed
Athletic and Sporting Goods

Camp Equipment
In Tents, Folding Camp Beds, Cots, Tables, Chairs, Stools, Etc.

Hardy's Combination Running Board Box and Camp Cook Table

Columbia Auto Luggage Rack

Cotton and Rubber Hose

Seeger Original Syphon and White Mountain Refrigerators

Fine Fishing Tackle

**A. M. HOLTER**
**Hardware Company**

Helena, Montana

*Established 1867*

**WHOLESALE**

**Shelf and Heavy Hardware**

**Blacksmith Supplies**

**Sporting Goods**

**Automobile Accessories**

**HOLTER**
**Hardware Company**

*Spokane, Wash.*

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*High Grade Auto Accessories*

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| Acme Paints | Sargent Hardware |
| Monarch Ranges | Peninsular Stoves and Ranges |
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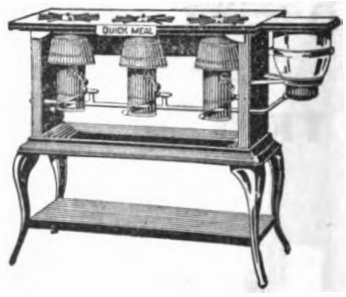
**Prompt — Courteous Service**


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Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

## QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

We also carry a large line of GAS RANGES

**C. H. SCHIECK**
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of COAL RANGES

# ATLAS

## 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

## Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

## MORGAN & ALLEN CO.

150 Post Street, San Francisco, California


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# The New "Liberty" Postal Scale

## A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.

**Order this TRINER scale now. It's a quick seller, with a good profit.**

**TRINER SCALE & MFG. CO.**
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

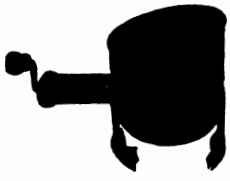
**HARRINGTON CUTLERY COMPANY**
SOUTHBRIDGE, MASS.

*Manufacturers ... of* **DEXTER** *Brand*



HIGHEST QUALITY MADE
FOR SALE BY JOBBERS

Western Sales Representatives
W. H. WILBURN
602 Williams Building San Francisco



**GENUINE**
**HUNTER'S SIFTER**
Standard of the World
Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio





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## IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



## "THE BENJAMIN"

**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco



# What's In a Name

Enough—plenty—SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.




"Good Morning" (It's me they're talking about)

Evidence galore, Brunswick Balke (Pool Table Mfgrs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. **HERE AND NOW.**

"On and above the fact that GEM BRUSHES possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name G-E-M, connected with shaving things particularly, spells **SUCCESS** from every stand-point necessary and essential. **GEM BRUSHES** represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is **BUYING POWER**, they will ride forth with confidence of our trade to reach all points which is **ULTIMATE CONSUMER** via stations called **DEALERS**, through the transfer points called **JOBBERS**. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because **GEM** exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in **GEM BRUSHES**.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. **GEM BRUSHES** not only will sell on account of name, but, be backed up in use with real quality and service.

**GEM BRUSHES** will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that **GEM BRUSHES** are in a class alone, **GEM BRUSHES** are manufactured to sell no cheaper than good brushes can be produced.

**GEM BRUSHES** is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results **GEM BRUSHES**.

(Signed) THE GEM SAFETY RAZOR CORPORATION.

***Order From Your Jobber Now***



**DI-MEL-INE**
PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

**Dealer's Assortment (30 Doz.)** ..... **$54.00**
**Jobber's Assortment (12 Doz.)** ..... **21.60**
**Open Stock, all colors, per gross** ..... **21.60**

2% Freight allowance, F.O.B., N. Y., 2% Cash.

***Write for Color Card, Circular and Booklet***

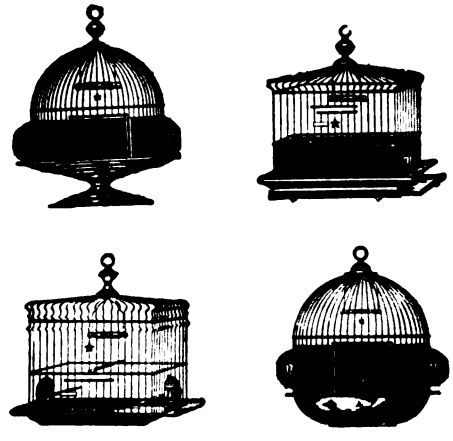
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169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



# O. LINDEMANN & CO.

**35 and 37 Wooster St., New York** ***Established 1863***



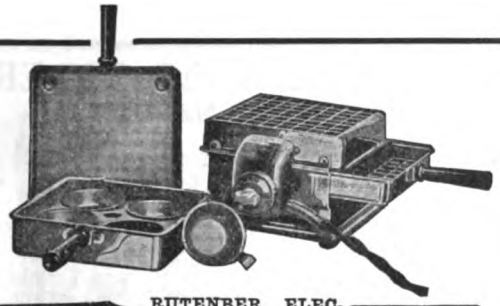
***Manufacturers of JAPANNED, BRASS and TINNED WIRE***

## Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.


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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

**RUTENBER ELECTRIC CO.**

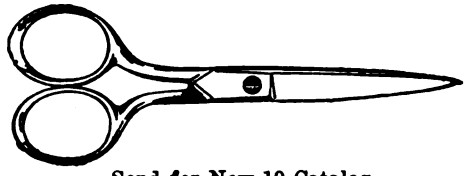
Marion, Ind., U. S. A.

# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver.

**POCKET KNIVES**
**BUTCHER KNIVES**
**PARING KNIVES**
**RAZORS**
**RAZOR STROPS**




**SHEARS**
**SCISSORS**
**MANICURE GOODS**
**FLASHLIGHTS**
**FISHING TACKLE**

**California Stock Pattern**

We specialize in Stock and Ranch Knives for the Western trade.

**WESTERN STATES CUTLERY & MFG. CO.**

*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.




# COAL WILL BE SCARCE THIS WINTER

**Write Us for Prices and Discounts on**

# GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete Quick Deliveries

**FOSS & JONES, Manufacturers - - - PASADENA, CALIFORNIA**


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# HOPPE'S
# NITRO POWDER SOLVENT No. 9




For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

## FRANK A. HOPPE
**2314 No. 8th St.** **Philadelphia, Pa.**

# HERCULES COLD SODER
**THE METAL MENDER**




Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

## HERCULES PRODUCTS CO.
**Dept. A** **COUNCIL BLUFFS, IA.**

NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.
AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

# AMERICAN SEAL
# PAINTS *and* CEMENTS
**"MAKE GOOD"**
**WITH YOU AND YOUR CUSTOMERS**
**STAND FOR**
**QUALITY and DURABILITY**

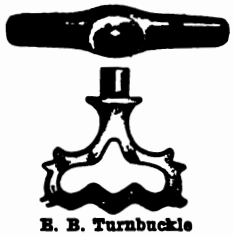



**WRITE US FOR DEALER'S PROPOSITION**
**MANUFACTURED BY**
## The Wm. Connors Paint Mfg. Co.
**1852** **TROY, N. Y.** **1920**

# Ears, Handles, Etc.
## FOR TINWARE MAKERS



**Berger's Ear**



**B. B. Turnbuckle**



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 9 Catalog showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TINNERS' and ROOFERS' SUPPLIES.

## BERGER BROS. CO.
**Office, 229-231 Arch Street**
**Store, 237 Arch Street**
**Warerooms and Factory, 110-114 Broad Street**
**PHILADELPHIA**


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## *Do You Realize the Profits Live Merchants are Making in Handling Phonographs?*

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

*"Let Us Tell You How You Can Profit"*




"The Perfect Tone for Every Home."

**OPEROLLO PHONOGRAPH COMPANY**
54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

# Lalance & Grosjean Mfg. Co.

*Manufacturers of the Celebrated Lines of*

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
*and*
## Pearl-Agate
## Turquoise Enameled Ware

**New York** **Chicago** **Boston** **San Francisco**


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# The Ontario Knife Company, Frankiinville, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.




BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

# KNIVES

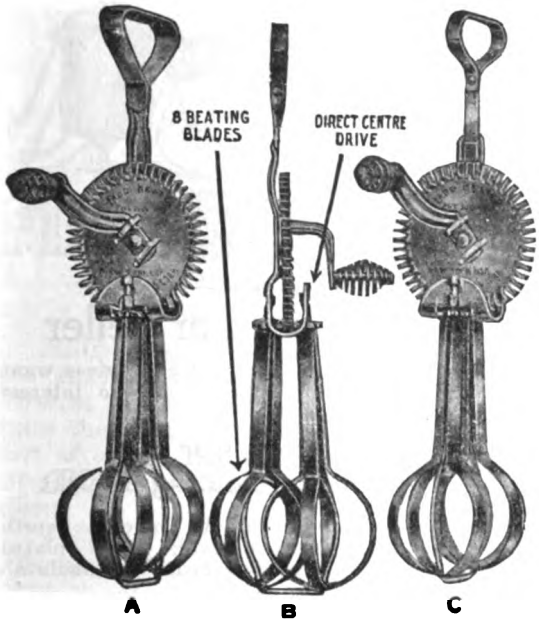
KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles**




We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.


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**WESTERN SALES REPRESENTATIVES**

**Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.**
**Sands & Cox, San Fernando Bldg., Los Angeles, Cal.**
**Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.**
**Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.**
**Turnbull & Cox, Inter State Trust Bldg., Denver, Col.**
**Strimple & Cox, Corbett Bldg., Portland, Oregon**

# Ladd All-Steel Beaters

## 3 Sizes—For All Requirements

Your slogan, VALUE, QUALITY, SERVICE, SATISFACTION, is a pledge to the public that they will be saved the annoyance of clap-trap, inefficient stuff heretofore flooding the market. TO MAKE GOOD, you now stock the BEST goods you can find. Then let us modestly ask what kitchen Beater you stock and push? The answering chorus of 19 out of 20 dealers WHO KNOW, is, "THE LADD ALL-STEEL LINE, of course: NONE OTHER can MAKE GOOD."

Did you know these ALL-STEEL BEATERS are Nickel-plated over copper plate?

JOBBERS the world over and US.



**LADD**
**Mixer-Churns**




SATURN
Clothes-Line
Reels

**United Royalties Corporation**
**1133 Broadway, New York**

# Elgin Oil Heaters



TAKE ADVANTAGE OF OUR

**SPECIAL TERMS**

PLACE YOUR ORDER NOW FOR DELIVERY LATE IN THE SUMMER WITH FALL DATING

**ASK YOUR JOBBER**

ALL STANDARD FINISHES

USE STANDARD WICKS

**Write for Catalogue and Prices**

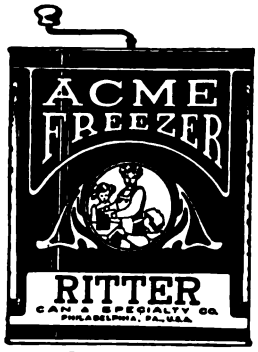
**ELGIN STOVE & OVEN CO.**
**ELGIN, ILL.**

**BEH & CO., 106 Franklin Street, New York City**

**Warehouses: New York, Philadelphia, Boston, Syracuse**




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# "ACME" FREEZER

**ONLY ONE SIZE—2 QUART**
**RETAIL PRICE $1.50**

SHOWS YOU A GOOD PROFIT
ORDER FROM YOUR JOBBER

MADE BY

**RITTER CAN & SPECIALTY CO.**
**PHILADELPHIA**

Factory Selling Agents
BEH & CO.
106 Franklin St., N. Y.



## A Big Summer Seller

When the mercury is high and housewives want to iron in cool comfort, it's easy to interest prospects in

THE Royal Self Heating Iron

Over one million sales to date proves its worth and merit. Easy to operate; nickel plated throughout; heat regulated instantly; handle always cool.

Our Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc., help promote big sales.

**Dealers now selling Royal Irons are requested to write for above "Selling Helps"**

**ROYAL SELF-HEATING IRON CO.**
**575 WAYNE ST. BIG PRAIRIE, OHIO**

# WHITE MOUNTAIN REFRIGERATORS




## "The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.




**Maine Manufacturing Company - Nashua, N. H., U. S. A.**

**BRANCH OFFICES:**
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

**PACIFIC COAST DISTRIBUTORS**

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.


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# DUPLEX
## FIRELESS STOVE

### "Cash In"

Millions of women from coast to coast are reading the advertising of Duplex Fireless Stoves, and because they appreciate the economy, convenience and comfort afforded them by the ownership of a Duplex, are seeking the Duplex dealer's store.

You can "cash in" on these prospective customers. Let the Duplex Dealers Help Department show you how. They will gladly furnish you with every sales and advertising aid possible.

**Remember Duplex Stoves free the housewife from hours in a hot kitchen. Think of the sales possibilities. If you are not a Duplex Dealer—write today for our dealer's proposition—get in line for greater profits and a bigger business.**

### *Duplex Dealers!*

The two cuts used in this advertisement are samples taken from the Duplex Dealers Advertising Bulletin. Write for a copy today. It contains valuable information to aid you with your advertising.




**DURHAM MFG. CO.**
**MUNCIE, IND.**

**NEW YORK OFFICE: 108 CHAMBERS STREET**
**LOS ANGELES OFFICE: 3718½ W. PICO STREET**

## Hidden Hardware Won't Sell Itself



**Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.**

**Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.**

**DULUTH SHOW CASE CO.**
**DULUTH, MINNESOTA**




## PYRAMID SOLVENT



### PYRAMID YOUR PROFITS

Practical gunners worked out the formula for Pyramid Solvent. Then for over a year it was tested by military and civilian experts. And Pyramid measured up to every single requirement.

Removes all residue of high-power smokeless and black powders perfectly, easily. Loosens metal fouling. Reduces use of brass brush. Contains no moisture. Therefore can be left in firearms without danger of damage.

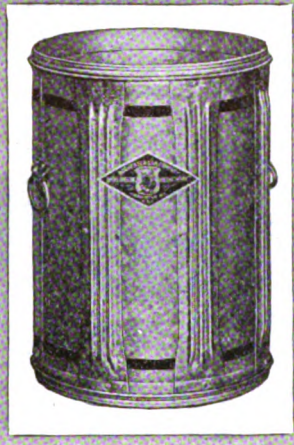
Pyramid ads in all leading Sportsmen's papers are building up Pyramid Sales fast. Get your share and the good profits that go with it. Order from your jobber. 3-oz. flat cans retail for 30c.

**Three-in-One Oil Co.**
165 KZR, Broadway, New York
C212A

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IRON HORSE METALWARE

"As Strong As The Name Implies"





THERE is going to be a tremendous demand for Iron Horse Ash Cans for early Fall delivery, and we want to remind you how important it is that you place your order early to avoid disappointment.

You will find included in the Iron Horse line styles and sizes to meet every requirement.

Our catalogue (F-918) gives complete specifications with prices covering all Iron Horse Metalware. If you are without a copy of this catalogue in your files write for one today.



Rochester Can Co., Rochester, N. Y.

ALUMINUM

MADE IN OHIO, U. S. A.

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

### A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

**We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market**

Write Today and get our New Catalog just off the Press.

## The Buckeye Aluminum Company

WOOSTER, OHIO


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# Women Sit Down When They Have a

## SIMPLEX IRONER

"THE BEST IRONER"

**The fact that Simplex is the only ironer which can be operated while sitting down forms the best reason why it should be the choice for your salesroom.**

**Comfort and ease at what is otherwise very tiring work is a most convincing sales argument with women. Sitting down is possible because of the extreme simplicity of the machine, with its wonderful automatic feed control.**

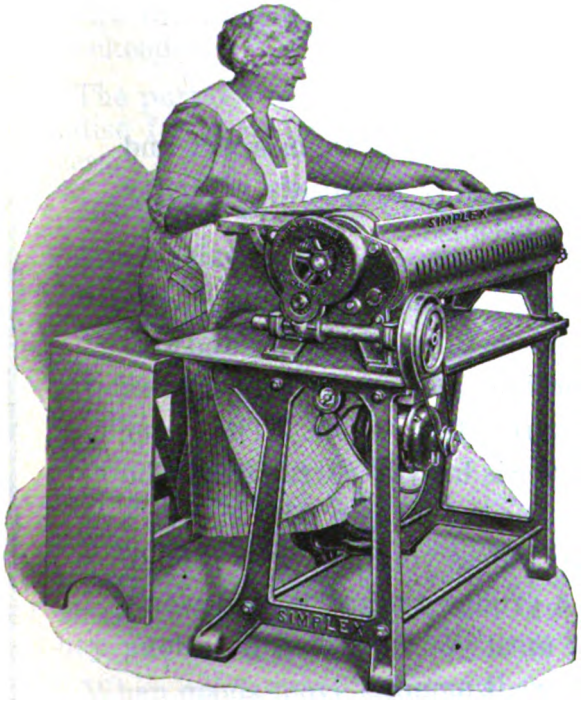
Every home that has an electric washing machine is a future customer for a Simplex.

We co-operate in training your sales force in specialty selling. The Simplex sales plan for dealers is far reaching. It provides new, practical suggestions that build up your entire household labor-saving appliance department. Write for further particulars.

**THE AMERICAN IRONING MACHINE COMPANY**

**431 Sutter St., San Francisco, Cal.**

**Home Office: 168 No. Michigan Ave., Chicago.**




**BEST KNOWN — BEST LIKED**
**PIONEER AMERICAN IRONER**

# CHATILLON CUTLERY



THROUGHOUT the length and breadth of the land the trade gives its unqualified approval to

## FOSTER BROS. CUTLERY




This is attested by the growing demand and constant repeat orders.

FOSTER BROTHERS' Trade Cutlery—as it is known today — is the result of almost half a century's experience and study of trade requirements.



Every blade used in FOSTER BROTHERS' Cutlery is properly tempered, balanced, ground and sharpened — ready to use — and takes and holds a keen edge.

This line includes not only knives for every known purpose, but also cleavers, splitters, etc.

*Ask Your Jobbers*

JOHN CHATILLON & SONS
New York U.S.A.

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*The live hardware dealer says:*

# "Here Are Three Lengths of Hose in One—

"—but you can't take them apart and sell them that way to satisfy a thrifty customer—because

"MILO hose is made by vulcanizing three seamless tubes of rubber and two double braided cotton jackets into a solid wear-resisting whole. The outer rubber cover is heavily corrugated. The result is a hose that can't kink, won't cut or tear unless you treat it as though you had a grudge against it, and won't wear out until you have had it so long that you owe it money."

*Milo Hose is made by*

BOSTON WOVEN HOSE & RUBBER CO.

*Cambridge, Mass.*

The largest hose manufacturers in the world. Makers of the famous BULL DOG and GOOD LUCK brands.


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Hardware World

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Volume XV SEPTEMBER :: 1920 Number 9

# What "Turnover" Means

TURNOVER means investment of dollars in goods, sales of those goods, re-investment, re-sale, and so on, and the process must be repeated often and at a profit, says the Supply Manufacturer.

This is the goal of every business, large or small—whether the amount involved is one thousand dollars or one million—and the merchant will fail to score when not shooting at this target.

The profit made out of a business does not depend upon the amount of capital tied up in stock. On the contrary, net earnings hinge upon the frequency of buying and selling—the speed with which dollars are made to produce.

The retailer's ability to superintend dollars, to keep them employed so that they are bringing in other dollars, determines the degree of success attained as a storekeeper.

The purpose of the retail business is buying merchandise, selling that merchandise for more than was paid for it, then re-investing and repeating the process.

Intelligent selling is therefore the kernel of the turnover proposition.

If a dealer bought a piece of merchandise for a dollar and never sold it, he would simply lose his dollar; if he sold it for no more than a dollar, he would not make a cent, in fact would be out his operating expense; and even if he sold it for a dollar fifty, but took six months to do it, he would not be serving the true purpose of merchandising, which is frequent turnover of invested capital at a profit.

When money is invested in goods, the merchant must, first, sell the goods; second, sell them at a profit; third, sell them quickly.

Always remember that money has earning power. You could put your funds in securities and make an average six per cent any time, without doing a lick of work yourself. You get that return because somebody else is making your money work. If it became idle, you would not receive your dividend.

When goods move slowly, when it takes a long time to turn them into money they are simply wasting the earning power of the dollars invested in them; and when they are sold merely on an even basis, the earning power of working capital is likewise squandered.

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## WHY THE SALE WAS MADE

The salesperson knew how to smile.

The person who served the customer was neat, clean and business like.

The customer did not have to make a counter search for merchandise.

Goods were easily found.

The customer was not compelled to drag information from the clerk.

The salesperson did not talk too much nor too little.

The salesperson acted as if it was a genuine pleasure to show goods.

The customer was made to feel at home as soon as he entered the store.

The salesperson was not overdressed.

The customer was given a correct reply to all questions.

The salesperson offered service as soon as the customer made known his wants.

The customer was not compelled to wait a second longer than necessary for parcel and change.

The salesperson explained and demonstrated goods solely on their merits.

The salesperson looked his customer in the eye and did not shift his gaze when asked a question.

The customer knew the goods he bought would be properly wrapped.

The salesperson chatted pleasantly with the customer while the goods were being wrapped.

The customer expected and received a pleasant "thank you" at the end of a very pleasant sale.

---

## BE A MAN

It's a mighty good thing, while you're running life's race
Just to pause as you go, and come face to face
With your conscience, and ask it a question or two.
For it's right you should know what your life means to you.

Have you done things worth while, have you drifted along,
Have you filled it with sighs, have you filled it with song,
Have you helped when you should, have you tried to do right,
Have you struggled for good, or just fought for might?

Have you given your hand to some fellow in need,
Have you sneered at the man who was not of your creed,
Have you been open-hearted and ready to do,
Have you tried to be just, have you tried to be true?

Oh, it's easy to preach and easy to tell
Of the other chap's faults—but our faults, ah, well!
We are cowards at times, and the truth, you will find,
Is a thing we dislike, for it's rather unkind.

But the Past, let it rest. Give a thought to Today,
And Tomorrow, as well, for the Time's growing gray;
Do the things that you should, do the best that you can,
Crown your life with your deeds—be a red blooded man!

## LEARN THESE TEN COMMANDMENTS

1. Thou shalt not wait for something to turn up, but thou shalt pull off thy coat and go to work that thou mayest prosper in this affair and make the word "failure" spell "success."

2. Thou shalt not be content to go about thy business looking like a loafer, for thou shouldst know thy personal appearance is better than a recommendation.

3. Thou shalt not try to make excuses, nor shalt thou say to those who chide thee: "I didn't think."

4. Thou shalt not wait to be told what thou shalt do, nor in what manner thou shalt do it, for thus will thy days be long in the job which fortune hath given thee.

5. Thou shalt not fail to maintain thine own integrity, nor shalt thou be guilty of anything that will lessen the good respect of thyself.

6. Thou shalt not covet the other fellow's job, nor his salary, nor the position that he hath gained by his own hard labor.

7. Thou shalt not fail to live within thine own income, nor shalt thou contract any debts when thou canst not see thy way clear to pay them.

8. Thou shalt not be afraid to blow thine own horn, for he who faileth to blow his own horn on the proper occasion, findeth nobody standing ready to blow it for him.

9. Thou shalt not hesitate to say "no" when thou meanest "no," nor shalt thou fail to remember that there are times when it is unsafe to bind thyself to a hasty judgment.

10. Thou shalt give every man a square deal. This is the last great commandment, and there is none like unto it. Upon this commandment hang all the law and profits of the business world.

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## BE A SPORT

You may call yourself dull in a fit of despair,
Or drop all your pep, and say you don't care,
But I'll tell you, my friend, that's a habit to break,
In planning this world not a single mistake
Was made in the building. So when you complain
Take stock of yourself. You're the chap that's to blame.
Just right about face; it may hurt some, it's true.
But that's just the way any good sport would do.

When you wake in the morning don't look for a cloud.
You know what's behind it. Just swing in the crowd.
Be one of them, cheerfully, singing along.
You may get a bump, but don't stop your song.
Perhaps one will hear it who needs just a bit
Of encouragement now. Your song may be it.

What matter if yesterday's failures were big?
Today is your day, so get in and dig.
If you meet any trouble, why just change its name,
And call it a ladder. They oft' lead to fame.
But whatever you do, be quick and begin it;
You never can tell just how much there is in it.

—Jane Bates, in Forbes.

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# Why Advertise When Behind in Deliveries?

(From Joseph Dixon Crucible Co.)

THIS seems to be a very natural question, and the answer involves the discussion of a vital policy of this business—a policy that is fundamental.

If we were building a business for today our policy would vary from day to day with the temporary changes with which every business has to contend.

But we are building for the time to come and we hope that this business will become many times greater than it is today. Without the proper foundation it would undergo violent changes dependent upon temporary national, local or even imaginary conditions.

If we should permit ourselves to become inflated with self-confidence when business conditions are favorable, restricting our selling and advertising activities, and go down in the dumps when conditions are not so favorable, this business would not amount to any more than the existing conditions would make of it.

### Hope Manufacturing Will Never Catch Up With Selling

We say right now, without reservations, that we hope, regardless of how aggressive and efficient our manufacturing department may be, that it will never be able to catch up with our selling organization.

If our efforts should be halted in the middle of the road in times of liberal buying to wait on the manufacturing department; there might come a time when the manufacturing department would have to suspend operations while waiting on the sales organization.

### Policy Not Subject to Wavering

With such a policy we would be running around in a circle, disorganizing one day and reorganizing the next.

The greater the demand for our product, the quicker the turnover for merchants; and the more frequent the turnovers, the larger is the volume of profit.

In this business advertising is a sales policy—the same as our policy maintaining a sales organization—and we might as well consider the elimination of one as the other. Neither will be eliminated, as this business needs both if we are building for the future.

We hope the idea will never creep into this organization that there will be any let-up in aggressive methods, which might suggest that when business is good there is not occasion for work and when business is poor it is too hard to get.

### The People Must Not Forget Us

We constantly have in mind that the American people are much more concerned in their own affairs than in ours, and if we should restrict our selling and advertising activities they will begin to forget us—and this would be our fault.

We are going ahead with the idea of increasing the present momentum in favor of our goods; and if conditions should turn face about, our dealers and ourselves will be in a better position to hurdle obstacles than if we originated a policy for each condition as it arose.

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## THE MAN TO BLAME

(Copyright by Napoleon Hill)

If you are a failure, if you are unhappy and despondent, you may see the person who is most to blame by stepping to the looking-glass!

It's sad, but true!

When you begin to succeed you may put it down as a sure thing that you have commenced to believe in yourself.

Through the principle of Auto-Suggestion you are constantly urging yourself on to greater achievement or defeating your aims, to the extent that you have faith in yourself or lack it.

Wrapped up in that wonderful brain of yours you have all the potential ability which you need with which to succeed in any undertaking that is possible of accomplishment.

You are the only person on earth who can cut the fetters which bind that force and withhold it from use.

The thoughts which you hold in your own mind are being constantly registered in the minds of those with whom you come in contact. This is a scientifically proven fact. Can you not see, then, how necessary it is for you to think well of yourself? Can you not see why you ought to believe in your ability to accomplish all that you undertake.

The line which marks the difference between the successful and the unsuccessful man is definite and easily removed. One believes he can do all that he undertakes and goes ahead and does it; the other one believes he cannot accomplish anything, so he never begins!

If you want to witness a marvelous transformation in yourself, commence now and for ten days stand before a mirror for ten minutes each day, look yourself squarely in the eyes and say—"I believe in you; you can finish everything you start; you can induce people to like you; you can get people to favor you by first favoring them; you can win people's confidence by placing your confidence in them." The result will be startling.

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## THE THREE SWEETEST WORDS

There are three words, the sweetest words,
In all of human speech—
More sweet than are all songs of birds,
Or pages poets preach.
This life may be a vale of tears,
A sad and dreary thing—
Three words, and trouble disappears
And birds begin to sing.
Three words, and all the roses bloom.
The sun begins to shine.
Three words will dissipate the gloom
And water turn to wine.
Three words will cheer the saddest days—
"I love you?" Wrong, by heck!
It is another, sweeter phrase,
"Enclosed find check."

## "MAX" AND "MINNIE"

**Do You Know These Elusive Twins?**

Sometimes, after much hunting, one of them will be found, or, when we are thinking of something entirely different, the other will appear unexpectedly; but they never seem so interesting alone. Each needs the other to bring out the fine points of the two.

For instance, "Max"—Maximum Quality, to use his full name, is apt to be extremely uppish and independent without his sister, Minimum Cost, to keep him level; while she, shrinking voilet that she is by herself, becomes a person of some distinction when her brother is with her.

To keep "Max," you must sell high-grade goods, not once a week, but every day, regularly, consistently. But you want "Minnie" to stay, too, and because she can endure nothing but strictest economy, you must watch the Credit Department and sell for cash. Buying in large quantities helps a great deal, too, and "Minnie" quite approves of the no-free-delivery idea, and charges for service.

"Max" and "Minnie" will make many hundreds of friends for you and for themselves. Give them every inducement to stay.

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## PRODUCTION IS PATRIOTISM

This is the heading of an advertisement of the International Business Science Society. Under this striking and eminently true heading the advertisement takes up the following points:

"When a worker in any position gives to his job less than his best, he is denying himself his greatest opportunity to use and thereby train his faculties and powers.

"Thus he cheats himself more than anyone else, unless he makes his job help him learn as well as earn.

"For work is education—work is development—work is self-expression.

"When labor learns this—when management learns it—there will be no conflict of interests, no scraps, no strikes; production will rise and prices will fall."

The point that should linger in the mind is that "Production is Patriotism." It was patriotism during the recent war, it should be patriotism even in a more personal and co-operative way now that the vast task of world reconstruction is before us. The slogan of every American in this year of grace should be: "Produce to the limit of your powers, and vote for the best interests of your country—all of it, not part of it, all of the people, not any part of the people."

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"Live, love and laugh—there'll come a time when you can't. The mummy ain't had no fun for more'n five thousand years."

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# Selling Electric Washers a Great Indoor Sport

MANY a successful salesman has given as a reason for his success the fact that to him selling is just a great big fascinating game. Just as in wrestling, boxing, football, baseball or any other sport, he would try to pick something big and sensational and get away with it. He would rather make a big sale than eat a chicken dinner—and he did love a chicken dinner.

This sporting idea has been the means of increasing the pep and ginger of many a weary salesman, and with pep and ginger the battle is more than half won.

In the hardware game few items can be pushed in this manner to better advantage than the electric washer. When you have sold one you can consider it a pretty good day's business in itself.

To find the best methods of selling these machines, just take a glimpse into the stores of a few dealers who have pushed them and made a big success. Go into one of these stores and you will find the washers displayed as they should be, looking spick and span, and just like a music dealer displays a grand piano. When people are putting up $125 or so for a washing machine they feel that they are paying enough for that article and that the article ought to be good enough for the dealer to keep it up in shape and display the same as a phonograph or a piano, says Trade Exhibit.

Did you ever notice the care with which a jeweler handles a beautiful diamond or watch, or how a gunsmith shows his admiration as he handles the best gun in his stock? And doesn't that increase the value of the article considerably in your eyes? The same principle can be applied in some degree to almost any article.

The severe shortage of household help was one of his big points. To people who depend upon the washerwoman to come every week, there is the saving in wages; the fact that the washer is not dependent on the weather, for if it rains on Monday it can wash on any other day of the week just as well.

If there isn't time to wash in the daytime the electric works on uncomplainingly at night. It's always on time in the morning—just turn the switch; never has an off day, and works just as hard late in the day as early in the morning.

Think of the selling points you could bring out along this line. There is the saving of clothes; the economy of current, for the electric washer will operate for a fraction of the cost of an electric iron.

Make up your mind to push the electric washer. Put it up in front of your store, where people can't resist the temptation to see how it works. Be ready to demonstrate it—show how easy it is to start and stop, how safe around children, how much labor the power wringer saves. New talking points will suggest themselves with every sale.

### Strong Line to Feature

For display purposes, for demonstration in the window or in booths, for advertising in your local newspaper, few things can compete with the electric washer.

Make up your mind that you're going to sell a bunch of them, at least one a week, or some definite quota. Set a big task for yourself and then see how far you can go over the top. You'll get so you would rather sell an electric washer than eat, and every one you sell would buy you several mighty fine dinners—even at the high prices of food quoted.

If business is a little slack, take that truck of yours, load it up with a few machines, drop them off at the homes of a few good prospects, and let them try the machines a few times. That's the way to go after business. And if you don't the specialty man and the mail order house will sell them right under your nose, as they are doing in many a town right now.

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One of the best sources of suggestion for improving a store is the outside source, the opinions of those not employed in the store. The man on the sidelines sometimes sees the faults quickest.

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### THE NEW FREEDOM

No more the Monday morning air
Transmits the rubadub
That used to echo everywhere
From washing board and tub;
And mother doesn't have to strain
Till heart and muscles ache,
Or bravely suffer with the pain
Of nerves about to break.

No longer are we forced to climb
From bed before the sun,
In order that we'll have the time
To get the washing done.
So sister gets her beauty sleep,
And to her great delight
She has no trouble now to keep
Her fingers soft and white.

And I have far more time to burn
Than ever heretofore,
Because I do not need to turn
The wringer any more;
For all these things, you understand,
We're doing by machine
Since father bought an engine and
A tank of kerosene.

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# Hardware Sense From a Southern Leader

The fact that Palmer J. Smith, who has written the accompanying article for us, is treasurer of the Beck & Gregg Hardware Co., Atlanta, Ga., is guarantee enough of the importance and value of the article.

The Beck & Gregg Hardware Co. was founded in 1866 and in its more than half century of life it has become a powerful influence on the trade of the South. The company specializes on builders' hardware, carriage and wagon hardware and railway and mill supplies.

Although the policy and methods of the company have been steady, conservative and unostentatious, its relations with the trade have been so thoroughly reliable, so sound and sincere that the name of Beck & Gregg has come to mean service, confidence and satisfaction throughout the South.

Mr. Smith himself has been a member of the institution for the last twenty years, and is sincere and hearty in his love of the trade and his loyalty to the cause of hardware, not only in the South, but throughout the United States. It is for this reason that he has written this article for us, and we take pleasure in passing on his sound words of advice and good sense to the entire trade.

## SALESMAN OR DRUMMER—WHICH?

(By Palmer J. Smith, Treasurer Beck & Gregg Hdwe. Co., Atlanta, Ga.)



The art of salesmanship has reached the dignity of a profession. The essential difference between a salesman and a drummer is the difference between two men, one working from his neck up, the other from his neck down. The constituent elements of salesmanship are intelligence and tact. No man can be a successful salesman, in the truest sense of the word, who lacks either of these qualities.

To roll up a huge volume of business is not always evidence of successful salesmanship. To be a success in the highest and best sense, the salesman of today must render real and lasting service to his house, to his customers and to himself.

If he would reach the highest plane in his line of endeavor he must take the trouble to study and learn clearly every phase of the obligation which he is under to the company who employs him. Business houses now expect very much more of the man who represents them on the road than for him to be merely an order-taker and rightly so.

He has attained a very one-sided development if he sees nothing in his job except to sell a customer all he can as quickly as he can, without stopping to consider or to find out what the customer needs, what basis he has for credit and whether he himself has rendered such intelligent and conscientious service that he will be assured of a welcome on his next visit.

The salesman who is "all there" knows his line from A to Z and back again. He makes a careful study of local conditions throughout his territory. He is able to give the buyer "straight dope" as to what he should buy, when he should buy and in what quantities.

### Customers' Interest at Heart

The country merchant is often lacking either in ability, wisdom or experience necessary to buy a stock of goods. The salesman who, thinking only of his commission, overstocks a fellow of this class does a distinct injury to his house, his customer and himself.

A keen craving for a fat commission all too often leads the short-sighted salesman astray. Such a man does in truth show a deplorable lack of vision. He kills the goose which might have laid for him many golden eggs. How very much better it would be for all concerned if, having learned himself, he would point out to his customer in a tactful way the errors and pitfalls of which he is in danger.

By intelligent and painstaking effort along this line the salesman may often transform an overstocked junk shop into a well ordered attractively arranged store full of goods which are saleable and suited to the needs of the local trade, and by so doing develop for himself and his company a customer who will prove a valuable asset as the years go by.

The slap-dash, hit-and-miss methods of the past have no place in modern business. The man who would attain the fullest measure of success as a salesman must be a student as well. In no other field is there greater need for specialized and constructive effort, and in no other field is such effort more richly rewarded.

## CAUSE OF EARTHQUAKES

In view of some recent earthquakes in certain sections of the country which are likewise oil producing, a darky preacher in Los Angeles may not be so very far wrong in his sermon, heard by one of the HARDWARE WORLD assistant subscriber editors:

"We has received anudder warnin' not to go pesticatin' into de ways ob Providence. De earf, my breddren, revolutes on its axels, as we do now all know, and we all know dar mus' be sumefin to grease dem axels and it takes a right sma't ob grease to do it. So de good Lawd done put de 'troleum inside de earf to keep de axels greased. Den byme bye 'long comes all dese hyah oil companies, punchin' holes down into the bearin's and de oil all come squiten' out. Fust thing we know dar's a hot box, and de earf squeaks and jolts and rumbles and at's de earfquake, and if dey don't quit pretty soon dere won't be no moah grease left and de earf will stick tight on its axels and won't go round no moah!"

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# BUSINESS GETTING SUGGESTIONS

## ATTRACTING ATTENTION ARTFULLY

A merchant placed a sign in his window, stating: "Here is the picture of a person we want for a customer." Beneath the sign was a mirror surrounded by a neat frame. The man who paused to look was confronted by his own likeness.

Another little scheme for a window display that attracted much attention was one in an electric goods store. A lamp or a candle was placed in such a way that a powerful electric bulb beside it cast a shadow of these lower power lights on a screen, properly placed. This furnished a splendid illustration of the great lighting power of the electric bulb used, even out of proportion to its real comparison with the other types of illumination.

A merchant gives a rainy weather suggestion. "If a lady comes in during a rain without an umbrella," he says, "we offer one if we have one handy. And we usually do have three or four for that purpose. We believe it is a good idea to have two or three cheap ones around, and we tag them, asking that they be returned at the first opportunity."

A worth while feature in counter display is that of a 5 and 10 cent counter operated on a self-service system. A druggist placed out packages of candy, gum, cough drops, etc., in tempting display, with a metal bank near and instructions for the customer to help himself and drop the money in the slot. This scheme saves the clerk's time and makes it easy for the customer to secure what he wants. There is no reason why this arrangement might not be adopted by stores carrying other lines. Counter and basket goods could be well sold this way by the hardware merchant.

Another merchant has a scheme whereby he has gained the interest of the local community. For twenty years he has offered cash prizes of $10, $5 and $3 to seniors in the high school of that town, who write the best essays on tools. The judges are prominent local professional men. Concerning this fine publicity plan, it may be noted that many of the children of former prize winners and contestants are now contesting for the prizes. Evidently the plan is approved. In respect to the cost, the merchant says that he could not purchase at any price the disinterested publicity which the newspapers give him in connection with his contests.

## LITTLE BUSINESS BOOSTERS

Ideas about training the salesforce seem to swing from one extreme to the other. It seems to one who studies the subject that there should be training, up to, but never beyond, the point where it cramps their individuality—in such matters where it is important they should have individuality. The salesman's proper individuality consists of an individual manner of presenting the firm's individuality. Not for a moment must that firm's individuality be lost sight of; it should be so standardized that no salesperson is permitted to lose sight of it.

Take advantage of the daily weather reports as issued by the Department of Agriculture and place them where all can read, secure same, post and note the interest this will create, besides people will get into the habit of making your store their weather prophet.

Offer to check packages free of charge, no matter how small or large your store, or where located. This little service will be welcomed by the general public.

Whenever business is dull look about for the reason. You will find, as a rule, it is due to some shortcoming such as listed here:

Is the advertising of your store well written?

Is the merchandise desirable as it should be?

Is your assortment as complete as that of your competitors?

Are windows changed as often as those of other stores in your vicinity?

Are your interior lighting decorations and display clever?

Do your signs, placards and price tickets describe the goods fully, and are they bright, clean and well made?

Have you taken advantage of the modern labor-saving devices now on the market?

Do you adhere to old-fashioned methods of handling money, wrapping packages and delivering goods?

Have you instilled in your helpers the fact that they work with you, not for you?

Do you open your store at the same hour daily?

Do you close as late as others?

Is it your aim to send every customer out of your store a friend and a "booster"?

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# What Policy Should Merchants Pursue?

THERE is no question of greater moment to the merchant—retail and wholesale—than what policy he should pursue in placing his orders and specifications.

What is the condition of the present market, what is the tendency—how are manufacturers situated—how are the jobbers' stocks—will there be a decline in prices, or will they continue to increase—how soon must orders be placed before shipment can be made?

The average retail merchant cannot personally consult more than a very few manufacturers or jobbers. It is the custom of the HARDWARE WORLD to lay before its readers, the first of each September, trade reports not only from manufacturers in various lines, but from jobbers and retailers.

The retail merchant can thus obtain a comprehensive summary of the situation. He can learn of the actual manufacturing conditions, of the shortage of labor or material, the probable advance or decline in price, the difficulty of obtaining material, of delayed shipments. All of these things are important for the merchant to know, for in the last analysis, each must make up his own mind as to what policy to pursue. No one can do it for him. But if he has available a large amount of information from manufacturers and jobbers, and if he takes into consideration the conditions and times in which we are living, he will be able to gauge pretty accurately what his policy should be.

With this sole purpose in mind, we present to our readers this month and next these reports.

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## EXPECT HEAVY AND CONTINUOUS DEMAND

Editor HARDWARE WORLD:

We are unable to see into the future, but from present indications there should be a steady and continuous demand for tools of all kinds. In spite of greatly increased facilities we are unable, greatly to our disappointment, to give our customers our usual prompt service.

We cannot foresee any early decline in the labor or raw material markets, and consequently have no reason to believe that there will be an early downward revision in the prices of our product.

The demand for our tools continues very heavy, and the buyer who places his specifications early will be the man who will be assured of his stock for the spring.

Yours very truly,

HENRY DISSTON & SONS, Inc.,

Philadelphia. G. W. Eckhardt, Asst. Mgr. Sales.

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## NORMAL TIMES NOT HERE YET

Editor HARDWARE WORLD:

Present conditions in general are so bad that we figure it will require quite some time to restore them to anything near normal. We believe that the best policy at present is to carry a good stock, figuring that the portion sold today, at a good margin of profit, will more than offset any decline that may affect the balance.

In our particular line, we do not look for any great decline in prices in the near future.

Very truly yours,

BERGER BROTHERS CO.,

Philadelphia. M. L. Wolfe, Mgr. Sales.

## STEEL AND METAL PRICES WILL NOT DECLINE

Editor HARDWARE WORLD:

With reference to the policy that this company believes should govern the trade, we are pleased to state that it is our suggestion that the trade keep their stock of merchandise as complete as possible, not letting same run down, as we fully anticipate good business conditions to prevail for some time to come. We cannot see at the present time, especially under the existing conditions how lower prices can be anticipated to any great extent.

However, in some commodities, such as foodstuffs and wearing apparel, lower prices seem to prevail in most sections, with a tendency to even become lower, but in the steel and metal business, we as manufacturers have not noticed any appreciable decline in prices.

Yours very truly,

THE L. S. STARRETT CO.,

Athol, Mass. H. E. Masters, Mgr.

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## NO DROP IN PRICES OF GARDEN TOOLS

Editor HARDWARE WORLD:

As to the policy which should govern the trade in making purchases and placing specifications for the coming season, the writer is of the opinion that the trade should not hesitate to place their business, for we feel that there is going to be no radical drop in prices, especially in the metal line, for some time to come.

The shortage of raw material, we believe, has a strong tendency to keep prices up and the latest developments of the railroad troubles will certainly not help to make conditions any better.

Yours very truly,

Port Washington, Wis. J. E. GILSON COMPANY.

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# IN A MULTITUDE OF COUNSEL THERE IS WISDOM

## FIND IT NECESSARY TO PROTECT OLD CUSTOMERS

Editor HARDWARE WORLD:

Any information we could give you in reference to the conditions at present and in the immediate future covering the buying policies would apply to our own line only, as we would hardly care to give an opinion covering general conditions.

Almost a year ago we were compelled to adopt the policy of refusing to add any additional business from a customer where they had a reasonable amount on the books, the term "reasonable amount" being defined by the amount of tools we had supplied them in past years.

For the past three years we have consistently declined any business from new accounts, as we felt that our entire output should be divided up among our old trade, basing the amount we supply each on the amount they have had in the past.

Where we have reduced the specifications of a firm to a minimum, we advise them to place additional business so that we can ship as our production will permit, but all orders that we have and all that we are taking are at prices prevailing at time of shipment.

The outlook for a reduction in price in our own line is not at all favorable, as while there seems to be a plentiful supply of labor in this locality there has been no decline in wages and there has been two or three small increases recently in the price of raw material.

Several other unusual factors are increasing production costs, one being the shortage of railroad equipment.

For illustration, at present the steel mills are unable to secure open top cars to load steel and the only way we are able to secure it is to hire trucks and remove it from the mill yards after it has been rolled and have it placed in box cars on a regular wagon siding.

This means an extra handling, entailing an added cost of several dollars per ton.

Even by this method we are able to only secure a portion of the steel that we would require to operate the plant efficiently, and as you know the costs of operating a plant at less than capacity are higher than when working at capacity or nearly so.

As far as our own buying is concerned, we are keeping in as close touch as possible with conditions and buying only far enough ahead to insure our having a supply before our old supply is exhausted and this seems to be the general policy governing the buying of most of the manufacturers.

Yours truly,

CRESCENT TOOL CO.,

Jamestown, N. Y. C. R. Swisshelm, Sales Mgr.

## COSTS IN STOVES AND FURNACES CLIMBING HIGHER

Editor HARDWARE WORLD:

In our line we are of the opinion that anyone who can place his contract for delivery throughout the balance of this year and the first quarter of next year, would be wise in doing so. Whether or not we would care for any business for delivery beyond January 1 is somewhat of a question. Conditions relative to costs are so uncertain in the foundry business that one hardly knows where he is at from day to day.

Costs are gradually climbing higher, due to inefficiency on the part of workmen and a continued demand for increase in wages. You also are aware of the fact that pig iron and coke are very high in price at the present time, and likewise very hard to get.

Yours very truly,

THE HESS-SNYDER CO.,

Massillon, O. F. H. Snyder.

## DON'T SPECULATE, BUT BUY SIX MONTHS AHEAD

Editor HARDWARE WORLD:

Our advice would be not to speculate; to place such orders now as past records indicate will be wanted six months from now, but not over-buy but rather to be conservative. Certain sections of the country no doubt will be affected more adversely than other sections. Farming sections should be the last to feel the effect of the shutting down of certain industries. We think that general advice, such as you ask for, is really not worth much. It is our opinion that buyers of large concerns, as a rule, are wide-awake to all the conditions governing their own purchases and are able to judge regarding purchases for their own individual business much better than we could advise them. It is well for everyone to keep in mind, however, the financial strength of their own concern and their ability to meet all obligations when they place their orders, and orders should not be placed with any manufacturer with the expectation that they can be cancelled later.

The high money rates today undoubtedly will act toward retrenchment of nearly all kinds of business, whether directly or indirectly the shutting down of certain industries will affect us all. The hope of lower prices will undoubtedly be realized in time. However, we feel that inasmuch as all staple products are being manufactured at a small margin of profit, that the tendency downward will be slow and that jobbers need not fear this phase of purchasing if they are financially in a position to take care of all obligations, providing they find themselves over-loading their stocks as naturally would be the case if the public in general respond to the general tendency toward curtailment.

We look forward to a period of readjustment and naturally a letup of business. We are optimists, however, for the general future and believe that a little shaking down will cause the country in general a great deal of good. A taste of a little hard times is necessary to correct some of the extravagances that we have indulged in.

In general, we believe that those who have been wise enough to save, or those who commence now to save, either out of the profits or by turning goods into cash so as to get good cash balances in the bank, need have no particular fear of the future so long as they keep on a good, sound, financial basis, but we strongly advise those who are long on goods and short on cash to change their methods, look carefully after their collections and get on a sound basis as quickly as possible.

Very truly yours,

SIMONDS MFG. CO.,

Fitchburg, Mass. J. E. Kelly, Gen. Sales Mgr.

## DELAY RESULTS IN INCREASED PRICES

Editor HARDWARE WORLD:

We are and have been placing orders for material, anticipating orders regardless of price, which is, in our judgment, the proper course to pursue, not only in material but in the finished article at present prevailing price. We find where we delay purchasing we have to pay additional price and create additional uncertainty, influencing determination on our part to play the game to the extent of supplying the demand, which we figure will be normal at least at the best price prevailing.

To do this we must anticipate as much as possible, which we believe in, instead of delaying with the hope of obtaining lower prices.

Yours very truly,

F. E. MYERS & BRO.,

Ashland, Ohio. F. E. Myers.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## NO POSSIBILITY OF LOWER PRICES IN TOOLS

Editor HARDWARE WORLD:

Our line, as you know, is tools, and we have been following the general trend of business very closely for the past few months, and as far as we can see there is no possibility of any lower prices in the tool industry for fall or spring business.

Owing to the situation of the money market at the present time, there is naturally a spirit of caution prevailing among the trade, but the fact remains that there are no stocks of tools in the country and we do not believe there is any likelihood of any surplus stocks developing in the immediate future.

It is also our opinion that jobbers and dealers cannot expect very much better delivery than in the past and in order to be assured a stock of goods for fall and spring it will be necessary to anticipate requirements. Right at the present time the coal situation is of course one of the absorbing topics of discussion and it would not be at all surprising if there was a more general closing down of industries this winter than prevailed last winter, unless there is a marked improvement in the coal situation within the next few months.

The above of course is simply our opinion, but we are frank to admit that we are inclined to be optimistic in regard to conditions affecting the hardware trade and we do not believe that the time is in sight when price should be a determining factor in placing business.

The hardware trade should remember that due to the labor situation there has not been as great a production since the armistice as there was five or six years ago and consequently there has been no possibility of accumulating any surplus stocks.

VAUGHAN & BUSHNELL MFG. CO.,
Chicago. Irving S. Kemp, Sales Mgr.

## BUYERS CAN HELP MANUFACTURERS BY ANTICIPATING REQUIREMENTS

Editor HARDWARE WORLD:

While we feel that one man's guess is just about as good as another's, and while no one really knows what the situation is going to be, nevertheless, the increased cost of raw material items and the increased cost of transportation facilities will of necessity force the manufacturers to advance their prices accordingly, as these increases become effective.

The buyers can materially help the manufacturers by anticipating their requirements as far in advance as possible, because it will enable the producers to render better service to the buyers and supply them with sufficient material to take care of their requirements.

We can see no indication of a reduction in prices, but it looks very much as though prices will still go higher and the writer really believes that higher prices will prevail during the next six months than at any time during these abnormal price periods. Prices are high, but we believe they are going higher, as we experience advances in prices whenever raw material items are being replaced.

This is only our opinion of the matter based upon conferences with other producers in other lines. Publication of these viewpoints will be of interest to us and we will be very glad to have the copy of your publication carrying this information.

Sincerely, yours very truly,
THE YOST GEARLESS MOTOR COMPANY,
Springfield, Ohio. By B. F. Downey, Sec.-Treas.

## BUSINESS AS USUAL, BUT NO LOWER PRICES

Editor HARDWARE WORLD:

As to the policy which governs the wholesale and retail trade in making their purchases and placing their specifications for the coming season, would like to say that there is every indication in our business that prices of our product will have to be maintained at present high levels for many months to come and there are strong possibilities that some further advances will have to be made to insure us a reasonable profit.

We do not consider that the trend of the market is downward, for on lines kindred to our own we have not heard of any reductions in prices and if so we would not consider it important as there is really no basis for reducing prices, excepting in some few instances where manufacturers may have made their prices higher than they were warranted and in such instances they may have decided to reduce them.

It is extremely difficult to secure our materials. We are paying higher prices for steel than we did three months ago. Our labor is being maintained on the same level as for the last several months and in many instances we have been obliged to make advances. The cost of living continues as high as ever in this section, with very little chance of any relief for a long time to come.

We would advise both jobber and dealer to anticipate his requirements as far ahead as possible, ordering reasonably liberal quantities and making allowances for any delays in transportation, etc., and if everybody will go along about their business and not spend so much time endeavoring to start a panic and quit talking business depression, we will all be better off and go on with our business as usual.

Yours very truly,
THE BRIDGEPORT HARDWARE MFG. CO.,
Bridgeport, Conn. Harry B. Curtis, Treas.

## WISDOM TO PLACE ORDERS NOW

A recent survey of trade conditions made through our branch sales office, extending from the Atlantic to the Pacific, plainly indicates that prospects for good business are rapidly improving rather than otherwise.

We find great trouble in securing material enough to keep our production up to the level which is necessary to execute even 75 per cent of the orders which are coming to us at this time. Beyond doubt buyers of hardware who anticipate their requirements by placing orders now for all of their actual wants up to January 1st will be exercising the wisdom of superior judgment. The difficulties which are now confronting us, we believe, will continue for three or more years and that our great problem will be to satisfy demands of the trade. In short, we predict that it will be worse in the near future than during the war period, and our conclusions are drawn from every indication which is now looming up on the business horizon.

The prospects in the south especially have greatly improved of late. Some weeks ago we received a few cancellations, but 90 per cent of the orders have since been reinstated and additions to the original have been made. Unless all signs fail, there is going to be a greater demand in the south for goods this fall than ever before, and we are optimistic enough to believe that the same conditions will extend throughout Uncle Sam's entire domain.

Sincerely yours,
NORTH & JUDD MFG. CO.,
New Britain, Conn. H. C. Noble, Pres.

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# CAN'T MAKE A PROFIT UNLESS YOU HAVE GOODS

## NO TIME TO SPECULATE, BUT KEEP STOCK NORMAL

Editor HARDWARE WORLD:

We do not care to give any advice, as such, but have no hesitation in giving our opinion based upon a careful study of conditions which we think are liable to influence builders' hardware.

This is obviously no time for speculative buying, but as far as the hardware items with which we are familiar are concerned, fundamental conditions are such that dealers can, we believe, confidently buy normal stock requirements. The tendency in hardware is still upward, and, as we see it, it will be so for some time to come. Very truly yours,

THE STANLEY WORKS,
New Britain. P. F. King, Asst. Sec.

## HARDLY KNOW WHICH WAY CAT WILL JUMP

Editor HARDWARE WORLD:

To be frank the writer is in the position, I feel, of most business men, that is: We hardly know which way the cat is going to jump. It would seem as though most people were buying from hand to mouth, which of course is a bad state of affairs, but I presume they are figuring that it is playing the game safe, but we all know it does curtail business.

While some lines of industry seem to be very much depressed, the steel metal lines are in better shape, and we cannot help feeling that if transportation facilities were in better condition, the fall business should be almost a boom. Yours truly,

DIAMOND SAW & STAMPING WORKS,
Buffalo. John T. Ronan, Vice Pres.

## STOVE MANUFACTURER ANALYZES SITUATION

Editor HARDWARE WORLD:

We do not wish to be quoted in the matter for very good reasons that we cannot explain without going to considerable length.

Our advice to the trade would be to try to keep on hand a fairly good stock of merchandise. We do not mean by this that they should plunge and overload, as has been the practice during the past year or more in anticipation of advancing prices, but we believe that every merchant should protect himself by having a fairly good assortment of stock on hand.

We advise this, not because of expectation of heavy price advances, but because of difficulties that manufacturers continue to have in securing raw materials. In our own case, as in the case of hundreds of other manufacturers, we are still unable to keep our production equal to the demands made upon us by our customers. Not because of lack of capacity in our factories, but because of inability to secure materials.

We believe that prices have not yet reached the peak. It is true that in some lines, particularly textiles, there is apparently a tendency to lower prices, but conditions in that line are very different from those in the metals line, and for the latter can see no chance for any reduction so long as the mills and furnaces are experiencing their present difficulties in supplying the demand.

Those merchants who allow their stocks to become depleted in the hope that before they are forced to renew them prices will come down will be disappointed not only in the matter of prices, but particularly in the matter of deliveries, for we feel they will not be able to restock their line without losing a portion of business they could obtain if they had a stock in their warehouse. Yours very truly,

## SCISSORS AND SHEARS PRICES WILL NOT DROP

Editor HARDWARE WORLD:

As far as scissors and shears are concerned, there is absolutely no prospect of any reduction in price, as four-fifths of the cost of manufacture is labor and there is no indication that cost of labor is to decrease immediately, nor within the next several months.

We are quite confident that wise buyers are anticipating their requirements at least three to four months ahead on the purchase of scissors and shears, realizing the large number of unfilled orders on hand at the factories, together with the fact that there being no prospects of lower prices they will be protected by having stock on hand. Yours very truly,

THE ATLAS SHEAR CO.,
Bridgeport, Conn. F. H. Duncombe.

## PRICES WON'T DROP WHEN MATERIAL IS SCARCE

Editor HARDWARE WORLD:

As far as we can judge, there is no opportunity to reduce prices on articles made from wire and steel, as there is still great difficulty in securing these materials and prices do not generally drop on materials that are scarce or hard to get.

In our own case, orders are coming in in good volume and we believe there will be a steady demand for manufactured metal goods for some time to come at about prices ruling today. We do not look for any great advances in materials, notwithstanding the difficulty in securing same. Yours very truly,

ATLAS MANUFACTURING CO.,
New Haven. A. M. Brown, Treas.

## CAN'T MAKE A PROFIT UNLESS YOU HAVE GOODS

Editor HARDWARE WORLD:

It seems to us that wholesale and retail hardware men should place orders for their normal requirements for the coming season, much as they did before conditions became unsettled.

After all, you can't make a profit unless you have the merchandise to sell.

An unreasonably conservative policy on the part of buyers now will defeat their own end by leading to a greater shortage of merchandise and still higher prices.

Hardware manufacturers can hardly be expected to arrange for supplies of material unless they have orders on the books or in sight that justify them in doing so. Nor can they be expected to take all the chances as to prices.

Most manufacturers guarantee prices against their own decline to date of shipment, which should be ample protection for wholesale and retail dealers. Even where goods are bought at prices ruling at date of shipment, competition will make it certain that the price finally announced will be reasonable, costs of material and labor considered. For a manufacturer with a large plant investment and a force of men depending upon him for their living, will, even in times like these, make prices that will keep the wheels turning.

Here in the central west, we are in the midst of a wonderful small grain harvest. The prospect for a bumper corn crop was never better. Even though these crops will not find their way to market as quickly as they used to do, this new wealth will undoubtedly stimulate all lines of business.

Yours very truly,

F. D. KEES MFG. CO.,
Beatrice, Neb. J. A. Kees, Treas.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## CONTRACTING FOR YEAR'S SUPPLY AT ADVANCE PRICES

Editor HARDWARE WORLD:

We can only advise that we are preparing for a normal year's business in 1921, and making contracts, as far as possible, for a year's supply of such items, as bolts, screws, steel, malleable and gray iron castings, as we use in the manufacture of our product.

We are not able to cover our supposed wants, even at present prices, which in many instances are higher than they were three months ago when we began to figure out what it was going to cost us to make mowers for the year 1921.

Many of our orders are entered for shipment at market prices. We feel that, while there may be a recession within the next months in many of the textile lines, clothing, boots, shoes, carpets, rugs and other fabrics, due to the enormous advances which all these lines acquired during and after the war, that the same conditions do not prevail in the "Hardware World."

Advances on most lines of hardware have been less spectacular than in the other lines, and for this lack of high altitude, the lawn mower line has been conspicuous. Very truly yours,

PENNSYLVANIA LAWN MOWER WORKS,

Philadelphia. J. S. Bonbright, 2d Vice Pres.

## CORDAGE MANUFACTURER'S CONSERVATIVE STATEMENT

Editor HARDWARE WORLD:

We can see a more conservative plan of buying by the jobbers, which we believe is also reflected in their trade with the retailers. We ourselves do not sell the retail trade, so that we cannot give direct information regarding them.

It would appear generally speaking, as though prices had reached their crest, although there are some commodities that are still advancing, and with the advance in freight rates, which will be effective shortly, it will be necessary to make other advances to absorb this freight advance, unless the commodity itself, declines in the meantime.

We ourselves are not opposed to the conservative plan of buying, believing it to be the safest method, particularly at this time. On the other hand, we do not favor any wholesale cancellation of orders, nor any such high-handed methods. We believe that orders once placed, should stick, and we ourselves have not suffered from such cancellations.

Such lines as clothing, woolen and cotton goods, and shoes, seem to be more affected at this time than any other line, probably because these lines have been more inflated in value than most other commodities, and a downward trend in the market, always suggests conservative buying.

We are not pessimistic about the outlook. We believe the country is sound financially and otherwise, and we would not attempt to rock the boat nor get excited if the demand for our goods fell off to such an extent that we began to fill up our warehouse, as we would have perfect faith that eventually this demand would come back, because in our line at least, namely, rope and twine, there is no surplus of material in the manufacturers hands, the jobbers hands, the retailers or the large consumers.

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A. A. Monnett of the Monnett-Hamilton Hardware Company at Dayton, Washington, has been elected a director of the Inland Automatic Thresher and Machinery Company, Ltd., at Post Falls, Idaho. The company has three manufacturing plants at Post Falls and is in a prosperous condition.

## RUBBER MANUFACTURER GIVES COMPREHENSIVE SUMMARY

Editor HARDWARE WORLD:

Our advice to the trade handling mechanical rubber products is to purchase and place specifications well in advance, for the following reasons:

First—Give the manufacturer time to purchase and get his raw materials. Mills producing such are overcrowded and slow in operating. Transportation lines are also congested, and it consequently takes a long time to receive these materials even after they are started from the source of supply.

Second—Mechanical rubber goods in themselves constitute a staple product, turning the wheels of industry and supplying essential commercial needs.

Third—Cotton fabrics, of which they are very largely composed, are also made of nature's most staple product, and the present cotton crop promises to be comparatively short and of none too good quality at that. Furthermore, the supply left over from last season is like all rag-and-tag ends, poor, and will show substantial shrinkage.

Fourth—Every cotton mill in the country has been and is still overcrowded with work. Fabrics for luxurious and extravagant living can well be dispensed with. The staple lines which contribute to industrial and commercial life will continue in demand. The calls from the Orient are increasing, and the European rehabilitation needs are beginning to crowd in upon us, so that all mills fabricating cotton will have their schedules and budgets filled up as soon as the cotton crop figures are obtainable.

Fifth—With such prospects ahead of us, there is very little likelihood of any recession in prices of mechanical rubber products, any hesitation on the part of the buyer to purchase and specify for the goods he expects to use in his business is not only calculated to prove a boomerang, but to use a war expression, such merchant is a "slacker"; he is just one of those who is contributing to the congestion of industry and transportation. If instead of personal fear he will have faith and confidence not only in his own ability but in the whole industrial life of this country and act accordingly. there will be cooperation and not congestion, there will be efficiency and not waste, and there will be satisfaction and not dissatisfaction.

Consequently, in our opinion the trend of the market in mechancial rubber products is upward rather than downward, and the merchant who adopts the policy of "patient waiting" is the one who is halting the wheels of industrial progress; is by his inaction allowing sand rather than oil to sift into the gear boxes, and is the one whose patience is destined to turn to impatience when the time of need comes. The remedy is not denunciatory of transportation companies or manufacturers, but is prophylactic and lies very largely in his own hands. Very truly yours,

BOSTON WOVEN HOSE & RUBBER CO.

Boston. E. E. Fey, Asst. Gen. Mgr.

## KNOWS IT IS TRUE, BUT AFRAID TO SAY IT

Editor HARDWARE WORLD:

Our conception of trade conditions pertaining to our line is as follows, which quotation we would, however, not wish to make over our signature:

"Waiting for lower prices in metal products will slow up production."

If stocks are as low in every line as ours this will cause an increasing firmness in price.

CUTLERY MANUFACTURER.

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# MOST MANUFACTURERS PROTECT AGAINST PRICE DECLINE

## KEEP STOCKS OF FIREARMS COMPLETE

Editor HARDWARE WORLD:

It is our judgment that a program of conservatism should be followed by wholesale and retail dealers. The conditions existing justify keeping stocks complete and encouraging every effort to turn them as frequently as possible, rather than pile up accumulations.

Yours very truly,
COLT'S PATENT FIREARMS CO.,
Hartford, Conn. S. M. Stone, Vice Pres.

## DIFFICULTY IN GETTING AXES AND TOOLS

Editor HARDWARE WORLD:

We can only give you the facts in connection with our own line, which is the manufacture of axes, logging tools and drop forgings. We find that we are obliged to pay over three times as much for steel of all grades as we were obliged to pay for the same material prior to the war, and we find it difficult to obtain steel even at this high price.

Skilled labor we find very hard to obtain and on account of the short working hours it is impossible to turn out a fair day's output, and it has been necessary to advance wages several times.

From present indications we cannot see that these items are liable to cost less during the present year, and the natural conclusion is that the trade is entirely safe in purchasing axes and logging tools at present prices, and what in our opinion they should be most concerned about is the possibility of their being able to obtain these tools from the manufacturers.

We have been refusing anything but small sorting up orders for axes for the past several weeks, as our present unfilled orders will tax the capacity of our axe department well into next year, and as costs in our line are steadily mounting, we would not be surprised if it would be necessary to advance prices.

Very truly yours,
WARREN AXE & TOOL CO.,
Warren, Pa. H. P. Stone, Gen. Mgr.

## NO DROP IN PRICES EXPECTED

Editor HARDWARE WORLD:

Conditions in the steel manufacturing circles have not changed. Transportation is exceedingly bad and wages have not come down. As we view the situation we cannot see how prices will drop this year, as there is still a stiff demand for all classes of hardware.

We cannot see how it is going to be possible to reduce costs until the cost of living is reduced and production catches up with demands. We do not look for lower prices until spring of 1921 at the earliest, and it can only be at a gradual decline over period of years.

We believe dealers should place their orders and specifications immediately for their winter requirements, as no one can foretell today what transportations are going to be during the cold weather months.

Our policy is to give our customers every advantage of price which we are able to make, based upon fundamental conditions over which we have no control and will welcome a more suitable price basis worked out on improving manufacturing conditions covering raw materials and labor particularly.

Very truly yours,
THE BASSICK COMPANY,
Bridgeport, Conn. A. E. Belisle.

## TACK PRICES TEND UPWARD

Editor HARDWARE WORLD:

While the newspapers have much to say about the trend to lower prices and while this seems to be warranted at the moment by the condition of the textile and shoe and leather trades in particular, so far as we are able to judge it does not apply to the metal trades, especially where steel is the most important factor.

The last advance in our prices occurred in March, since which time we have been absorbing the increased cost of labor (two advances in wages having occurred meanwhile), the increased cost resulting from shortage of material due in turn to the shortage of cars; the premiums which we are obliged to pay for steel in order to keep our plant running to somewhere near its capacity, notwithstanding the fact that steel contracted for in October last is yet due us, and the definite advances which have been made in certain lines.

We have recently contracted for rivet rods to meet our partial requirements for the last half of the year, at an advance of 33 1-3 per cent, with no positive assurance that we will get the material as needed.

Taking these facts into consideration and the prospective freight increases, we can see no other outcome than higher prices for the goods which we manufacture.

We have offered our competitors all or any part of an order for 2000 tons of tacks, at their current prices if made to equal our product, solely for the purpose of giving better service to our customers, and have been able to secure from them but two carloads in the last two months.

So far as we are advised, all of our competitors are in much the same position as ourselves, being oversold, although our orders are taken subject to our prices ruling at the time of shipment.

Our class of product is very scarce in the hands of both jobbers and retailers and we would say therefore that the trend of prices is upward rather than otherwise and will be so for the remainder of the year.

Very truly yours,
ATLAS TACK CORPORATION,
Fairhaven, Mass. Wm. F. Donovan, Pres.

## REPUTABLE MANUFACTURERS PROTECT AGAINST ANY PRICE DECLINE

Editor HARDWARE WORLD:

After careful consideration, it is our honest opinion that if prices do increase during the next few months, it will be due to a very marked shortage of steel, much more so than at present.

We do not honestly believe there will be much increase in wages, as that situation is becoming adjusted, due to the fact that labor is easier to obtain now than previously. We do not, on the other hand, believe there will be much decrease in price unless business becomes such that manufacturers begin to cut each others throats in order to obtain orders.

We do not believe that any hardware man would make a mistake in placing his order with a reputable manufacturer who would guarantee to allow him the benefit of any decline which might result, and that will take his order for from one to three months in advance, as we believe that specifications should be placed at least four months, and if possible six months, in advance, as we find ourselves averaging from four to six months behind on orders—some less than that, and some even further behind.

Yours very truly,
BURGESS-NORTON MFG. CO.,
Geneva. C. M. Burgess, Sales Mgr.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## ACTUAL SHORTAGE IN BRUSHES

Editor HARDWARE WORLD:

In regard to the buying policy of wholesale and retail dealers, insofar as paint and varnish brushes are concerned (as these are the kinds of brushes we manufacture), understanding the brush situation as we do, we would say that a man who buys now for delivery as soon as possible, the brushes which he expects to sell next spring, is the wise buyer. We do not look for any advance in price on our brushes in the near future, but as you probably realize there is an actual shortage of brushes now existing in the country, and the question with our customers is not one of price, but whether or not they will have the brushes.

We have not taken on a new customer for over a year. We have increased our production capacity over 300 per cent over what it was a year ago, and are still unable to supply the demands of our old customers. There simply is not enough paint and varnish brushes in existence to supply the demand for them. And with all factories working to capacity there does not seem to be much of an impression on this demand.

The principal difficulty which we now have is in obtaining all raw materials which are used in the manufacture of brushes, with the possible exception of bristle which comes largely from China. The other materials which are made in this country, are very hard to get in sufficient quantities to keep our own organization going. We do not know why this is true, unless it is because we have built up our production capacity faster than the people who supply us with raw materials.

We have gone into this matter rather in detail, and, of course, are writing only about our own experience.

We would not care to have you publish what we have told you word for word, but do not object to your using any of this information as a basis for anything which you may wish to publish. Or if you prefer to have an article written as to the conditions existing in the brush industry, to be published in your fall buying issue, and will so advise us, we will be glad to write such an article to be published over our name.

Very truly yours,

THE WOOSTER BRUSH CO.,

Wooster, Ohio. C. P. Foss.

## NO DECLINE IN PRICES LIKELY

Editor HARDWARE WORLD:

We have been out soliciting future orders since July 1st, and find the trade very willing to buy and at advance prices. The trade certainly is justified in this because we are finding it very difficult to get material even from firms where we have been buying regularly for the past six or seven years.

At present we are placing a contract for malleable castings with a firm we have been dealing with for six years and the best delivery we can get is four to five months. This means, of course, that unless garden plows are bought now there will not be any to be had next spring.

Unless something unforeseen happens there certainly will not be a decline in prices when the above condition exists in the raw material market, e. g., running at about one-half capacity or less and from four to five months behind with orders.

While raw material prices fell considerably just after the armistice, they are now fully 50 to 75 per cent higher than they were during the war.

Very truly yours,

ALEXANDER MFG. CO., Inc.,

Ames, Iowa. By C. O. Alexander, Supt.

## MORE A QUESTION OF MERCHANDISE THAN PRICES

Editor HARDWARE WORLD:

To my mind the important thing for the merchant to do, whether he be retailer or jobber, is to get the business and be in position to deliver the goods. It's more a question of merchandise than of prices. Sitting on the fence watching for prices to go down won't get a real merchant anywhere.

Without doubt we have reached and passed the "peak" of commodity prices taken as a whole, but the bottom isn't going to fall out of the markets by any means. In general agricultural and industrial conditions are favorable and there is bound to be a good demand for merchandise of an essential nature. Opportunities for sales should be good and the way to cash in on them is to have the merchandise rather than a stock of opinions and theories about prices.

The time has passed when a merchant could "buy his head off" and increase his profits through doing it. However, this doesn't mean that a waiting and watching attitude is advisable. Merchandising isn't speculation; it's a matter of selling and delivering goods at a profit on the service.

Prices on most of the items that a Hardware merchant handles are not likely to fall off to a great extent. The prices of all metals are much steadier than other raw materials, textiles, foodstuffs, etc. It should be a safe course to have a sufficient stock on hand to meet all likely demands and to place orders ahead to an extent that will offset slow shipments and congested transportation such as have been the rule for such a long period and likely to continue. If a merchant keeps his stock well assorted and reasonably full as to quantity, he will be "playing safe," regardless of prices. Then he will be in position to supply the regular demand which gives every promise of being healthy and active.

In hardware and allied lines there appears to be no such accumulation of raw materials and finished products as was recently the cause of price slashing in textiles, wearing apparel, shoes and some distinctly luxury lines.

It is well to remember that ordinary recessions in the market prices on some basic commodities cannot cause a great cut in the price of finished merchandise where the cost of labor and general operating expenses make up an important part of the selling price. Wages, operating costs, "overhead," interest, packing and shipping charges, transportation all cut an important figure in the price of a finished piece of merchandise, such as a hammer or a can of paint. These are not likely to recede for a long time, even though the markets on basic raw materials may show weakness from time to time.

Business should be good this fall and winter, and the thing is to "go to it" with judgment, confidence and energy. The experience of the past six years should enable a merchant to meet and to master any condition that is likely to arise during the next six months and to "come through" in good shape. The worst never happens and it certainly isn't going to this fall.

Yours very truly,

MONTAUK PAINT MFG. CO.,

Brooklyn. Frank E. Cornell, Sec.-Treas.

## PLACE ORDERS AT ONCE

Editor HARDWARE WORLD:

Our recommendation is that dealers place orders for their requirements, in the furnace line at least, at once.

Yours very truly,

L. J. MUELLER FURNACE CO.,

Milwaukee. W. I. Maxwell, Mgr. Sales.

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# NO TIME TO SPECULATE, BUT ANTICIPATE REQUIREMENTS

## BUSINESS AS USUAL

Editor HARDWARE WORLD:

First of all, we must state that it is nearly impossible to induce anyone to go on record in giving advice on the markets for the coming year. However, as usual, we have carefully studied the markets and in our own way have definitely decided just what to expect in change of prices on raw materials.

We use two distinct products, namely: Cotton duck and galvanized steel sheets and wire.

From all reports we have been able to obtain and study, the cotton crop is slightly below the average. During the past month this commodity has been rather unsteady, but nearly all those who are dealing in cotton believe that the bottom has been reached and it will remain stationary or possibly show small gains.

Many shrewd business men are divided in their opinion on the prices of steel, some say that we may expect a decline as early as this fall, others cannot see any relief for at least another year. The Steel Corporation has unfilled orders totaling 11,000,000 tons of steel and as their estimated production is 1,300,000 tons per month it will keep them busy until next March or April. This, with the demand for steel, will no doubt make present prices firm for some time to come.

In advising the trade when to purchase our products, we must mention that we manufacture the "Easy Emptying" Grass Catchers and Detachable Hose Reels. The materials must be purchased at once to safeguard the supply of these articles for the coming year. The fact must be taken into consideration that only light gauge galvanized steel sheets are used in their manufacture, and as the mills are endeavoring to roll only the heavier gauges, we must protect ourselves earlier in the year. The price of raw materials may drop slightly, but as our articles must be delivered during the coming winter and our sales practically use our maximum production, we cannot delay in manufacturing these articles. We believe therefore that prices we just issued will remain stationary, or may slightly increase.

The writer has had the opportunity of talking with a few of the largest buyers of hardware in the West and they stated that they were placing orders for their spring goods, as they could see no decline soon enough to affect their prices and they wanted to make certain of their supply. A true saying is: "You cannot sell when your warehouse is empty."

However, all merchants should use caution in purchasing their supply of spring goods and not overbuy. Business as usual will be good in the Northwest and the volume should hold up well in comparison with last year.

Yours very truly,

THE SPECIALTY MFG. CO.,

St. Paul. E. J. Hager.

## DON'T SPECULATE, BUT PLACE ORDERS NOW

Editor HARDWARE WORLD:

We see no possibility for any material decline in prices during the balance of this year. We anticipate a very heavy demand for merchandise in the last three or four months and a greater scarcity than has heretofore appeared.

We therefore think it behooves the trade to anticipate their wants for the balance of this year at least, and get their orders placed at the earliest possible moment.

We would not advise speculative buying.

Yours truly,

TUCKER DUCK & RUBBER CO.,

Ft. Smith, Ark. H. T. Tucker, Pres.

## GREATER DEMAND THAN SUPPLY

Editor HARDWARE WORLD:

Our advice would be that under present conditions they should place their orders at present prices providing they are guaranteed against any decline prior to date of shipment.

The car shortage and the general railway situation are such that it is almost impossible for the manufacturers to either secure the material or make shipment after the goods are produced, and there being practically no stocks in the hands of the distributors, we find fundamental conditions, other than the railroad situation, healthy. There is going to be a greater demand for goods than the manufacturers are able to produce.

We predict easier labor conditions.

The business of this country today seems to be limited only to the ability of the railroads to handle the product.

Yours very truly,

UNITED STATES CHAIN & FORGING CO.

C. M. Power,

Pittsburgh, Pa. Vice Pres. and Sales Manager.

## CUTLERY WILL BE HIGHER AND SCARCER

Editor HARDWARE WORLD:

We are fully convinced that the cost of cutlery will necessarily be higher than at the present time, and that prices, generally, must positively tend upward.

There is no relief in sight. The manufacturers have sufficient capacity, so far as concerns buildings and equipment, to take good care of all demands being made upon them, but they are not running at more than two thirds capacity. There is a very great shortage of labor and labor is not up to its former efficiency. Cutlery steel has advanced within the past thirty days, and other materials have recently advanced. We believe that there is absolutely no relief from high and higher prices until labor is more efficient and production is increased so as to be equal to the demand.

We would, therefore, recommend that both the wholesale and retail trade keep their stocks as full as possible. At present their stocks are greatly reduced and we can see no possibility of their being able to bring them up to normal for some time to come.

Yours truly,

ONTARIO KNIFE CO.,

Franklinville, N. Y. J. L. Burritt.

## MANUFACTURERS CANNOT AFFORD LOWER PRICES

Editor HARDWARE WORLD:

While the present slowingdown in buying has been quite noticeable, yet it has been our opinion that this was due largely to the usual dull season of the summer months and the more cautious policy of a portion of the buyers because of the political situation.

We do not believe that the manufacturers of steel and iron goods can well afford to offer their ware at any lower prices for some time to come, and while we would not suggest the purchasing of material for any great period in advance of the present requirements, yet we feel that the buying should be kept up, ordering in stock quantities rather than to expect the manufacturer to retain the stock and ship material direct to the consumer at the request of the jobber, which is very often the case during a period of unsettled conditions.

Yours very truly,

BARTLETT MANUFACTURING CO.,

Detroit. H. S. Bartlett.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## LINES THAT INCREASED RAPIDLY WILL ALSO DECREASE IN SAME RATIO

Editor HARDWARE WORLD:

In general, we should say that it would be good policy for the hardware trade to keep in mind at all times when buying the probability that prices will gradually decline during the next two or three years. It strikes us as advisable, also, for the hardware trade to familiarize themselves with the percentage of increase in various lines, as it is most probable that lines that have shown the greatest percentage of increase will likewise show the greatest percentage of reduction.

In our own particular line of electric incandescent lamps, the increase in the present list prices over 1915 amounts to approximately 33 per cent. As a result, we do not anticipate any decline in the list prices on lamps for at least a year.

We certainly would advise against the trade delaying placing orders now, in the hope of obtaining lower prices; for, in general, there is an under-production of goods at the present time, and if manufacturers do not receive orders, they will, naturally, close up their plants rather than take business at a loss. This in turn will in the end result in substantially higher prices, because of the increased shortage of goods.

Also, any buying policy at the present ought to give due consideration to the probability of serious transportation congestion during the coming fall and winter.

Very truly yours,

HYGRADE LAMP CO.,

Salem, Mass. E. J. Poor, Sales Mgr.

## BUY AS IN NORMAL TIMES

Editor HARDWARE WORLD:

The idea of this company is that it would be well to buy well in advance of actual needs, but not to stock up a half year's supply or more. In other words, buy as you would in normal times, only buy some two or three months before you actually need the stock.

In most lines there will undoubtedly be a shortage before the end of the year. As far as our product is concerned, we are still far behind in our orders and see no immediate chance of catching up, although we have increased our factory space and are making every effort toward increased production.

The labor situation, coupled with the car shortage, is the reason why we advise buying some months in advance of actual needs.

Yours very truly,

THREE IN ONE OIL CO.,

New York. J. N. H. Slee, Jr.

## EXPECT ADVANCES IN HICKORY HANDLES

Editor HARDWARE WORLD:

Speaking of hickory handle purchases it would be most advisable to send in small orders for quick shipment, thus getting fresh stock, factories being short of stock they would be more liable to get the small orders filled than larger ones.

As to price for the future, that is beyond our knowledge, as it would be largely governed by the actions of agricultural and automobile purchases of hickory dimension stock, should they reduce their purchasing then the handle factories would buy raw material cheaper, should they continue to take all hickory available then the price of hickory handles would no doubt have to be advanced.

Very truly yours,

Hope Ark. IVORY HANDLE CO.

## PROTECTING BUYERS AGAINST ANY DECLINE

Editor HARDWARE WORLD:

There will unquestionably be in certain districts a letup on a demand for household labor saving appliances. This will be particularly true in localities depending on industries who are laying off a large quota of their men, as the reduced purchasing will speedily reflect itself not only on the immediate men affected but also on the dealers in that community. In lines which have shown an abnormal increase in prices, there will be a corresponding reaction.

On our line this, however, will not be the case, as the price for 1913 shows but a 30 per cent advance, whereas the material and labor shows two and three hundred per cent, and we are assuring our dealers that they are protected in buying Simplex Ironers against any decline in the price of this product as we know that this will not be possible.

On the other hand, should production be curtailed, which we do not look for, it would unquestionably mean an increase in price, as the only reason we have not advanced in proportion to labor and material has been in the economies in production in a greater volume, but we are requesting all our dealers to watch their collections closely as also their credits.

Very truly yours,

AMERICAN IRONING MACHINE COMPANY,

Chicago. H. G. Grosse, President

## NO REDUCTION POSSIBLE IN FIREARMS

Editor HARDWARE WORLD:

As to what we believe to be the trend of prices, for the coming six months, would say that we see no present indication of any sort where conditions would make it possible to lower our prices during the balance of the year, and further we do not believe that in such a product as our own where labor forms such a vital element of the cost that there is any possibility of reductions during the next six months.

Furthermore, with the increases which are contemplated in the transportation field, and the increases recently allowed on coal, it does not seem reasonable to expect any reduction of present prices.

This is given to you personally in reply to a request for our opinion on the subject, and we do not wish to be quoted personally.

Our advice to wholesalers and retailers taking into consideration transportation delays and furthermore the current advances on material, which they need for the seasonable requirements of their customers, that they place their orders as far in advance as possible in order to avoid unlooked for delays at a time when they they most need our product.

## PRICES WILL BE HIGHER THIS FALL

Editor HARDWARE WORLD:

We cannot give any policy on other merchandise with the exception of our own, but we can assure you that the prices on our machines, in fact all washing machines, will necessarily be higher this fall than they are at the present time, as the prices of wringers motors, etc., are continually going up, and naturally the price of machines must go up at the same time.

We believe that it would be very wise indeed for all merchants to buy washing machines at the present time, not only to protect themselves on prices, but also to assure delivery.

Very truly yours,

VOSS BROS. MFG. CO.

Davenport, Iowa. E. F. Voss, Sales Mgr.

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# MERCHANDISE THAT ADVANCED QUICKEST WILL FALL FIRST

## BUY NOW IF YOU HAVE NOT ALREADY

Editor HARDWARE WORLD:

Our opinion is that the retailer and jobber should have their fall stock ordered long before now if they are going to get any material on their orders, especially those products made largely of steel.

No one knows what the outcome of the steel and coal situation will be, but at its best, we feel that about one-half of the rders will be delivered. The trend of the market in the north and south is to go slow. In the west we find it to be increasing and we believe the west will be the wise buyer this season.

If we were to talk to the individual buyer, we could not impress upon him too strongly the importance of having his specifications placed. Some months ago we heard the same story about prices coming down. Instead, hot rolled steel went up 100 per cent and cold rolled went up 50 per cent base. The situation is identical now to what it was some time ago.

Our advice would be to buy now if the dealer has not already done so. Most of our factories are still oversold for many months.

Yours very truly.

FAULTLESS CASTER COMPANY,

Evansville, Ind. C. B. Noelting.

## BUY NOW IF YOU EXPECT GOODS

Editor HARDWARE WORLD:

As far as we can see, there will be no drop in prices, and we would advise dealers to buy now if they expect to get delivery. The coal situation and the railroad situation will make it harder than ever this fall and winter to secure merchandise.

Yours truly,

THE BRAINERD MFG. CO.,

East Rochester, N. Y. H. L. Brainerd.

## EXPECT A SCRAMBLE FOR BUSINESS BEFORE LONG

Editor HARDWARE WORLD:

Keep all purchases down to hand-and-mouth basis. Foreign trade slowing up fearfully fast. Money very tight. Credit is being restricted upon orders of the Federal reserve board all over the country.

Our manufacturing facilities have been increased a hundred fold during the last four years. The railroad tangle in traffic is fearfully bad and growing worse. Strikes, etc., are all working to make conditions slow and my experience during the last 27 years has been:

Take such conditions as above with our tremendous increase of manufacturing facilities and you have a contribution that is going to cause a scramble for business in a few months.

I have found this month, quite a new interest being shown by the different manufacturers about new stock orders. Have had more salesmen in hunting orders this month than three months previously. Prices are too d—— high. No excuse except the game of d—— the other fellow, we must get rich now.

Our salesmen report mill after mill being shut down —"Cannot get material to work with." What good are orders if you cannot fill them? If you are employing 10,000 men and no coal, no material to work, with no prospects of any.

I believe we have got to have a period of adjustment to bring prices, taxes, etc., down to a more reasonable basis before this great, glorious country can run normally again.

HYFIELD MFG. CO.,

New York. O. E. Strong, Pres.

## EXPECT REDUCTION WITHIN SIX MONTHS

Editor HARDWARE WORLD:

It is difficult to analyze the business for the coming year or six months. As we see it, the indications are that prices have reached their peak and will from this time on gradually decrease. For instance, there is an over-stock f wool and the cost of woolen goods should be reduced within the next six months.

We deal with grey iron foundries considerably, and we note that at this time we are able to get castings very promptly, whereas heretofore we have had to wait two or three months. We also note in the steel product business that there seems to be a surplus of stock on the market of certain sizes and grades of goods.

This also would indicate that the steel companies are catching up with their orders and are now having a surplus to supply the regular trade, so that looking at the matter in this light, we feel as though there will be a reduction in prices of all goods within the next six months rather than an advance.

Yours truly,

Dayton, O. AMERICAN BOLT & SCREW CASE CO.

## MANUFACTURERS WILL GUARANTEE AGAINST DECLINE

Editor HARDWARE WORLD:

We would say, from the information we have been able to secure, that the best policy for both the wholesaler and retail trade would be for them to place their orders for the 1921 season at the earliest possible time.

We cannot guarantee our prices for any definite period, and know only what goods cost us at this time. We cannot get any definite information as to future prices, but we should say that if there is any change, it will be an advance rather than a decline.

We are accepting orders now to be shipped at any time this fall or winter, at the prices prevailing, but we believe that the best policy for the trade is to place their orders just as soon as they possibly can for their requirements for 1921. Nearly all manufacturers will guarantee prices against decline, so that when orders are placed now, it insures the present prices or lower, and protects against a later advance.

Yours very truly,

THE JOHN J. HILDEBRANDT CO.,

Logansport, Ind. H. H. Hildebrandt, Vice-Pres.

## NO INDICATION OF LOWER PRICES YET

Editor HARDWARE WORLD:

There seems to be a widespread opinion that there is going to be a break in the market of prices of different raw and finished materials this fall, but we do not believe these opinions have a substantial foundation as we are still contracting six to nine months ahead for our raw materials and supplies. In some cases the prices have advanced rather than declined.

We cannot see anything to justify a drop in the market prices before next spring, if then. Any of the trade that are holding back their orders with the hope of obtaining lower prices will, undoubtedly, be disappointed.

In our opinion, we do not believe prices will be affected until the country begins producing a larger supply than the demand, and from present indications it does not seem as though we were very close to this condition.

Yours truly,

SUPERIOR LABORATORIES,

Grand Rapids, Mich. T. H. Tapley, Gen. Mgr.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## HARD TO STATE FACTS WITHOUT TALKING POLITICS

Editor HARDWARE WORLD:

The last several months have been the most onerous for producers of goods ever experienced. The whole world is calling upon us for manufactures and yet we have not been able to more than half take care of domestic requirements and this through operation of every known device to speed production.

The whole fault rests with labor, thus all this year a continuous embargo against freight shipments from a West Virginia point to New England: express service thus obligatory and at express prices.

At point of origin, production is one-half requirement; at destination less than that. What producer knows what his goods are costing him under these circumstances? And without actual relief in sight, lower prices are out of the question; higher are probable, but one can't state these facts without talking politics, as they are a part of the facts.

Ever since passing of the Overman bill, labor has grown increasingly unproductive, inefficient, and menacing, thus present conditions are very largely due to politics, that is the Democratic party, the party of labor.

Conditions will not right themselves before a change in administration is assured not then unless the new adminisration places our country ahead of everything else.

Current conditions are impossible and cannot continue so. Labor cannot continue to be the boss. Whatever is necessary to make a change will be done and people are now preparing for the worst, that is, a reelection of the labor party; in that event, I predict very serious times. Merchants are intelligent: they can draw their own conclusions.

Yours truly,

UNITED ROYALTIES CORPORATION,

New York. L. Bordwell, President.

## RAZORS AN EVERYDAY NECESSITY, INCREASING IN DEMAND

Editor HARDWARE WORLD:

Deliveries of steel have improved, the labor situation likewise, orders on hand cannot be filled in six months if we refused all new business and received 25 per cent cancellation of the total amount of orders on hand, the consumers' demand for Gem Blades actually increased 39 per cent during the first six months of 1920 and according to sales of Gem Razors a similar increase in demand for Gem Blades will take place during the last six months of this year.

None of our raw materials have declined in price, neither the wages of our labor, instead, some increases have taken place and with the advance in freight rates it is clearly seen that no factor in our business warrants nor permits a reduction in price.

The nature of our merchandise and the conditions surrounding its production must readily conclude that in order to take advantage of the opportunities it is necessary to order far in advance. Our holiday line has been under preparation for five months, we are ready to present it and recommend that the orders be placed for immediate deliveries wihout any specified future date, thus avoiding congestion and assuring the greatest extent timely deliveries, as we will not accept orders for greater amounts than we can deliver by the 10th of December, 1920.

Yours very truly,

THE GEM SAFETY RAZOR CORPORATION,

Chicago, Ill. P. F. Biser, Western Manager.

## GOVERNMENT'S ARBITRARY POLICY SETS A BAD EXAMPLE

Editor HARDWARE WORLD:

We are taking in all the material that we can possibly buy, as our first desire is to operate our plants under normal conditions.

We have thought every year for the past three years that the time had come to make a change downward, but at the end of every season conditions caused us to take an opposite view.

In order to gauge the business situation for the future, one must first take into consideration the labor factor, and at the present time there are some industries that have laid off many employees. We refer particularly to the automobile industry and its allied lines, as well as the silk and woolen industry.

The writer cannot see that there will be any material decline in labor at this time or for the coming season. Railway wages have recently been raised and freight rates advanced. Rents are not declining, and the advance in interest rates does not seem to affect the public. Our Government's arbitrary policy keeps us in reality still at war, and the Government, therefore, has not reduced its expenditures to a non-war basis.

It seems to us that if a merchant desires to do business profitably, he will have to have stocks on hand. It may be very well to advise merchants to reduce stocks, but this is very poor advice to the merchant who has carefully handled his affairs the past few years We all know that if we have not material out of which to make goods, we cannot make deliveries. Neither can the jobbers or dealers sell goods without having purchased them before hand, as otherwise they may not get the goods in time for the season for which they were purchased.

We have advanced labor three times during the year, and weaving wire has recently advanced more than at any other one time since the beginning of the war.

If strikes could be eliminated and labor would produce as they did before the war, then would be the time to buy 75 per cent of one's requirements rather than 100 per cent.

Yours very truly,

AMERICAN WIRE FABRICS COMPANY,

Chicago, Ill. C. K. Anderson, President.

## NO POSSIBILITY OF LOWER PRICES

Editor HARDWARE WORLD:

Insofar as our products are concerned, we do not believe there is any possibility of lower prices for some time. We cannot definitely point out a single item in connection with our manufacturing costs which we will be able to purchase for the next six months at lower prices.

We are far more inclined to believe that there may by a slight increase before the end of the year, especially if the price of tool steel should be increased by the manufacturers. Yours very truly,

MAYHEW STEEL PRODUCTS, Inc.,

New York, N. Y. J. B. Parson, Vice Pres.

## AMMUNITION MANUFACTURER DOES NOT EXPECT LOWER PRICES

Editor HARDWARE WORLD:

Conditions are so unsettled at this time that we would not care to make any statement, but do not see any possibility of prices going any lower.

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# IS IT MORE A QUESTION OF MERCHANDISE THAN PRICE?

## NO REDUCTION IN PRICE FOR SOME TIME

Editor HARDWARE WORLD:

We do not feel that the jobber or dealer is taking any chances whatever in placing orders at present prices on our line for shipment during the coming fall or spring months, as we are quite confident that it will be impossible for us to make any reductions in our prices for some time to come. In fact, it is quite probable that there will be advances before any decreases are made, especially if labor conditions continue as they are today.

Of course at this time we are not in a position to state definitely that there will be any changes in our prices within the next six months, as that will depend entirely on labor conditions.

We are quite confident that the present high level will continue for some years to come and are very doubtful as to their being any general lowering of prices in the near future, if ever.

Yours very truly,

E. C. ATKINS & COMPANY,

Indianapolis. G. W. Dunnington, Asst. V. P.

## LOWER PRICES FOR TOOLS NOT LIKELY

Editor HARDWARE WORLD:

We believe that a slight retarding of customers' orders is at present apparent to many manufacturers in the metal working trades. Notwithstanding this, however, there seems to be little doubt but that more orders are standing on the books of the manufacturers of small tools at least than there have been for considerable time preceding.

There being little probability of diminution of the wage scale and inasmuch as labor contributes so heavily to the cost of tools, these factors, together with the cost of materials, we believe do not indicate probable falling of prices in the near future.

We seriously doubt whether the trade by deferring purchases and the placing of orders for the coming season in hopes of obtaining lower prices, will ensure the desired benefits to the distributor whose ultimate sole commodity is service.

Yours truly,

MILLERS FALLS COMPANY,

Millers Falls, Mass. K. Brewster, Pres.

## CONDITION NOT SAME IN IRON AND STEEL PRODUCTS AS IN TEXTILES, FOOD AND LEATHER

Editor HARDWARE WORLD:

In our opinion as long as there is less supply than there is demand for commodities there will not be much decline in the price of labor to produce them or in the price of the material that enters into such commodities. Prices of labor and the excessive taxes upon manufacturers, state, income and excise, will keep up the manufacturing costs, so that manufactured goods that are in greater demand than the supply will not decline much in price to the distributor.

There will be, and not far hence no doubt, a demand by the consumer for lower prices, and prices to the consumer will begin to crumble and especially where there has been much profiteering will there be some tumbling of prices, but this condition does not at this time apply so much to steel and iron products as to textiles, leather and food products.

Very truly yours,

TRIMONT MFG. COMPANY,

Roxbury, Mass. Charles C. Ely, Treasurer.

## QUESTION OF DELIVERY PARAMOUNT

Editor HARDWARE WORLD:

In our opinion the question of delivery of mechanical tools during the coming fall and winter will be paramount to the question of price. We doubt if the productive capacity of the various plants making this product is anywhere near equal to the demands of the trade in this country and abroad. We are hopelessly behind ourselves and have been for many months; we are just at the moment sending a special notice bearing on the question of deliveries to all our customers—a copy of this notice we are enclosing herewith.

We can see no prospect of lower prices in the tool line. Just so long as we are obliged to continually increase our wage schedules, just so long will it be necessary for us from time to time to revise our prices. These prices have been, are, and will be, based on the computation of the actual cost of the tool involved.

**Actual and Replacement Costs**

It may be interesting to your readers to note carefully the difference between actual cost and replacement cost. Actual cost means a computation showing the dollars and cents expended for producing the article or articles involved; replacement cost means what it would cost to replace the articles involved at the time of computation. A price based on actual cost plus a reasonable profit represents actual value and is the fairest policy that can be pursued, although it does not admit of making firm prices.

We can only reiterate what we have said many times before, that until the markets of the world are supplied with a stock of mechanical tools the demands will be enormous.

Yours very truly,

GOODELL-PRATT COMPANY,

Greenfield, Mass. W. M. Pratt, President.

## PRICES KEPT UP BY LIMITING PRODUCTION

Editor HARDWARE WORLD:

In the writer's opinion we have not yet reached the top market for metalware. It is true that prices on some commodities have taken a drop but it is only temporary and it will only be a short time before the tide moves backward again and prices will go higher than ever.

In regard to food stuffs, we believe this is a very critical time and if there is not something done in a short time to increase production we believe a very serious situation will confront us. Europe is not yet producing sufficient to supply their population and America is not doing much better.

The laborers are contented with present conditions and if the manufacturers and jobbers think that the laboring class of people are not aware of present conditions they are fooling themselves for just as soon as the laboring people find that production is speeding up they take steps to avoid it and in this way will keep prices of goods up.

We are opposed to buying for speculation but believe that the jobber who buys for two or three months in advance of his immediate needs will not only best serve his customers but will profit most in the long run. We are fully convinced that there are no large reserve stocks of steel or heavy hardware in the country.

Trusting the above outline of conditions as we see them will be of some value to you, we are

Very truly yours,

ROCHESTER CAN COMPANY,

Rochester, N. Y. James A. Byers, Sales Manager.

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## WISDOM TO PLACE ORDERS EARLY IF YOU EXPECT GOODS FOR HOLIDAY SEASON

Editor HARDWARE WORLD:

A manufacturer should hesitate in giving out anything for publication that might be wrongly construed.

For example, to state our views with reference to the policy that should govern the trade, both wholesale and retail, in making their purchases and placing their orders for the coming season, if we should express ourselves very optimistically and recommend to the retailers and jobbers that they place their orders and specifications early for such goods as they anticipate needing for their fall and holiday requirements, it might be construed as purely selfish on our part.

Our own feeling is that there is little indication now that the price of merchandise can drop before January 1st. As a matter of fact, there would be every justification for an advance, as the prices of labor and most raw materials have been tending upward. In no case have we heard of a fall in the price of labor, and, while the prices of a few items that enter into manufacture have fallen a little, a great multitude of changes have been in the way of an advance.

We feel that, notwithstanding many disturbing conditions and that we will have a National Campaign this fall, business will be good. With transportation facilities as poor as they are, we believe the trade generally will see the wisdom of placing their orders early for such goods as they will require for the holiday season.

Yours very truly,

BISSELL CARPET SWEEPER CO.,

Grand Rapids, Mich. R. E. Shanahan, Sec.

## ALMOST AFRAID TO HAZARD AN OPINION AS CONDITIONS CHANGE OFTEN

Editor HARDWARE WORLD:

Prices on raw material of every description that enters into our finished product are extremely feverish.

No one knows what September will bring about in the labor market, and we pick up this morning's papers and find that a stupendous amount of money in wage increase has been granted to railroad operatives and a necessary increase in freight rates have been awarded the carriers, all of which will have a disturbing effect on every commodity. What the result of it will be we really do not see who can forecast in the slightest degree.

Very truly yours,

NEW YORK STAMPING CO.,

Brooklyn, N. Y. T. B. Easley.

## PRICES WILL HOLD GOOD FOR AT LEAST SIX MONTHS

Editor HARDWARE WORLD:

It is our candid opinion that prices in effect today will hold good for at least six months to come. At least, that is the policy on which we are working.

The majority of our customers, especially the carload buyers, are placing orders at the present time for fall delivery and do not seem to be of the opinion that they will obtain lower prices by holding off.

Yours very truly,

BUFFALO FORGE CO.,

Buffalo. E. G. Leonard.

## DO NOT EXPECT REDUCTION IN PRICES

Editor HARDWARE WORLD:

We do not anticipate any reduction in prices of our product, because prices today are not as high as they should be on account of the increase in wages and other materials entering into the manufacture of our product.

Yours truly,

THE WM. H. OTTEMILLER CO.,

York, Pa. M. A. Mitzel, Sec.

## DON'T SPECULATE, BUT KEEP UP REQUIREMENTS

Editor HARDWARE WORLD:

We have never been in favor of the dealers stocking up in a speculative way and have for the past year advocated their buying simply for their requirements.

As we see the situation, there is absolutely no chance for a reduction in price for some time to come. Should we be able to buy material tomorrow at a much lower price, it would be six or eight months before goods made from this material would get into the dealers' hands. There is no immediate prospect of wages being any lower, and while there will undoubtedly be a gradual improvement in the individual efficiency of the men, it will probably be some time before this is great enough to make any difference in the cost of the goods.

During the next two or three months we do not look for any big business, but we do look for an enormous business before a very great while. Dealers' stocks as far as we can find are low, owing to the impression that seems to prevail among hardware buyers that there is bound to be a reduction in prices: consequently when business starts to pick up again and it is realized that prices will not be any lower, the manufacturer is going to be swamped with orders which he cannot fill.

So far the average manufacturer has been unable to build up any reserve stock of finished product, and consequently, in our estimation, the buyers that wait before placing their orders will find that they are unable to get the goods when they want them and may have to wait six months to have their orders filled. We do not mean by this to advocate heavy buying, but we do earnestly suggest that the buyers see that their stocks are kept in shape to handle any immediate business and tide them over during the time the goods are coming through the factory.

We have been able during the past year to maintain fairly prompt deliveries and are using every effort to maintain that record; however, we will be unable to do this unless the dealers keep their stocks in good condition.

Yours very truly,

LAWSON MFG. COMPANY,

Chicago. Kenneth Lockett, Vice Pres.

## NO HOPES OF LOWER PRICES

Editor HARDWARE WORLD:

We cannot see any hopes of lower prices inasmuch as our cost has been steadily arising since our last change in discounts and a further advance is altogether probable before the cold weather.

We are still behind on orders and until the supply of all products of steel and iron is more than the demand, a decrease is not to be expected.

It is still difficult to purchase raw material of all kinds and with the increasing prices of raw material—and in some directions labor—manufacturing costs demand revision of selling prices.

We will advise our customers not to delay purchases but to take care of their normal trade and stock at present prices.

Yours very truly,

STAR EXPANSION BOLT CO.,

New York. W. A. Peters, Sales Mgr.

## PAINT MANUFACTURER HESITATES TO PREDICT

Editor HARDWARE WORLD:

We do not expect any lower prices in our general line up to January 1, 1921, with the exception of linseed oil, which shows some weakness at the present moment. Beyond January 1, we hardly care to predict but up to that time we see no reason why the trade should not make their usual purchase in confidence.

We do not care to have our name mentioned, however, as predictions are not always safe to make.

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# JOBBERS WILLING TO HAVE YOU DO BUSINESS ON THEIR CAPITAL

## APPROVES POLICY OF HARDWARE WORLD

Editor HARDWARE WORLD:

We think your suggestion is entirely in line with present conditions when you say that it is important for the retail merchant to buy frequently and in small quantities to insure the largest turnover on the smallest investment. This seems to us to be a time when a policy of this kind is particularly desirable.

We feel, however, that it is also desirable that with the heavy demand which now prevails for almost all kinds of hardware a merchant should keep up his assortment in just as good shape as possible, and not be out of goods because he thinks the price is high and will be cheaper. In our judgment, either a retailer or jobber will lose less money on declines in value of the stock he may have on hand than he will by being out of goods when they are called for by his customers.

In a general way, the market for hardware is high, but prices evidently have not reached the point where the consumer has stopped buying.

Yours very truly,

HIBBARD, SPENCER, BARTLETT & CO.,

Chicago. J. J. Charles, President.

## BUY OFTEN—WATCH COLLECTIONS CLOSELY

Editor HARDWARE WORLD:

It is our opinion that the average dealer, especially the smaller dealer in country towns, should buy frequently and in small quantities. This will give him a quicker turnover of his merchandise with less capital invested to prevent the possibility of being caught with large stocks on a declining market.

It is always wise to watch collections closely, especially so at the present time, for it is evident or should be evident to every good business man, that the day is coming when there will be failures and those who keep their accounts collected closely will be the last to suffer, if they suffer at all.

Yours very truly,

THE EDWARDS & CHAMBERLIN HDWE. CO.,

Kalamazoo, Mich. J. Chas. Ross, Secy.

## LAST PARAGRAPH NEEDS EMPHASIZING

Editor HARDWARE WORLD:

When money is plentiful and the interest rate low, it is frequently a profitable business policy to carry large stocks, and extend liberal lines of credit. Some retailers seem inclined to continue with these methods in the face of the fact that conditions are completely changed.

Clearly, the only sound policy for retailers to follow at this time is to examine their stocks minutely and at frequent intervals for the purpose of discovering and pushing slow moving lines. This frequent analysis should also be used for the purpose of helping the merchant to keep his stock at a minimum figure and at the same time maintain reasonably good assortment.

The situation seems to suggest three rudimentary, but highly important warnings: Avoid overstock and speculative buying; maintain the highest possible turnover of stock; watch collections carefully, and bring sales to basis as near cash as possible.

Yours very truly,

MOMSEN-DUNNEGAN-RYAN CO.,

El Paso. A. A. Martin, Credit Mgr.

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To be able to concentrate and devote all their time to their hardware and furniture business, the Ritchey Hardware Company at Yuma, Arizona, has closed out their implement stock.

## TO GET MERCHANDISE ONE MUST ORDER EARLY

Editor HARDWARE WORLD:

As to retail merchants buying frequently and small quantities to insure the largest turnover on the smallest investment. It is our opinion that this is good policy for staple items, not seasonable items, when times are normal and when orders can be filled promptly.

It is not good policy, however, at the present time under the very abnormal conditions which exist in the hardware distributing business. It is particularly not good policy with reference to seasonable lines.

Throug' out the last several years the supply on many items has been so short that many items could not be bought at all in season and delivery made. The jobber was fortunate if he succeeded in securing enough material to take care of the orders that he had sold on futures, and this, of course, was his first obligation.

I believe that until conditions very materially change, the retailer's best interest is going to be to anticipate his wants long in advance and especially is this true of all seasonable items. He should figure conservatively his needs on seasonable lines and place an order early for future delivery on these seasonable goods. If he does not do so he probably will not have any merchandise of that particular line on which to do business.

In regard to collections, the merchants will never in their lives have a better opportunity of collecting up all past due accounts than will exist this present year. We do not look for any early d cline of any steel products, but rather for a continued shortage with increased pro-rating of factory output.

Very sincerely yours,

TOWNLEY METAL & HARDWARE CO.,

Kansas City. John M. Townley.

## KEEP STOCK WITHIN REASONABLE LIMITS

Editor HARDWARE WORLD:

We believe that there never has existed a time when the retailer could serve his own best interest by a careful scrutiny of his buying by keeping his stock within reasonable limits and endeavoring to turn his stock as many times as possible during the year.

The fact that merchandise at present levels requires at least twice the capital to carry than it required four years ago is alone a sufficient reason for the retailer keeping his stock to a minimum.

There is, of course, at the present time, a tendency to overbuy when some article which has been scarce is offered, but the value of this stock is soon decreased by excessive carrying charges. We believe that the average retailer at this time is pursuing a very conservative policy and it is our opinion that as a rule the retailer's stocks in our territory are not over-loaded.

We believe that a great deal of attention has been given to cleaning up odds and ends and slow moving goods and we also feel that the present restriction of credit has had a very good effect in causing the dealers to look into their collections, and we feel that when restrictions are removed that general business in this locality will be upon a safer and sounder basis than before. We believe that the present heavy volume of business reflects an active demand on the part of the ultimate consumer and does not represent to a very large extent any effort to build up the retailer's stocks to a dangerous degree.

Very truly yours,

EMPKIE-SHUGART-HILL CO.,

Council Bluffs, Iowa. Fred D. Empkie.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## SPLENDID ADVICE FROM TEXAS JOBBER

Editor HARDWARE WORLD:

It has been our policy for many years to urge upon our customers the importance of quick turnovers, the best way to bring about which is to buy frequently close to home. It is gratifying to be able to say that this policy has been appreciated by our trade and has made us many warm personal friends.

The retail merchants, in larger numbers, are realizing that no matter how cheaply an article is bought no profit accrues until goods are sold and the money collected. Therefore, if they buy twice as many as are really needed, their profit is either tied up in surplus stock or sacrificed in order to induce sales, and in either event more or less good hard work has been done for nothing.

Please understand that I do not advocate underbuying, for this is just as bad, or worse, than overbuying, but where a retailer has a dependable source of supply close at hand, he is very foolish not to take full advantage of his opportunity to double his annual turnover.

This is particularly desirable at the present time when both goods and money are high.

Naturally the question uppermost in our minds is "What is the market going to do?" all agreeing that some day prices must start downward. Whether the time is soon or late, the change carries no scare for the merchant whose stock is well assorted, but stripped of surplus.

The only way to be absolutely sure your stock will be in this condition, is to buy small quantities frequently and close to home.

Yours sincerely,
NASH HARDWARE COMPANY,
Ft. Worth. Arthur D. Hodgson, Pres.

## OVERBUYING CONTRIBUTES TO FAILURE

Editor HARDWARE WORLD:

We are very glad to have an opportunity of expressing our views of this subject, for we don't believe that there is any one factor that contributes as largely to failure of retail merchants as overbuying. No doubt a close credit man would take issue with us and say that poor judgment on the part of credit is responsible for the greatest amount of failures, but from our observation, we believe that overbuying is the main factor in most failures.

The question of buying in small quantities and buying frequently has always been an important one in the retail business and during a time of restriction of credit it has been greatly magnified and made of more importance still.

Yours very truly,
McRAE WHOLESALE HARDWARE CO.,
Helena, Ark. H. E. McRae, Pres.

## PUSH SALES AND COLLECTIONS

Editor HARDWARE WORLD:

You are asking more than we can deliver. Pushing sales of slow moving items and collecting accounts closely are always fundamental and every successful merchant does it all of the time.

Tell them rather to husband their resources, to restrict expenditures for expansion and to cut off extravagance.

Probably troublous times are ahead and the wise man meets them while on his feet. Lack of transportation and tight money partially caused by it are stopping the wheels. Very truly yours.

Detroit. ROEHM & DAVISON.

## SOUND ADVICE THIS

Editor HARDWARE WORLD:

The intermountain country from a crop standpoint is in better shape than any time in its history. The yield of hay, grain, sugar beets, etc., is very promising and it is our belief that business for the balance of this year is going to be good in our section of the country, because of the splendid crop situation.

**Prices Will Remain Firm**

It is our opinion, also that hardware prices are going to remain firm during the balance of 1920 and that it is to the best interest of retail dealers to keep their stocks up to a point where they can supply the wants of their trade. This, under present conditions, should be handled through frequent buying in smaller quantities than heretofore. Goods, however, should be coming in to the retailer every day in order to keep his stock balanced up and put him in a position to do business.

Every merchant should go over his stock very carefully and find out whether he has any items on which he is overstocked or if there are any items which he wishes to close out. On all such goods he should make a decided effort to sell so that on January 1st, next, his inventory will show no slow moving items or overstock in any department.

The question of credits must be one of serious consideration. Each merchant should study his location carefully and it would be to his interest to make frequent trips into the outlying districts to find out for himself just what the actual conditions of the farming community are and whether, in his judgment, they will be able to pay for the goods they buy.

When a farmer sells his crop, the storekeeper should insist upon payment in full of any obligations which he may have contracted at the store. The banks will not be in a position for some time to assist merchants because they will have all they can do to finance the crop, and the merchant, therefore, must look to the farming community in his section to pay him in order that he may pay his obligations to the jobber.

Yours very truly,
STREVELL-PATERSON HARDWARE CO.,
Salt Lake City, Utah. By P. C. Gill, Secretary.

## BUMPER CROPS ASSURE A GOOD DEMAND

Editor HARDWARE WORLD:

There will unquestionably be a good demand for hardware in the middle west during the coming fall and winter seasons. The promised bumper crops practically assure this.

We are not of the opinion that prices in hardware will be any lower before 1921, but at the same time we are not advising any dealers to make heavy purchases of merchandise. The prevailing high rates of interest, the restriction of credit and the transportation difficulties which interfere with the movement of crops away from the farm all indicate that the dealer's wisest course is to buy frequently and in small quantities from nearby jobbers.

We should also advise special attention to the collection of slow accounts, as a great deal of money can be put in the channels of trade which would otherwise be slow in entering it. In our opinion there has been no time in the past four or five years where jobbers' stocks should be more freely and consistently used by retail dealers than during the coming six months.

Yours truly,
HARPER & McINTIRE CO.,
Ottumwa. C. S. Harper.

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# YOU CANNOT DO BUSINESS WITHOUT STOCK ON HAND

## USE JUDGMENT AND CARE IN BUYING

Editor HARDWARE WORLD:

Recently, when big headlines about price reductions appeared in the papers, many of the hardware merchants became alarmed, because they quite naturally believed that all prices would drop suddenly.

However, those who analyzed the situation soon saw that the lines on which prices were reduced were those which had shown the biggest advance, principally wearing apparel.

After a cereful analysis, we were satisfied that there could be no serious declines in the prices of hardware and steel products in general, for the reason that the advance on these lines has not been anywhere near as great as on other commodities (the rise in prices on hardware and steel products has been only about the same as the inflation in currency and credit), and for the further fact that there is still a serious shortage.

The further crippling of our transportation system has curtailed deliveries of raw material to the mills and factories still more and has prevented the manufacturer from shipping his finished products, so that the shortage in many lines is more serious than it was a few months ago.

We do not see how there can be any substantial reduction in prices until the supply is increased sufficiently to meet the demand, or until there is a serious curtailment in buying on the part of the public, which, up to this time, is not in sight, because wages are still high and unemployment has not yet reached a point where it will cause a noticeable reduction in the purchasing power of the general public.

The wheat and oats crop in our trade territory has been up to the average, which has given the farmers some ready money to take care of their summer and early fall requirements. Corn through this section is in excellent condition, and with favorable weather from now on it seems certain that there will be at least an average crop. From some few sections reports come that the corn is not in good condition, but from all we can learn this condition is not extensive.

In our buying we are pursuing the policy of placing orders for everything that we expect to be able to sell this year, and we are also placing orders for seasonable items for future delivery a little earlier than usual. We are advising our customers to pursue the same policy.

We feel certain that the hardware merchant who keeps his stock well assorted and places his orders for future delivery in sufficient time to insure his getting the goods will make more money—even if there should be some declines in prices soon—than the merchant who allows his stock to run down and in that way loses sales and profits by not being able to supply the wants of his customers.

While there are many uncertainties before us in the financial and commercial world, we have every reason to expect good business during the balance of this year.

Yours very truly,

TENK HARDWARE COMPANY,

Quincy, Ill. R. Tenk ,Pres.

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## STAPLE PRICES FOR STAPLE COMMODITY

Editor HARDWARE WORLD:

In view of the fact that the price of our product has remained during the period of the war and thereafter and still remains the same, there is no reason why dealers should place orders now for far in advance delivery.

Yours very truly,

AUTOSTROP SAFETY RAZOR CO.,

New York. N. R. M., Adv. Dept.

## NOW IS TIME TO CLEAN HOUSE

Editor HARDWARE WORLD:

The peak of high prices apparently is passing which impels us to say that it wuold be an opportune time for all retail merchants to consider holding their stock requirements to a minimum. This, of course, would mean that they should buy frequently and in small quantities. A quick turn over is very desirable and in fact a necessity if an adequate margin of profit is to be shown in any business when there is no speculative market.

Many lines of hardware commodities are now being produced in large quantities, and a little clearing in the labor situation would bring other lines up to normal. There is also developing some import business, which is bound to have its effect in time.

The greatest difficulty which is facing the country is that of transportation, but no doubt a gradual improvement in these lines will be noted. In the meantime the downward trend in prices will be delayed. It will be necessary, of course, to cover all items that are seasonable and for which orders must be placed in advance to insure delivery, but keep in mind that now is the time to "clean house" and to turn into cash all slow moving items, and particularly goods that you know to be abnormally high, and which will be first to feel the slump.

Good prices for all natural commodities should keep business in this territory up to normal this fall, making the opportunity for merchants to get the turnover and profit. However, collections should be looked after closely, and an effort be made to get their business in the best possible shape at the end of the year.

Yours very truly,

THE THOMSON-DIGGS COMPANY.

Sacramento. C. F. Prentiss, Vice Pres. and Gen. Mgr.

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## A CONSERVATIVE POLICY IN ALUMINUM GOODS

Editor HARDWARE WORLD:

Our company has adopted the policy of being slow to advance prices, and when we are obliged to do this, we give our customers the benefit of any decline that would take effect against our own price list, on any goods not shipped at the time of such decline. We feel that this protects our customers in not taking any chance on future orders, and also gives the manufacturer an opportunity of knowing the orders he has on file.

A policy of this kind would be more satisfactory to both parties.

Yours very truly,

WEST BEND ALUMINUM CO.,

West Bend, Wis. A. G. Langenbach, Sales Mgr.

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## PLACE CONSERVATIVE ORDERS

Editor HARDWARE WORLD:

It is our impression that retail merchants should watch their purchases very closely under existing conditions, but on the other hand we believe the shortage of goods is going to carry over into next year, so we are urging our customers to place conservative orders for the seasonable goods that they will require during the spring months.

We think it advisable for retailers in all lines to keep their accounts well in hand, and buy conservatively, keeping their stocks to as low a point as possible.

Yours very truly,

MORLEY-MURPHY HDWE. CO.,

Green Bay, Wis. A. E. Winter, Sec.

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# IRON AND STEEL DID NOT ADVANCE LIKE OTHER PRODUCTS

## CURTAILMENT OF CREDIT BY FEDERAL RESERVE BANKS AFFECTS EVERY MERCHANT

Editor HARDWARE WORLD:

The conditions covering heavy commodities are rapidly becoming worse. It is almost impossible to secure deliveries—possibly not so much on account of shortage of steel, but other smaller items which enter into the manufacture of heavy commodities.

The freight situation, while it has been extremely bad, is continually growing worse. The result is that jobbers' stocks are becoming more and more depleted, and it is necessary to use methods not previously used in order to keep a sufficient amount of merchandise on hand to supply the demand.

The retailer should:

1st. Reduce his stock of items which are not strictly staple.

2nd. Refrain from buying merchandise which is not staple.

3rd. Should collect accounts which have been slow in the past three years immediately—or should get security covering same, regardless of what the customer's views may be upon the subject.

4th. Should immediately purchase through some jobber who can be depended upon sufficient merchandise to cover his spring needs for 1921 in order to insure his being in business in 1921.

5th. The wise retailer will confine his operations just at this period to strictly staple merchandise and accept a somewhat smaller volume of business willingly and gladly.

6th. Will spend the time he ordinarily spends in attempting to buy cheap goods, in making collections now, which in a few months it will be impossible to make at all.

If some miracle man could inject into the hardware trade as a whole a realization that we are passing swiftly but surely through a reconstruction period and that the pathway leads in some measure through unexplored regions—he would confer a great blessing upon the trade.

The general disposition of the retail hardware merchant is to look with apathy upon the present situation and regard the curtailment of credit and entire elimination of undesirable credit from the Federal Reserve Banks—as something which does not affect him.

On the other hand every retail merchant should realize that this very thing is the most vital thing which has occurred and does affect every jobber, every retail merchant and every consumer in the United States.

The contraction of credit generally, whether it be from the standpoint of the jobber, retailer or the consumer—we believe will be a blessing in disguise, and the wisdom of following a policy of this character will easily be appreciated during the latter months of 1921.

Very truly yours,

WHITON HARDWARE COMPANY,

Seattle, Wash. John F. Welborn, President.

## NO GOOD REASON TO DELAY

Editor HARDWARE WORLD:

As material and labor are advancing in price, which must increase the cost of production, there could be no possible reason for delay in stocking at the present time, as a live stock will work itself off before a reduction in prices can possibly come.

Very truly yours,

THE STINE SCREW HOLES CO.,

Waterbury, Conn. I. D. Stine, Mgr.

## DO NOT EXPECT RADICAL PRICE REDUCTIONS

Editor HARDWARE WORLD:

The retailer owes a certain obligation to his customers, viz., that he should carry a reasonable stock of goods to take care of their immediate wants. He also owes an obligation to himself, viz., that he should not be over-stocked, he is not expected to unduly estimate the wants of his customers, neither is he expected to incur unnecessary financial obligations to carry out the function of his existence.

A merchant cannot transact business or sell goods without having a stock, and we have always considered that a properly managed institution made more on a market advance than they lost on a decline, but, to achieve this desirable end, it is necessary that the institution be well managed and careful judgment be exercised in the purchase as well as sale of goods.

The jobber's function is the same as the retailer's, but, of course, on a broader scale, and we strongly urge upon the retailer, under present abnormal existing conditions, to use his jobber freely, purchasing lightly but frequently; yet, we hardly advise making an iron-clad rule of this character, rather letting the elements of his local wants, known market, and other contingencies guide him in his decisions.

When it comes to certain seasonable goods, the prices of which are generally fixed once or twice a year, and the demand for them is to be short, we believe no particular risk is taken by purchasing a reasonable quantity for future delivery. However, we strongly maintain that this is not the time for speculative buying, as all prices are abnormally high and undoubtedly great inflation exists, but, as long as the demand exceeds the supply we can look for little if any price recessions.

We must also bear in mind that the steel, coal and railroad strikes have seriously handicapped the production of our two basic commodities, viz., iron and copper, and we must also bear in mind that, on account of the high living costs, the prices of labor will recede little, if any, for some time to come.

Therefore, we do not look for any sudden or radical price reductions for many months, but we are conducting our own purchases in a cautious manner and are recommending this plan to our customers.

Yours truly,

CALIFORNIA HARDWARE COMPANY.

Los Angeles. Shannon Crandall, President.

## ARKANSAS JOBBER'S SUGGESTION

Editor HARDWARE WORLD:

We think with the unsettled conditions that it is absolutely imperative for the retail merchants to buy as frequently and in as small quantities as possible.

The past few years of speculative market have encouraged the merchants in overloading and many of them have profited by it. On the other hand, there is no doubt but that many of them will suffer in the readjustment that is bound to come.

It takes little business ability to make money with conditions like they have been for the past few years, for the reason that no matter what you paid for an article, or how much you bought, you were sure to sell it and at a profit. When the readjustment starts, it will work just exactly the reverse. The keen merchant who is able to run his business with a minimum stock, and will be able to make his collections, will be the only survivor. Conditions and the outlook for a big fall business are very good in this territory.

Yours very truly,

Little Rock, Ark. FONES BROS. HDWE. CO.

**Additional Trade Reports Will Be Found in Subsequent Pages of This Issue**

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# PROFITS ARE ONLY MADE ON GOODS IN STOCK

## A FLORIDA JOBBER'S SUGGESTION

Editor HARDWARE WORLD:

We consider buying the most important item in running a business of any kind. The retail merchant who buys frequently and in reasonable quantities is the one who pays his invoices more promptly, and is the most successful merchant. Of course you understand that "reasonable quantities" is a relative term; that is, relative to the demand.

There is no doubt that the motto of a retail merchant should be: "Buy frequently; buy in small quantities and from the nearest jobber; and turn over the stock as many times as possible." In this way he has less money tied up in stock; less insurance to carry; and less money which he may be compelled to borrow.

We think the best suggestion anyone can make to a retail dealer is to buy from his nearest jobber, even at a slight difference in price, for there is a great temptation on the part of retail merchants, when buying from a distance to buy in large quantities in order to make sufficient shipping weight, and make the order attractive.

While trade conditions are most excellent and the outlook exceedingly bright, there seems to us to be a bearing down tendency in prices, and a merchant should only buy for his immediate needs. This downward tendency is possibly as yet only of a tempermental character, but we believe it will assert itself in more definite form within the next twelve months.

Very truly yours,

KNIGHT & WALL COMPANY,

Tampa, Fla. J. F. White, Buyer.

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Editor HARDWARE WORLD:

Optimism is better gospel than Pessimism. We all know credits are somewhat over-extended and that inflation exists, but this is a sequence to be expected and a condition fully recognized by our financial institutions, who are striving to effect a gradual contraction. Individual curtailment of all but essential credit demand, thrift and economy—a buy less and do more policy—offer a helping hand.

Disabuse yourself of the notion that widely advertised cuts mean a general and permanent fall in prices—until the law of supply and demand is repealed only larger production or reduced consumption or both can bring a real solution.

Statistics show an increasing number of merchants who are not meeting their bills punctually at maturity. It is high time to clean up slow moving stocks, scrutinize carefully new purchases and hold them in keeping with trade requirements. Few are so far removed that they cannot buy frequently in commensurate quantities and make use of jobbing facilities.

Quick sales turnovers and close collections is a sound theory and should be put into practice if one would keep his business in a healthy condition. It is not safe to extend terms of credit which outstrip the duration of purchasing activity.

Yours truly,

MARSHALL-WELLS CO.,

Portland, Ore. J. G. Beckett, Credit Dept.

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A. Schleuter & Company at Berkeley, Cal., have found it advisable to establish a special department to handle their electrical and general housefurnishing goods. This department furnishes service to householders, especially the women buyers, and estimates on electric wiring and general installation.

## PROFITS MADE FROM SALES—NOT FROM PURCHASES

Editor HARDWARE WORLD:

The retail merchant usually has a limited capital, buys an assortment of goods, generally to his financial capacity, and appeals to the trade of a certain neighborhood or community. His customers must be secured and retained, because he can give service, which means he must have the goods wanted at the time his customer needs them, and that generally is immediately.

Therefore, if a retailer is to please the most customers, he must have an ample assortment of wares to deliver at once and not necessarily a large quantity of anything. Every customer likes to be offered an assortment to choose from, and should not be allowed to leave because he cannot find the article he seeks.

It is certainly a simple fact that we lose no sales when we have on hand the goods our customer desires to take away with him.

How can a merchant be most sure of his assortment being all that his capital will supply? The answer is again just as simple—by buying frequently in small quantities in the nearest market where he can get the quickest deliveries. The greatest advantages would be gained if he could replace on his shelves by tomorrow morning all the goods sold today.

Some merchants will argue that they do not buy at the right price if they do not buy in quantities, and this may be true of the merchant of larger means and who has a large trade, but even he may miss his calculation if he cannot turn this larger quantity frequently enough.

A larger buyer saves perhaps 5 per cent, maybe in extreme cases, 10 per cent, which is clear gain only provided he has the goods on hand ready to deliver to the waiting customer. If, however, the goods wanted are in transit from some distant shipping point, they only represent so much tied up capital. If they are still on hand when the market declines, they show only a loss on a larger quantity, and if they are only ordered but shipment is indefinite, they only embarrass the merchant who will delay ordering more, because he must pay for both lots.

Compare, if you can, the saving effected by larger purchases with the profit lost when goods are not on hand for immediate delivery. We know about what a larger buyer can save—5 per cent or slightly more—but we will not estimate in print the amount of profit lost when a customer cannot be served with what he wants. Our retail friends can do that better than we.

As service is necessary for a retail merchant to give to his customer, it is all important that he buy his goods where he can secure for himself the best service, so that he will have his goods on hand promptly when needed.

Service, therefore, is the foundation of all successful business, which means when your customer wants goods in your line, be prepared with courtesy and a knowledge of your business to give him at once the article he selects as the thing he seeks. A large assortment kept constantly complete will make the most sales, the greatest number of steady customers, and the largest profits. Profits are gained from sales, and not from purchases.

Yours very truly,

SLOSS & BRITTAIN,

San Francisco. Jos. Sloss, Pres.

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W. R. Evans of the St. Johns Hardware Co., St. Johns, Oregon, is on a European trip. They have remodeled their place of business and are reporting a splendid season's business and a good outlook.

**Additional Trade Reports Will Be Found in Subsequent Pages of This Issue**

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# A Fine Fall Dress for Your Window

IT is a most attractive lithographed cardboard "cut-out" done in nine colors, standing 4½ feet high and when set up as illustrated about 6 feet wide. Imagine it as a core or background for a display of merchandise.

It is free with dozen orders for Bissell Sweepers placed either direct or through our jobbers. Full details and illustration in full colors in Bissell's Fall Holiday Offer. Copy on request.

With production and shipping conditions as they are, you should order all Fall and Holiday merchandise as early as possible — now.

## BISSELL CARPET SWEEPER CO.

*Oldest and Largest Sweeper Makers*

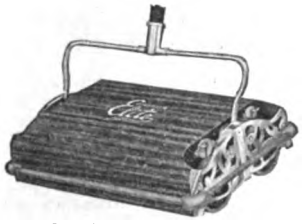
New York (25 Warren St.) GRAND RAPIDS, MICH. Niagara Falls, Ont. (Factory)

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# BISSELL'S

## CARPET SWEEPERS

*Needed for Everyday Use, as You May Judge From Your Own Home*



**"Cyco" BALL BEARING**

DeLuxe Mahogany Case, oil rubbed, nickeled end plates and fittings. Tony gray instead of brown band, and rubber corner cushions.

**Retail**

**Eastern and Middle States, $8.25**
**Western and Southern States, $8.75**




**"Cyco" BALL BEARING**

American Walnut Case, oil rubbed, nickeled end plates and fittings. Rubber corner cushions.

**Retail**

**Eastern and Middle States, $7.50**
**Western and Southern States, $8.00**



**"Cyco" BALL BEARING**

Distinctive Golden Oak Case, oil rubbed. Nickeled fittings. Rubber corner cushions.

**Retail**

**Eastern and Middle States, $7.25**
**Western and Southern States, $7.75**




**"Cyco" BALL BEARING**

Assorted finishes. Golden Brown and Mahoganized Sycamore. Rubber corner cushions. Nickeled or Japanned fittings.

| Retail | Nic. | Jap. |
|---|---|---|
| East. and Mid. States | $7.00 | $6.25 |
| West. and S. States... | $7.50 | $6.75 |




**"CYCO" BEARING**

Mahoganized Sycamore Case. Japanned fittings.

**Retail**

**Eastern and Middle States, $6.00**
**Western and Southern States, $6.50**




Reddish Mahoganized Sycamore Case. Japanned fittings.

**(No Set Price)**

## VACUUM SWEEPERS

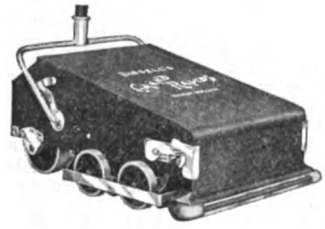
*New Lightweight Models More Efficient Than Some Electrics, for Homes Not Wired for Who Count the Cost*



DeLuxe Mahogany Case, oil rubbed. Nickeled fittings. Gray instead of Brown band, and rubber corner cushions.

**Retail**

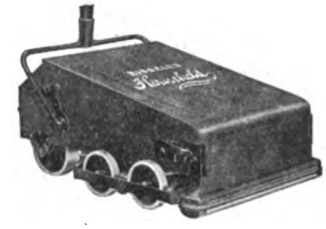
**Eastern and Middle States, $13.00**
**Western and South. States, $13.50**



Brown Mahoganized Sycamore Case. Oil Rubbed. Nickeled fittings. Rubber corner cushions.

**Retail**

**Eastern and Middle States, $11.00**
**Western and South. States, $11.50**



Reddish Mahoganized Sycamore Case. Japanned fittings.

**Retail**

**Eastern and Middle States, $9.00**
**Western and Southern States, $9.50**

## BISSELL CARPET SWEEPER CO.

*Oldest and Largest Sweeper Makers*

**New York (25 Warren St.)** **GRAND RAPIDS, MICH.** **Niagara Falls, Ont. (Factory)**

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# Pointers and Pitfalls In Pushing Paint

THE fall is paint up time, in order to preserve the house and outbuildings, fences and walls from the ravages of rain and snow, wind and sun.

The hardware dealer should accordingly get busy and lay before the public the advantage of thus fortifying his castle. Advertising that is distinctive is sure to be read, and the dealer should therefore aim at originality and avoid the stereotyped "Go to Blank's for a full line of the best paints and brushes."

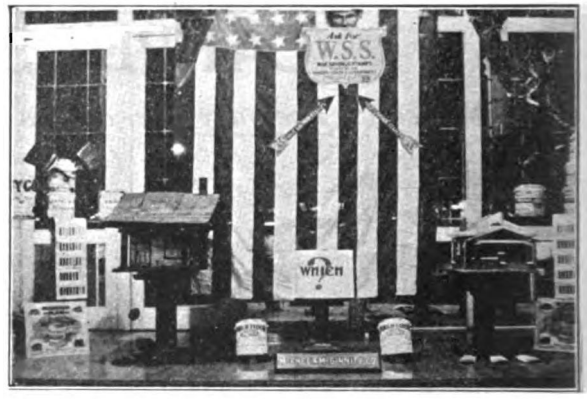
Several firms have of recent years found that a one column adv., extending the full length of the page enabled the advertiser to get alongside reading matter all the way, and as the eye travelled down the column, sooner or later something of special interest would be found. For that matter, the whole adv. should be made so entertaining that a person would read it of his own accord.

One of the recent one column advs. of the McPhee & McGinnity Co., Denver, is a good case in point:

> How about that chicken fence—and the back porch you have been promising your wife for several seasons to paint—and the new posts for the clothesline—and the coat of paint for the window screens (you remember how rusty they were this spring because you forgot to paint them last fall)—and the new coat of paint for the kitchen floor, and the glass for the garage door—and the new roofing for the chicken house to make it weather proof. Well, have you attended to all these? If not, why not?
>
> Suppose you sit down right now and make out a list of all the paint and supplies you need around the place this fall, and mail or telephone your order to us. It will come as fast as our Zip delivery system will bring it. Our telephone is Main 318.
>
> McPHEE & McGINNITY

Complementing this human interest copy, they arranged a striking paint window. In the background was draped an American flag, and on two pedestals were small models of bungalows. One was neatly painted in tints that harmonized perfectly, while the other was decidedly in need of a coat of paint, while it was evident that covering for the roof would also make the place more comfortable. Set on a lower pedestal between the two was a card with big red interrogation point, with the single word "Which" in black letters.

On the floor, and built up in tiers in the corners were cans of paint, while color cards showed the wide range in which these paints could be obtained. Just inside the door was a rack on which brushes of all sizes were displayed, and a card suggested: "Ask our paint man for the brush best adapted to your special needs."




McPhee and McGinnity at Denver, Colorado, combined thrift with patriotism in featuring paint and war savings stamps in the same window—two of the best methods of saving we know.

Another catchy advertisement that informed people they had better take time by the forelock and not wait until the bad weather set in, declared:

> WHEN NOAH STARTED TO BUILD THE ARK —Everybody laughed at him. Said he'd never need it. Well, you remember what happened. And it's a little that way yet. People put off painting and repairing their homes and outbuildings until the rains and snows commence—and then they can't do it. And they are uncomfortable all winter. And the little crack in the boards, or hole in the sheathing, spreads and becomes bigger, and warps and decays—and in the spring an entire new roof is needed. And all because a little paint and glass and tar paper and shingling was not used at the proper time. Paint up and clean up, and do it now.
>
> McPHEE & McGINNITY

The Fuller Paint Co., Long Beach, recently did some effective advertising that applies to the average hardware stock. Their printed announcement was decidedly pertinent and timely:

> LUMBER COSTS MORE THAN PAINT
>
> We have all laughed at the man whose roof leaked like a sieve. He said he couldn't climb up to fix it when it rained, and when the sun shone it didn't need it.
>
> PAINT COSTS MORE THAN IT USED TO. SO DOES FOOD—BUT WE STILL EAT. It's a false economy that would permit one to starve to death because food was high. It's a false economy that lets a house deteriorate in value at a rate ten times as costly as paint that would preserve it. You need good paint right now—we have it.

Their window showed the value of good paint. It was covered with green paper to represent grass, and on a rocky terrace was set a little cottage, which a half dozen little dolls in white suits were engaged in painting. In the

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60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.




Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.

The Largest Seller on the World's Market Today

Can Be Ordered in Various Quantities to Suit Your Needs

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1919 and 1920.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE

When you sell a cleaner that takes drudgery out of housework—that does work in half the time with half the effort, and does it better—in short, whenever you sell HRH you gain a satisfied customer and friend.

HRH, like ABSORENE requires only introductory selling effort on your part. It is extensively advertised and is known everywhere as the most effective cleaner on the market today. Live dealers everywhere sell HRH because it is a real profit and trade builder.



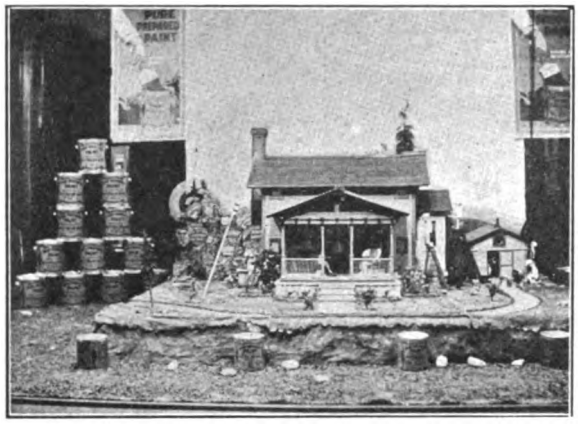

**Packed in 10 and 15c cartons. Three dozen in a case.**
**In bulk, 300-lb. barrels and 100-lb. drums.**
**KEEPS ITS STRENGTH FOR YEARS**

**Sold by Jobbers everywhere. Window Trims and other direct advertising for both on request**
**If your jobber can't supply you, we will, direct**

## ABSORENE MFG. CO.

**ST. LOUIS, U. S. A.**

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An attractive model house with these little figures busy painting is sure to attract attention. This window was by the Fuller Paint Company, at Long Beach, California.

rear was a small garage, and near this a young workman was mixing paint.

All of the tiny figures were mechanical ones, who constantly went through the mimicry of painting, their actions keeping a crowd constantly in front of the display. Lithographs of the paint adorned the wall, and stacked in the corners, as well as displayed down front were cans of same.

**Paint Sales Through the Store Paper**

The Roddenberry Co., Cairo, Ga., declare that their store paper has been their greatest asset, as it enables them to get their lines before their long list of subscribers in a more direct manner than general newspaper advertising would do. It is sent free to all their customers, and every campaign of selling merchandise is waged through its columns.

For example, late in midsummer they begin to talk about paint—but they talk about it in an interesting, instead of a stereotyped manner. Last season they first called the matter to the attention of their patrons by the little adv.:

> "When the wife complains, and the kids howl, and the atmosphere is blue—size up your home and its appearance. Then drop into the Roddenberry Store and pick out some new wall paper, and a little gilding, and a few cans of paint and varnish, and treat your home to a thorough overhauling. The wife will be only too glad to attend to the cleaning part—and the youngsters will help. And when it is finished you will all be as happy as a couple of honeymooners.

The paper contains locals after the manner of the average country newspaper, but they strive to link each local with their store in some manner. Thus, when Thomas Brown buys some paint they find out what he intends to do with it, and when Mrs. Smith gets some screening they diplomatically endeavor to ascertain for what purpose she intends it.

Due mention of the household improvements are made in the paper, and when the community learn that some half a dozen of their neighbors are fixing up for winter, others are moved to follow their example. During all the time that "paint" is kept before the public in the reading columns, prices of all kinds of paints, varnishes, brushes and renovating supplies are run in the advertisements.

## PAINT SALESMANSHIP

"Haven't you a small can of this darker green paint?" queried the customer, as the young man behind the counter peered around the rows of paint cans. "I'm afraid, sir, that we haven't a single can of the dark green in stock," he replied. "Couldn't you make use of a larger can?"

The customer shook his head and started away regretfully, for he was already late for the office and didn't want to try another store. Besides it was his first visit to this store.

"Wait, please!" The young man had a sudden idea. "The expressman has just been here, and maybe he brought that special order we sent in the other day. Yes, here it is," and "whack, whack, whack," went the nail-puller on the box. In a jiffy both the salesman and the customer were smiling over the exchange of a 25-cent-size can of the dark green paint for a nice, shiny quarter.

They were smiling because each, down in his heart, was saying, "This is Salesmanship."

## MONEY

If you save all you earn, you're a miser.
If you spend all you earn, you're a fool.
If you lose it, you're out.
If you find it, you're in.
If you owe it, they're always after you.
If you lend it you're always after them.
It's the cause of evil.
It's the cause of good.
It's the cause of happiness.
It's the cause of sorrow.
If the Government makes it, it's all right.
If you make it, it's all wrong.
As a rule it's hard to get,
But it's pretty soft when you get it.
It talks!
To some it says, "I've come to stay."
To others it goes with the swiftness of light.
Set not your heart upon it to the exclusion of taking no thought as to the means you use to obtain it, for after all money is only valuable for the good it will do to bring happiness to others.

## A TRUE TEST OF SUCCESS

James J. Hill said: "If you want to know whether you are going to be a success or a failure in life you can easily find out. The test is simple and infallible. Are you able to save money? If not, drop out! You will fail as sure as you live. You may not think so, but you will. The seed of success is not in you."

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# TAMMS RELIABLE FOUR PRODUCTS

**Silver Bond Silica** 25% added to Pure White Lead and Pure Linseed Oil increases the life of the paint and prevents chalking, peeling and blistering.

33⅓% Silver Bond Silica and 65⅔% Pure White Lead thinned with Flatting Oil produces a beautiful soft tone, sanitary finish. Will stand severest washing test.

SILVER BOND SILICA is as smooth and fine as white lead—and mixes easily on account of its extreme fineness.

Prices F. O. B. Tamms, Ill.

6 barrels—2c. per lb. 1 barrel—2¼c. per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Very Important**—Write today for "Silica Catechism", it contains valuable formulas for mixing your own better paint at lower cost.

**Golden Yellow Ochre** insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.

Prices F. O B. Tamms, Ill.

6 barrels—2¼c per lb. 1 barrel—3c per lb. New paper lined barrels extra, $1.25 each.
300 pounds to the barrel.

**Natural Gray Ochre** is a natural, not a compounded color, producing beautiful fine gray tints of any shade desired. Very finely ground and strong in tinting qualities.

Prices F. O. B. Tamms, Ill.

6 barrels—1¾c per lb. 1 barrel—2½c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Danish Gilders Whiting** is superior to the English Cliffstone Whiting for Kalsomine, Fresco and Putty, because it is finer and more carefully prepared in grinding.

Prices F. O. B. Tamms, Ill.

6 barrels—2c. per lb. 1 barrel—2¼c. per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Send us your next order—Buy direct.**

Stocks of Silver Bond Silica carried in New York, Cleveland, Kansas City, Los Angeles, Chicago and Tamms

## TAMMS SILICA CO.

STOCK EXCHANGE BLDG
CHICAGO, ILL.

MINES & MILLS
TAMMS, ILL.




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## LABOR SAVED AND PROFIT GAINED

(By R. B. Galloway, Richards & Conover Hardware Co., Kansas City.)

**R. B. Galloway, household buyer of Richardson and Conover Company of Kansas City, Missouri, has been thoroughly convinced of the possibilities of electrical appliances in the hands of the hardware merchant during all of his seven years with the Company. The electrical department was introduced by him and is his particular pride.**

First, and possibly the biggest argument, is the convenience and labor-saving so many of our electrical appliances now afford the housewife. Also there is the building that is now going on, especially of modern priced homes, carrying everything electrically that is possible to install. Where the small dealer has a clean stock of electrical appliances, such as fuse plugs, rosettes, receptacles, etc., he is getting a big profit on a small investment, which would go to the electrical stores if he did not carry the stock.

Then too, I think we should look at the labor saved in a home, where the head of the house can purchase the small appliances necessary for their convenience, and install them himself. The high price of labor leads me to believe the electrical appliance sales opportunity is here to stay. Where the hardware dealer is carrying a stock of small appliances, he will certainly play a big part in bringing high priced labor back to a normal basis.

It is the housewife who deals mostly with the hardware merchant, and when she finds out that small appliances can be purchased through her local hardware store this alone will prove a great advertisement, not only for the electrical line, but also for the hardware dealer.

## TRY IT

If you only knew the fun you'd get from smiling,
You would make a chance to try it very soon.
You will never find a pastime so beguiling—
It is jollier far than whining for the moon.

Oh, it makes your day a part of joy and beauty,
For it nearly always brings a quick response.
Though it fails sometimes, you still have done your duty—
And that's the satisfaction that one wants.

For you'll go to happy dreams, if you go smiling,
And perhaps you'll smile a little in your dreams;
You will find it is a habit so beguiling,
That the fun you get is funnier than it seems.

—Vlyn Johnson.



## ELECTRICAL APPLIANCES REPLACE STAPLE HARDWARE LINES

(By James P. Cummings, Mgr. House Furnishings and Cutlery Dept., Schwabacher Hardware Co., Seattle.)

"Why should hardware stores carry flatirons and butcher knives?"

By the term "appliances" we understand the household electrical appliances which are now in such general use. The hardware and general store dealer should give these items attention for the same reason that he gives attention to the predecessors of these lines. The electric iron, for instance, has taken the place of the old fashioned sad iron, and any hardware dealer who passes up carrying electric irons is passing up business that he formerly enjoyed.

The other electric appliances, such as electric toasters, electric stoves, hot plates, grills, percolators, etc., are coming into more general use every day and instead of being looked upon as luxuries are now considered a necessity for every housewife. Moreover, these articles replace the old fashioned wire and cone toasters, wire broilers, cook stoves and coffee pots, and when the dealer does not carry them he not only is losing this business but is giving his customers the impression that he is an old fogey who does not believe in modern goods.

The electric vaçuum cleaner is replacing the broom, and the hardware dealer is expected by the housewife to have this article in stock as he was formerly expected to have household brooms in stock.

Another feature that should appeal to the hardware dealer regarding electrical appliances is the fact that practically all of the electrical appliances on the market are nationally advertised, and the greater part of the selling effort is made by the manufacturer, so that if the dealer displays such commodities his part of the selling is comparatively easy.

Electrical appliances are profitable to the retail dealer, and the hardware dealer who carries a well assorted line of household electrical appliances will find at the end of the year, if he keeps account of that department, that his profits will be much greater than he was making on the old fashioned household appliances that have been replaced by this modern up-to-date line.

---

The Holly-Mar Co. of Centralia, Washington, has been awarded the contract for hardware on the new Elks Temple building there. Each piece installed will have a special Elk design upon it.

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THE POWER BEHIND THE PLUG—136,000,000 SALES APPEALS

*Literary Digest*
*Independent*
*American Magazine*
*Collier's*
*Cosmopolitan*
*Metropolitan*
*Mother's Magazine*
*Red Book*
*Saturday Evening Post*
*Christian Science Monitor*
*Woman's Home Companion*
*Christian Herald*
*Everybody's*
*House Beautiful*
*Leslie's*
*Outlook*
*Photoplay*
*Popular Mechanics*
*Delineator*
*McCall's*
*American Cookery*
*Popular Science Monthly*
*Sunset*
*Good Housekeeping Mag.*
*McClure's*
*Butterick Quarterlies*
*Etude*

**3 for $3.50 OR $1.25 EACH**

# Makes Every Sale Worth While

*Least Sales Resistance* because broad, consistent advertising has made the Benjamin No. 92 Two-Way Plug one of the few electrical devices nationally known by name.

136,000,000 messages this year alone are hammering home the idea of a double utility for every single socket. They are hammering home, too, the fact that "every wired home needs three or more"—and are showing the consumer *why*.

*Greatest Selling Power* because the Benjamin No. 92 is the original Two-Way Plug. It is the only two-way plug with national consumer acceptance. It is a quality plug, great in utility and handsome in appearance.

Valuable Dealer Helps co-operate with you in securing quick turnover. Then, two uses for each socket creates a new market for other electrical devices.

3 for $3.50 makes a dignified sale— lifts your plug sales above the ordinary, and creates satisfaction for consumer and dealer alike.

Your jobber will supply you with Benjamin No. 92 Two-Way Plugs in either single or three-in-one cartons, in any quantity.

*For details write the Advertising Department, 806 W. Washington Blvd., Chicago*

BENJAMIN ELECTRIC MFG. CO.

*Factories:* Chicago and Desplaines, Ill.

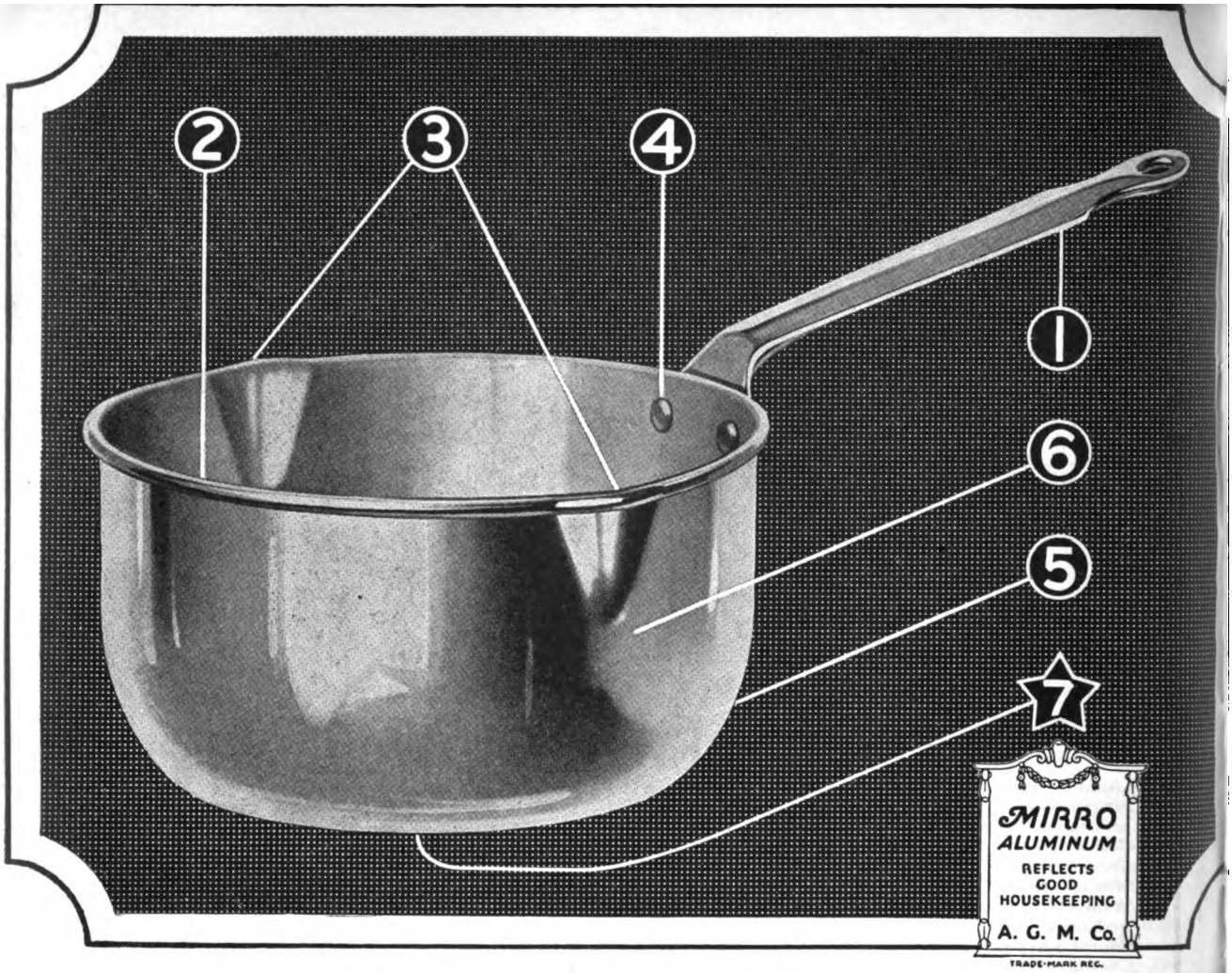
*Sales and Distribution Offices:*
247 West 17th Street, New York 806 W. Washington Blvd., Chicago
560-562 Howard St., San Francisco
Benjamin Electric Mfg. Co. of Canada, Ltd., Toronto, Canada
The Benjamin Electric, Limited, London, England

BENJAMIN PRODUCTS

BENJAMIN

Makers of Things More Useful

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# For the Provident Woman, Mirro

Age does not diminish the usefulness of Mirro Aluminum. Mirro lasts for years, and serves a second generation as faithfully as a first. It is only natural, then, that she who takes thought of the morrow should buy Mirro when furnishing her kitchen.

And Mirro utensils are beautiful, too. This adds to the pleasure in their use. It is for more than beauty and long wear, however, that Mirro utensils are famous. Their features of convenience also make them notable. You do not find these features in ordinary aluminum ware.

**Mark, for instance, in this Mirro Aluminum Sauce Pan:**

**(1) Hollow steel handle, comfortable to the hand, with eye for hanging. (2) Tightly rolled, sanitary bead, free from dirt-catching crevices.** (3) Two correctly formed, easy-pouring lips facilitate pouring from either side.

(4) Strong, flat-headed rivets keep the handle *always* firm and secure. (5) Smooth, rounded edges, easily cleaned. (6) Famous Mirro finish. ☆ (7) Famous Mirro trade-mark, stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Fully to appreciate the significance of this Mirro trade-mark, remember that Mirro is the culmination of more than a quarter of a century's **experience in aluminum ware making, and that back of the Mirro guarantee is the world's foremost manufacturer of aluminum ware.**

**Mirro is sold everywhere at the better stores.**

**Write for miniature catalog.**

**Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.**

***Makers of Everything in Aluminum***

# MIRRO ALUMINUM
## Reflects Good Housekeeping

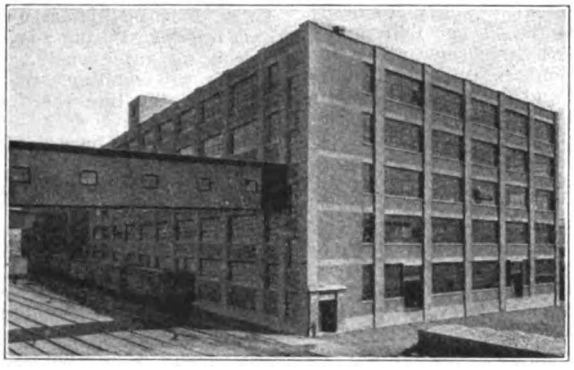
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***The above advertisement will be carried (full page size) in the October issues of the Ladies' Home Journal, Woman's Home Companion, Delineator, Designer, Pictorial Review, Good Housekeeping, and McCall's Magazine.*** **It is through advertising like this, seen every month in the year, in their favorite magazines, that millions of women are made buyers of Mirro Aluminum.**

# Now For 1921

Time passes much more quickly than one realizes. Plans are made for the future and before one can "turn around" that future has become present.

In planning for future business, it is well to plan far ahead and not only to plan, but to act so that when future becomes present you will be ready.



There's tremendous capacity in this big new stove plant. It was built expressly and only for manufacturing Nesco Perfect Oil Cook Stoves.

The demand has been so great for

## Nesco NESCO PERFECT Nesco

## Oil Cook Stoves

that it has been more than we could do to take care of everybody. But a smoothly running factory is catching up and will be ready for your orders.

To make sure of your supplies, it would be well to start right now to contract for 1921 delivery on Nesco Perfect Oil Cook Stoves. These are the stoves with the Rockweave Wick that will not creep or stick.

Write to your jobber about your 1921 requirements and place order promptly.

## National Enameling & Stamping Co.

St. Louis Baltimore Granite City, Ill. Chicago New York New Orleans Milwaukee Philadelphia


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# ACCESSORIES WILL CONTINUE IN GREATER DEMAND

## BE AN OPTIMIST—ANTICIPATE YOUR WANTS, THEN RING THE BELL

Editor HARDWARE WORLD:

The automobile and automobile accessory business stands near the top in the industries of the United States, and is too far advanced for any propaganda against its progress to halt any of its workings very long at a time. There was a little hindrance for a short period that is now blowing over, and wheels are turning practically normal again.

There was never a time when buying through the jobbers and dealers so varied, and conditions so peculiar, as the past few seasons. We have found in some instances in some parts of the country where the jobbers and dealers alike were really hungry for legitimate merchandise, "that they could get delivered," must have something to sell, while in some other sections and some instances the jobbers and dealers alike were afraid to buy anything, and only bought enough to barely keep their doors open, thereby sacrificing on prompt deliveries and paying advanced prices, etc.

The former condition was due largely to optimistic live and growing concerns, which were spreading the right sort of propaganda among the trade, while the latter was only looking for the sort of propaganda that predicted hard times due to quick and acute dropping of prices, and everything going to smash generally, due to the close of the war. And were more hungry for that sort of propaganda to substantiate their theory and beliefs than to be an optimist and spread optimism through their respective territories, stimulating their trade.

I do not believe prices will go to smash all at once, which would be ruinous to thousands, neither do I believe prices are generally and slowly decreasing for a time at least, in this industry, and believe the jobber and dealer alike, while he can be conservative, especially along the line of buying extreme novelties not yet established, or merchandise from so-called "curb stone" concerns, that in six or eight weeks you can neither find the man or his products, but should protect his business and do his business the greatest service by anticipating his wants and place his 1921 orders as early as possible, which helps the jobbers, their dealers, the dealer better serves his trade, and altogether helps the manufacturer to anticipate his production, which assures deliveries, also helping the price situation as well as the service, and no legitimate manufacturer or jobber would decline to protect his trade on future signed orders against any material change.

I personally don't believe there was ever a time when it was so essential for early placing of orders as it is this season. Prepare ahead for your stock, prepare ahead with the right sort of propaganda well distributed among your trade, and do it every day.

It's just like the man who once said he did not have to advertise. He had been in business in the same town in the same building for forty years and everybody knew him, knew what he sold and there was no use in spending his money advertising any more. To such a man I would say, there is nothing so well known in the world today as religion; it is known by every class and race in every country, every city, town and hamlet and dates clear back to John the Baptist, but, you'll notice that every Sunday morning they still ring the bell just the same.

The jobber and dealer is in the merchandise business as a chosen trade, and to get the best results they should anticipate their wants far enough in advance to secure the best service in quality, price and delivery, and then "ring the bell" every day, instead of once a week.

Yours truly,

RUST MANUFACTURING CO.,

Marshalltown, Iowa. E. R. Rust.

## 1921 WILL BE A BUSY YEAR

Editor HARDWARE WORLD:

Our opinion, whatever it may be worth, regarding the present economic situation is that it is only temporary and that we will see a revival of business on a large scale within a month or two—that 1921 will be a tremendous year and that the country's prosperity will be greater than ever before.

We are not in sympathy with crape-hangers and have considerable respect for one Henry Ford, who, we understand, has sufficient confidence in the optimistic viewpoint to not only continue production on the same scale, but is actually planning to increase his production in the near future by about 30 per cent. We understand that Henry is buying material in increased quantities, showing his faith in the future and his wisdom as a buyer in taking advantage of the present situation to buy advantageously.

We are sending out today to all of the jobbers handling our line the following letter, which is self-explanatory:

"There will be no reduction in prices this year and starting January 1, 1921, we will protect you against loss through price reductions for 60 days after the purchase of goods.

"We have recently had a number of inquiries from jobbers asking if any reduction in price was contemplated in the near future. This has suggested to us, in line with our policy of cooperation with our jobbers, that we can work more closely with them in this respect.

"There is no price reduction of any kind possible on our line at present and you may accept this letter as guaranteeing you against any decline in the price of Black & Decker Portable Electric Drills, Electric Valve Grinders or Electric Air Compressors between now and December 31, 1920.

"Furthermore, we take this opportunity of advising you that after that time you will be protected against loss through price reduction for a period of sixty days after purchase of any of our products. This does not mean if conditions make it possible for us to set a lower price on our products that we will give you sixty days notice and defer the reduction for that length of time. If a reduction is possible it will be made promptly, so as to give the ultimate purchaser the benefit and we will absorb any loss which would otherwise be caused the jobber who bought within 60 days before the change in price."

Yours very truly,

THE BLACK & DECKER MFG. CO.,

Baltimore. G. W. Brogan, Adv. Mgr.

## NOT WISE TO CURTAIL PURCHASES

Editor HARDWARE WORLD:

We wish to say that we cannot see the wisdom of curtailing purchases or reducing stocks on the part of either the dealer or the jobber at the present time, except in occasional instances where the jobber or dealer may be overloaded on certain lines.

We do not anticipate any decline in prices in the near future, and if stocks of merchandise generally are allowed to run down to the point where later on a shortage will be created because of the inability of manufacturers to take care of any sudden influx of orders, it will certainly have the reverse effect, and result ultimately in a condition such as obtained during the war period. Manufacturers today are keyed up to substantial productions, but a normal flow of business must be forthcoming to keep the output up consistently to normal demand.

Very truly yours,

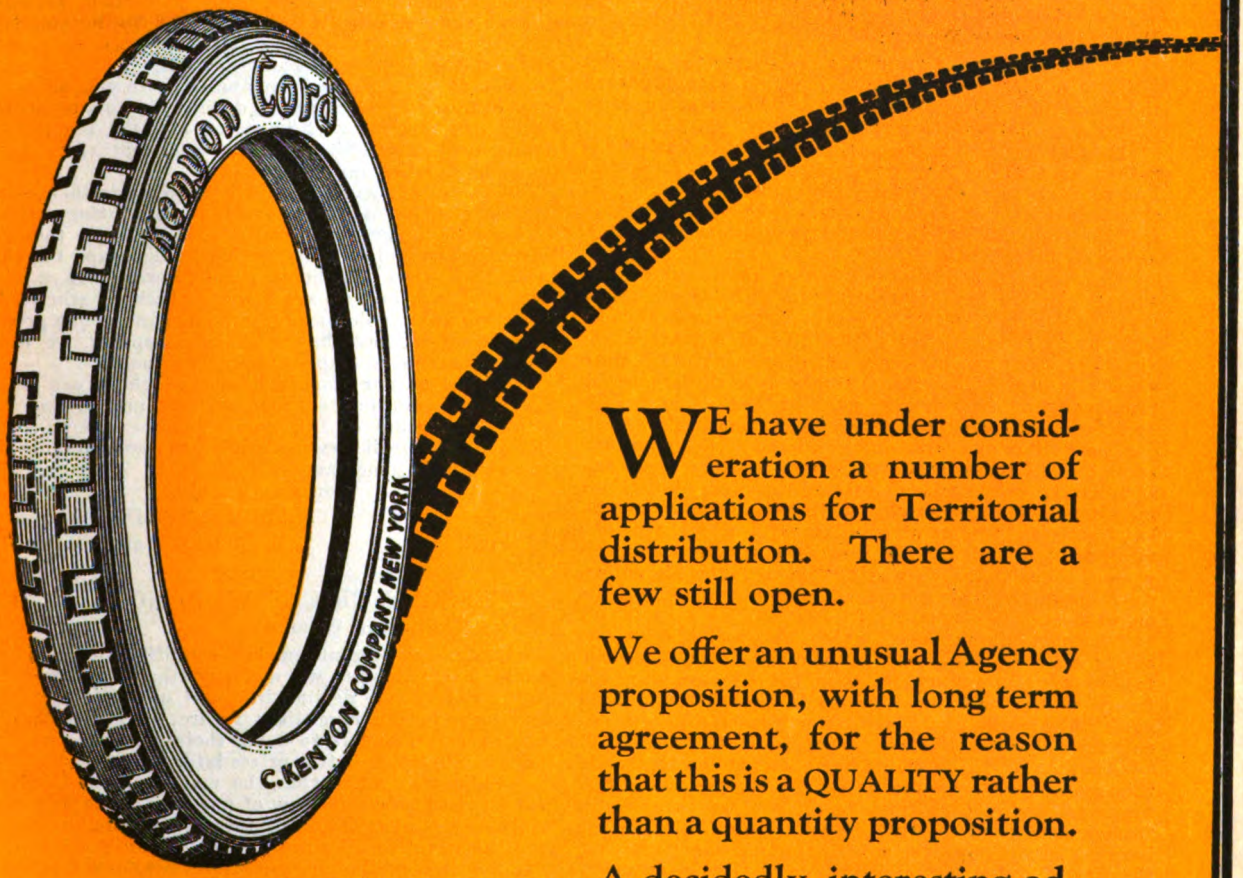
ECLIPSE MANUFACTURING CO.

Indianapolis. R. M. Franklin, Sec.

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# Kenyon Cord

## Tires and Tubes




WE have under consideration a number of applications for Territorial distribution. There are a few still open.

We offer an unusual Agency proposition, with long term agreement, for the reason that this is a QUALITY rather than a quantity proposition.

A decidedly interesting advertising program, with special features.

Cord production exclusively. All sizes from 30x3 to 37x5.

FRANKLIN G. HILL
*Eastern Sales Manager*
754 Pacific Street
Brooklyn, N. Y.

O. S. TWEEDY
*Western Sales Manager*
C. Kenyon Co., *Inc.*
223 Jackson Blvd.
Chicago, Ill.

C. KENYON CO., Inc., *Makers*
*Established 1857*
New York

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# MOST MANUFACTURERS PROTECT AGAINST PRICE DECLINE

## NO POSSIBLE REDUCTION IN ROBES

Editor HARDWARE WORLD:

We do not manufacture anything in the steel line, but the textile goods that we manufacture, which go to the hardware trade, in the way of blankets and robes, are a season good's business which have to be manufactured for a long way ahead and we can see no possible reduction in any of these goods for fall business or for spring business.

Boston. L. C. CHASE & CO.

## ANALYSIS OF TIRE SITUATION

Editor HARDWARE WORLD:

It is a problem to attempt at this time to give any definite advice as to the policy which should govern the trade in making their purchases and placing their orders and specifications for the coming season.

Conditions during the past few months have been rather unusual in the tire industry and it is a well known fact that automobile tires are not moving at this time with the rapidity expected by manufacturers and the trade last winter at the time orders from dealers were being filled.

The present conditions are due to a number of causes. In the first place many manufacturers urged their dealers last winter to lay in larger stock of tires than usual owing to the probability of a marked advance in the price of tires. The manufacturers were sincere in urging these large stocks upon dealers as the previous year had found most of the dealers with depleted stocks when the demand for tires was greatest.

The dealers of course on the advice of the manufacturer laid in these large stocks and in many cases unfortunately the dealers assumed greater obligations than conditions warranted. With these large stocks on hand, the tightening of credits, with which you are familiar, has undoubtedly worked a further handicap upon the dealer, as he was unable to make his collections promptly and consequently unable to meet his obligations.

The non-buying wave which has swept over the entire country, was very largely responsible for the failure of the automobile user to purchase tires as freely as has been his practice in the past and then again the tightening of credits has made it more difficult for the automobile user to meet his obligations.

Another condition which has affected the tire trade this season has been the extremely late season which prevented many cars from being used as early as in former years, and to top the entire situation there has been so many improvements in automobile tires that the tire of today, especially the cord tire, gives many more miles of actual service than did tires a few years ago. This, of course, has the effect of causing the automobile user to use a smaller number of tires per year than has been the practice formerly.

Although the writer will not attempt at this time to offer any advice to the trade in reference to purchasing tires for next year, he believes that many dealers will profit by the experiences they are passing through at this time and will consequently not be as inclined to purchase large stocks of tires this winter as they have in past years.

Not only at this time, but at all times, the writer feels that the trade should exercise the greatest precaution in their purchases of tires to insure that they are purchasing a tire of certain quality, backed by an organization of the utmost responsibility and ability to stand behind the products which they manufacture.

Appreciating that this is not much of a suggestion for the majority of the trade, but trusting that the same may prove of interest, we remain,

Very truly yours,

THE AMAZON RUBBER COMPANY,

Akron, O. A. H. Leavitt, Sales Mgr.

## GOODS WILL CONTINUE HARD TO GET

Editor HARDWARE WORLD:

According to our knowledge, 75 to 90 per cent of the manufacturers are having enormous trouble in securing sufficient supplies of material to satisfy the demands of the wholesalers.

The writer just returned from a buying trip to the East and finds that stocks everywhere are very low and that new supplies are very slow in coming in. In many instances the supplies are completely exhausted. This is particularly true in the light sections of steel, such as small round, bars, band and hoop, etc. Although the writer called on twelve of the biggest steel warehouses he was able to purchase only very, very little of the supplies so badly needed.

You can easily guess the result. There will be hardly any chance for lower prices during the coming season. While the steel market is easing off, yet the railway transportation facilities are so bad that there is no immediate relief in sight.

We are cautioning our jobbers to place their specifications early. Jobbers have taken a waiting attitude and are buying very carefully. This in more than one instance resulted in their having to telegraph for their goods and have shipments come forward via express. Many of our jobbers are losing valuable business, because we are unable to supply the demand at the present time, whereas, had they specified in spring, we would have been able to amply supply their needs.

As far as our line is concerned there can be no reduction. Marquette products have not advanced in price on account of the war and there can be no reduction now until raw materials drop considerably and the supply becomes ample.

Yours very truly,

MARQUETTE MFG. CO., Inc.,

St. Paul. R. E. Lange, Sales Mgr.

## ACCESSORY PRICES WILL NOT DECLINE

Editor HARDWARE WORLD:

Regarding present market conditions from a purchaser's standpoint, we will say, that we cannot see any reason for a decline in metal goods of any kind, any time in the immediate future; and therefore see no reason for buyers to delay their purchases with the hope of obtaining better prices later on.

While we realize that the manufacturer is always expected to take this view of any sort of market conditions and is always an optimist in his opinions regarding sales; yet in all sincerity, we cannot see how there can be any decline in raw materials, any time soon, with the labor and transportation situation as it is.

In addition to this, most every manufacturer has had to absorb a lot of extra costs, such as increased labor, express charges on goods that heretofore he has received by freight, premiums on raw materials that he has been forced to pay in order to keep his plant going, and many other items of this kind which would not enter into the cost of merchandise in normal times.

These additional costs have been in the majority of instances absorbed by the manufacturer; and improvement in transportation, slight declines in materials, etc., will not reflect any decline of the finished product for some time; even if the manufacturer is taking advantage of them in his purchases.

While unquestionably, there is a trend in some lines of business towards something like normal conditions again, we feel that we can confidently say that there is no cause for alarm or fear on the part of any buyer that the bottom is going to drop out of the market; or that better prices can be obtained by postponing their purchases for a time. Yours very truly,

CASEY HUDSON COMPANY,

Chicago. H. C. Pogue, Sales Mgr.

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At the Uniontown Speedway, in the 225-mile Universal Trophy race, Tommy Milton added another victory to the AC Spark Plug record for 1920. His triumphant Duesenberg, which averaged 94.9 miles per hour for the distance, was equipped with AC's. So were the Duesenbergs of Eddie O'Donnell and I. P. Fetterman, who finished third and fourth respectively. These drivers knew that AC Plugs would serve them unfailingly regardless of what was asked of them. Dealers, in selling AC's, know, too, that their customers can ask nothing of AC's that AC's cannot give. That's why it pays to concentrate on the complete AC line. Dealer information sent on request.

Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1,125,727, April 13, 1915. U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending

## These manufacturers use AC Spark Plugs for factory equipment

### *PASSENGER CARS*

Ace
Alsace
American Beauty
Anderson
Apperson
Argonne Four
Bell
Bellanger Freres (France)
Birch
Bour-Davis
Bradley
Buick
Cadillac
Cameron
Case
Chandler
Chevrolet
Cleveland
Cole
Comet
Commonwealth
Daniels
Davis
Dodge Brothers
Dort
Essex
Glide
Gray Dort (Canada)
Hamlin-Holmes Front Drive
Hanson Six
Hatfield
Haynes
Hudson
Hupmobile
Jackson
Jordan
Kenworthy
Kissel Kar
LaFayette
Leach Power-Plus Six
Liberty
Locomobile
Maibohm
Marmon
McLaughlin (Canada)
Meteor
Mitchell
Monroe
Nash
National
Nelson
Oakland
Oldsmobile
Packard
Paige
Pan
Paterson
Phianna
Pierce-Arrow
Pilot
Porter
Premier
Reo
Re Vere
Roamer
R & V Knight
Saxon
Scripps-Booth
Walden W. Shaw
Sheridan
Singer
Standard Eight
Stanwood
Stearns-Knight
Stevens-Duryea
Stewart
S-S-E-Co
Tarkington
Texan
Vogue
Westcott
Dependable
Diamond T
Diehl
Dodge Brothers
Duty
Elmira
Federal
Frontmobile
F-W-D
Gary
Golden West
Gramm-Bernstein
G & J (Canada)
G. M. C.
Hahn
Hall
Harvey
Hendrickson
Hewitt-Ludlow
Highway-Knight
Hurlburt
H. R. L.
Independent
Italia
J & J
Kalamazoo
Karavan
Kearns
Keystone
Kissel
Kleiber
Klemm
Koehler
Low-Bed
L. M. C.
Maccar
Maibohm
Master
Maxim
Menominee
Moreland
Napoleon
Nash
Nelson-LeMoon
Netco
Noble
O. K.
Old Reliable
Oldsmobile
Oneida
Oshkosh
Packard
Paige
Parker
Patriot
Pierce-Arrow
Pittsburgher
Ranger
Reo
Reynolds
Riker
Robinson Fire Apparatus
Rock Falls
Rowe
St. Cloud
Sandow
Sanford
Schwartz
Signal
Sterling
Stewart
Stoughton
Sullivan
Super
Texan
Tiffin
Titan
Tower
United
Universal
Ursus
Walter
Ward-La France
Watson
White
White Hickory
Wichita
Wilson
Wolverine
Dart
Do-It-All
Eagle
Flour City
Holt
Howell
Knox
La Crosse
Lauson
Linn Road
Minneapolis
New Britain
O. K.
Oldsmar Garden
Pioneer
Samson
Sawyer-Massey (Canada)
SpryWheel
Stockton
Tioga
Topp-Stewart
Turner-Simplicity
Ursus
Wetmore

### *ENGINES*

Associated
Beaver
Bessemer Gaso-Kero
Buda
Buffalo
Capital
Continental
Curtiss
Doman
Duesenberg
Eclipse
Fairmont Railway
Falls
Frisbie
Galloway
Gray
G. B. S.
Hall-Scott
Herschell-Spillman
J. V. B. Marine
Knox
Lathrop Marine
Midwest
Milwaukee Gasolene Locomotives
Minneapolis
Red Wing Thoroughbred
Roberts
Rutenber
Scripps
Speedway
Sterling
Straubel
Trego
Union Marine
Van Blerck
Veerac
Vim
H. J. Walker
Weber
Wisconsin
Woolery
W. S. M.

### *COMMERCIAL CARS*

Ace
Acme
Ahrens Fox Fire Trucks
American-La France
Apex
Atco
Available
Bell
Betz
Boilstrom
Bradley
Bridgeport
Brinton
Brockway
Buffalo
Chicago
Collier
Comet
Conestoga
Dart
Defiance

### *MOTOR-CYCLES*

Briggs-Stratton Motor Wheel
Excelsior
Henderson
Johnson Motor Wheel

### *TRACTORS*

Advance-Rumely
Appleton
Avery
A & T
Bates Steel Mule
Beeman Garden
Boring
Buffalo
Bullock Creeping-Grip
Case
Clark

### *FARM LIGHTING PLANTS*

Automatic
Daytonlite
Delco-Light
Dynelectric
Electrion
Fairbanks
Genco Light
Globe Light & Power
Lalley-Light
Lucolite
Meyerlite
Nan-Ki-Vel
Northlite
Owens Light & Power
Perfection
Powerlite
Roco
United
Wesco

### *MISCELLANEOUS*

Austin Mfg. Co.
Domestic Engine & Pump Co.
Ingersoll-Rand Air Compressors
Koehring Road Pavers
Maytag Washing Machines
Mudge Railway Cars
Perfect Power Sprayers
Sullivan Portable Air Compressors

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# ACCESSORIES WILL BE IN STILL GREATER DEMAND IN 1921

## SHOULD BE NO HESITATION IN ORDERING

Editor HARDWARE WORLD:

Our suggestion would be that the trade, namely, wholesale and retail, do not hesitate in any way in placing their purchase orders as they have usually done in the past.

This would be more applicable to the iron and steel market, inasmuch as our product is made wholely from steel, and due to the great shortage of this class of material in comparison with what the country is able to produce and what the world is demanding today, it would appear to us that this article will become more scarce as we enter into the future. There are many avenues that have not as yet even received any of their quota of steel, due to the reason there has been a great scarcity, which has been diverted into other lines.

When you take into consideration the advance now being granted to the transportation system of this country and the situation that they are in as to their equipment, etc., their purchases no doubt will be tremendous very shortly; in fact we might say will be without precedent in comparison with what they have been granted in the way of rates.

Although there is a tendency at the present time to readjust the price market, we can not see just where it will have a tendency to lower prices in any way, especially articles that are of a staple nature and must be required in order to keep the wheels of industry moving. Prices in some lines have been out of gear, but where such prices have been found to be higher than they should be they have been found to be applicable to items that have been called "non-essential," but prices on these items will soon be reconciled according to general conditions and we can not see anything but a continued period of prosperity for a number of years to come.

Trusting these few words will be of value to you in advising the buying trade in general, through the "HARDWARE WORLD," we are,

Yours respectfully,

HIGGINS SPRING & AXLE CO.,

Racine, Wis. Geo. L. Pederson.

## NO POSSIBILITY IN DECLINE IN SPARK PLUGS

Editor HARDWARE WORLD:

There is no question in our minds but that this is the time when both retail and wholesale trade should order in conservative amounts, taking in consideration, however, the length of time that shipments are in transit under the present abnormal freight conditions. That they should exercise considerable care in placing large orders, particularly in those lines which have been advanced in the past year seemingly out of proportion with their general trend of prices, due in many cases to shortage.

There is no question but what there will be declines in the next six months in some lines, but without reduction costs of labor and steel, many items can not be reduced in price. There have been practically no advances in the spark plug field since the first of the year, and there seems to be not the slightest possibility of a decline.

It would seem to us that the trade should exercise particular care with reference to such items as are not absolute necessities, as money tightning up on the part of the buying public will undoubtedly affect these things first.

Yours very truly,

TUNGSTEN MFG. COMPANY,

Marshalltown, Iowa. H. E. Woodward, Sales Mgr.

## TIRE DEALERS PROTECTED IN PRICE

Editor HARDWARE WORLD:

There is no question but what the tire business or rubber business in general will show a great improvement between now and November 1st.

There has been for the past sixty days an overproduction of tires in certain kinds—that is—the great falling off in demand for fabric tires has created an over- production of fabrics, while the cord tires, which have been constantly on the increase, there is a shortage of.

The over-production, however, for the past month has been gradually diminished and we believe this over-production will be entirely used up within the next thirty days when matters will again become normal.

We believe that it is advisable for both wholesale and retail concerns to decide at as early a date as possible the line that they intend to push for the coming season and get their orders placed so as t allow the manufacturers to meet their shipping dates promptly, as it is customary with the rubber companies to give dating on all spring dating orders or on orders booked during the months of October, November and December for January or later shipments, and as has been the custom with rubber companies to guarantee against any decline in price for a term of sixty days from the date of shipment and on spring dating orders for the term of the dating, the wholesale or retail dealer has nothing to lose and has the assurance of having his goods when needed.

Furthermore, he has sufficient time by making an early decision to lay his plans and do the necessary missionary work to get his share of the business when the season does open up.

Care will have to be exercised by both wholesale and retail dealers the coming year, as the tendency will undoubtedly be to hold off their buying based upon the experience of the past spring, which was extremely late, and which, therefore, was not conducive of an early volume of business in the tire line.

This may never happen again and great care should be exercised, as undoubtedly a great many of the dealers will be caught short-handed should we enter into an early season in 1921.

Yours truly,

THE MASON TIRE & RUBBER CO.,

Kent, O. J. H. Diehl, Vice Pres.

## MONTANA DEALERS USING CARE

Editor HARDWARE WORLD:

We believe the hardware trade in this section are realizing more and more, the necessity of buying in smaller quantities, which gives them an opportunity of greater turnover, also enables them to carry a more complete stock.

The merchants find that by buying their requirements frequently and in small quantities the chances for accumulation of dead stock is nearly eliminated.

In spite of all that is done to prevent it, dead stock will creep in and it behooves the merchant to get his cost out of these goods as soon as possible and, if necessary, to take a loss to move them and to put this money into saleable merchandise. The longer dead stock is carried on hand, the more expensive it becomes and the harder it is to move it.

On account of the restrictions of credit, it is up to the merchants to follow their accounts closely and to shorten the length of time extended to their customers. Yours very truly,

MONTANA HARDWARE CO.,

Butte, Mont. E. S. Woodland, Mgr.

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**No Jerking**
**No Slipping**
**No Loss of Power**
**No Chattering or Glazing**
**No Evil Effects From Hot Oil**
**No Lack of Strength and Endurance**

*Send for Samples and Discounts*

**Vogt Manufacturing Corporation**
*Weavers for More Than Forty Years*
ROCHESTER - - - NEW YORK

*Distributors Middle West and Far West*
*HUGHSON & MERTON, Inc.*
*1449 S. Michigan Avenue, Chicago* *9 Main Street, San Francisco, Cal.*

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# PREDICTIONS ARE THAT GOODS WILL BE AS SCARCE IN 1921

## BUY SMALLER QUANTITIES MORE OFTEN ON A COST BASIS

Editor HARDWARE WORLD:

We have for the past two months been using our very best efforts in directing the retail merchants in our line to employ more conservative methods in the operation of their businesses. We have in a great many instances urged the retailer to place his business on a cash basis and to exercise extreme caution in extending short time credits.

We have also urged them to buy smaller quantities and more frequently, thereby reducing their stock and using more staple lines. The results along this line so far have been quite satisfactory, and while the volume of business has been considerably reduced, we believe the retail merchants have placed their affairs on a much more satisfactory basis.

Where accounts have accumulated and become past due with our customers, we have, in many cases insisted that they buy on a C. O. D. basis until their present past due accounts had been settled. In some other cases, they have voluntarily bought in smaller quantities on a C. O. D. basis.

We believe the acute crisis in the present conditions have passed some time ago, and a much better feeling exists now.

The crop conditions are looking exceedingly favorable, and we believe that another thirty days will bring considerable improvement.

One of the large agricultural products in our section is beet sugar and the acreage this year is nearly double that of last year and the yield per acre will be very satisfactory. The farmers will receive from $13.00 to $18.00 per ton for their sugar beets when delivered to the factory, and when this crop is harvested, we expect conditions will be in much more satisfactory condition throughout our territory. We, therefore, believe that while we will do a reduced volume of business from that anticipated for the year, conditions will right themselves a little later on.

Yours respectfully,
MOTOR MERCANTILE COMPANY,
Salt Lake City, Utah. By A. D. McMullen, Pres.

## KEEP WELL ASSORTED STOCKS

Editor HARDWARE WORLD:

It is rather a difficult proposition, under existing conditions, to prophesy as to what the fall and winter will bring to us. Consequently, we shall be a little on the conservative side in giving advice to our customers.

Frankly, we do not anticipate any reduction in prices in hardware lines. There is absolutely nothing to indicate such a possibility for some time to come, but taking everything into consideration, we would recommend that both wholesalers and dealers should buy sufficient to give them well assorted stocks. We do not suggest heavy purchases, and on the other hand, we would greatly discourage the putting off of buying until stocks were seriously depleted.

Yours very truly,
BUTTERFIELD & COMPANY,
Derby Line, Vt. L. H. Laythe, Sales Mgr.

## ACCESSORY PRICES WILL ADVANCE BY DEC. 1

Editor HARDWARE WORLD:

In reply to yours of the 26th, we beg to advise that we firmly believe that it is profitable to make purchase between now and December 1st, as an increase in price will no doubt take place at that time.

Yours truly,
MODERN ELECTRIC & MACHINE CO.,
Indianapolis. T. A. Meyer, Pres.

## ACCESSORIES IN GREATER DEMAND THAN EVER

Editor HARDWARE WORLD:

For six years we ran our factory 24 hours a day without laying our men off at any time, except on Sundays, starting in Sunday night and continuing through the week until the next Sunday morning. Now, as stated, we kept this up for six years. During that time we had, of course, as other manufacturers had frequently, a great deal of trouble in securing material but always by express by paying premiums and otherwise we were able to keep our factory going.

We greatly increased our facilities and added new equipment in January and have tried to continue the same policy this year, but for more than 60 days now our factory has been closed down from one-half to two-thirds of the time because of our inability to get material to keep our plant running.

We have had an increase in our business for the first six months of 1920 amounting to more than $100,000. On the first of August last year we had on hand made up ready for shipment more than $100,000 worth of merchandise. On the first of August, 1920, we will not have a dollar's worth of merchandise made up for shipment and the big months in our line are August, September, October and November, but on the other hand, we are greatly behind. Under the circumstances, as we see it, there is just one thing for the jobbers and the retailers to do and that is to anticipate their wants.

There may be less cars sold during the coming year than in the past years, but we feel that the demand for accessories and everything needed in the use of automobiles will be more greatly needed during the coming year than ever before.

Sincerely yours,
FRANK ROSE MFG. CO.,
Hastings, Neb. D. D. Duncan.

## NO DECLINE IN LUBRICATING OILS

Editor HARDWARE WORLD:

In view of the interruptions to shipments in carload lots to distributing points, and from there to customers in L. C. L. lots, caused by the numerous embargoes, delays, etc., that we have had in the past, and of which there is every reason to believe there will be a continuation in the future, and in view of the increased freight rates that are surely coming, we believe it advisable for every retailer to stock up on all commodities to the extent that his locality demands, and his ability to pay for according to the billing terms will warrant.

In our opinion there will be no declines in the price of staples like Havoline Oil.

Yours very truly,
INDIAN REFINING COMPANY,
New York. Geo. F. Fox, Sales Mgr.

## PRICES ON AUTOMOTIVE EQUIPMENT WILL NOT DECREASE

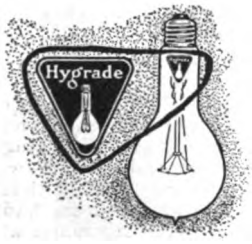
Editor HARDWARE WORLD:

There is not one chance in a thousand of prices going down between now and the first of the year.

As a matter of fact, at the present time we are buying steel at a higher level than at any time during the past two years, and this, of course, together with the labor situation, does not indicate that prices can possibly fall very much.

Yours very truly,
APCO MFG. CO.,
Providence, R. I. Thos. F. Wilson, Pres.

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This trademark—always in red—on every Hygrade lamp and carton—the mark of a lamp persistently well made and persistently well sold.

## Persistently Well Made

The Massachusetts habit of making things thoroughly has been responsible for much of the success of the Hygrade Lamp Company.

For Hygrade Lamps are not good by accident, but are made all the time up to the very high standard which we have set for ourselves.

A friendly policy of cooperation with the dealer, by which he has been freed from annoying restrictions and enabled to make a good profit on every sale, has done the rest.

Do you know how much profit Hygrade Lamps would bring you?

**HYGRADE LAMP CO**

GENERAL OFFICE AND FACTORY SALEM MASS




# BUR-NOR All Steel HATCHETS




**Standard Equipment on 26 U. S. Railroads**

**Made in 21 Styles**

GUARANTEED NON-BREAKABLE

*ORDER THROUGH YOUR JOBBER* *WRITE TO US FOR PARTICULARS*

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## "You Can Trust That Spring"

THAT is the basis on which you can sell Harvey Springs. The car owner can trust them absolutely because they are built on such rigid standards that possibility of breakage in ordinary usage is simply out of the question.

Harvey Springs are specially designed for easy riding and great strength. They're boltless—no weak spots in them. And they're tempered exactly right, each leaf exactly the same by the patented Harvey process. Then, too, they are put to the supreme Harvey test for strength—a test under such great force that no ordinary spring could endure it. That's why we guarantee Harvey springs against breakage or sagging. The margin of safety, the reserve strength, is so great that Harvey Springs live up to their guarantee even under emergencies.

Harvey Springs mean protection to the dealer—and more sales. Dealers are well supplied with sales helps, movie slides, window decalcomanias and inside wall posters as well as the helpful Harvey Spring Book.

There's a jobber near you who can supply you on short notice with any of the 1500 Harvey Springs. Write to us or to your jobber for the new Harvey Book.

Easy Riding

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Guaranteed

**Harvey Spring & Forging Co.**
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# BRIGHT STAR PRODUCTS

BRIGHT STAR BATTERIES GIVE LONGEST SERVICE, HAVE EXTRA STRONG RECUPERATIVE POWERS, AND GUARANTEED SHELF LIFE.









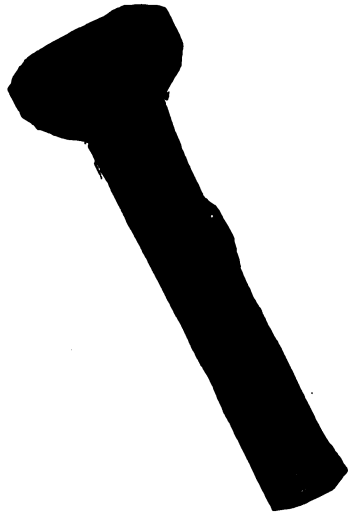
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BRIGHT STAR BATTERY CO. TRADE MARK BRIGHT LIGHT

## SERVICE







**BRIGHT STAR CASES HAVE PATENTED NON-SHORT-CIRCUITING FEATURE AND DOUBLE CONTACT ON BOTH NICKEL AND FIBRE CASES.**

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# DELAY IN ORDERING OFTEN MEANS DISAPPOINTMENT IN GETTING

## FILE MANUFACTURERS KEEPING BUSY

Editor HARDWARE WORLD:

At the present time the tendency is towards close buying and while we are manufacturers, we do not believe it would be sound advice for us to suggest to jobbers that they buy "wide open," but on the contrary if we were in the jobbing business we feel that we would be very careful in buying at present, even though we, as manufacturers, do not feel that prices will fall off for some time to come, as in our line labor and the price of raw materials as well as all other materials are stiff and do not show a downward tendency.

Naturally we feel we know a little more about our own business than general business and we find ourselves today with considerable number of orders on hand with shortage of good labor to produce same, and we feel that it will be some time before we are able to "catch up" on orders.

Very truly yours,
McCAFFREY FILE CO.,
Philadelphia. J. J. McCaffrey, Treas.

## DELIVERY OF GOODS MOST IMPORTANT

Editor HARDWARE WORLD:

In regard to the policy which should govern the trade, both wholesale and retail, in making purchases for the coming season, we wish to state that our policy is to purchase according to our regular requirements, however, conservatively, by using care not to purchase beyond our requirements.

We are making due allowance for delays in transportation and the inability of manufacturers to meet promptly the demands made upon them.

We do not anticipate any appreciable reduction in price. We are urging our customers to cooperate with us by anticipating conservatively, and we would not advise deferring the placing of orders for the prospect of obtaining lower prices, because the question of delivery is an important one.

Yours very truly,
ALVORD REAMER & TOOL CO.,
Millersburg, Pa. F. T. McGuire, Pres.

## NOTHING TO BE GAINED BY DELAY

Editor HARDWARE WORLD:

Any dealers who delay placing their orders for padlocks or builders' hardware can only be working to their own disadvantage. Transportation conditions are not much improved, there is possibly more labor available in some sections, notably in those sections where textile mills are grouped. In other sections shortage of labor continues.

The steel situation is not materially improved, and it is becoming increasingly difficult to get anything which is casted. Moulders have deserted their trade and gone to less strenuous occupations. There is not nearly enough foundry capacity of any kind to at all meet requirements. Probabilities are many factories will have to run very short time, or close down entirely, this winter because of lack of fuel.

The Lancaster District will not be so much affected as some other sections because nearly all Lancaster industries run by current from electric power generated by a large hydro-electric plant on the Susquehanna River, a short distance from Lancaster.

Generally there is nothing to be gained and much to be lost by deferring the placing of orders for padlocks and builders' hardware at the present time.

Yours very truly,
THE SLAYMAKER LOCK CO.,
Lancaster, Pa. S. R. Slaymaker, Gen. Mgr.

## NO LOWER PRICES ON SPARK PLUGS

Editor HARDWARE WORLD:

We believe that both the wholesale and retail trade should watch their purchases very closely for the coming season and especially in order that they do not overbuy on slow moving merchandise and that they have sufficient stock of all merchandise on which there is a good demand.

We do not believe that the wholesaler or retailer can afford at this time to allow their stocks to run down and especially so due to the fact that transportation conditions are very bad and they must protect themselves against delay in shipping.

Insofar as we are concerned there will be no lowering of prices in our lines and from what we have been able to gather it looks as though there will be an increase in many lines rather than a general lowering of prices. Yours very truly,
CHAMPION IGNITION CO.,
Flint, Mich. W. S. Ishmond, Sales Mgr.

## ALL STEEL PRODUCTS WILL ADVANCE

Editor HARDWARE WORLD:

It is our opinion that there will be an advance in the price of all steel products instead of the price being lowered. We do not see how it would be possible to be otherwise with the present condition of the steel market.

Our advice to merchants is to place their orders now.

Very truly yours,
WILL B. LANE UNIQUE TOOL CO.,
Chicago. By Will B. Lane.

## AIR COMPRESSOR EQUIPMENT WILL BE IN ACTIVE DEMAND

Editor HARDWARE WORLD:

We doubt if anyone is capable of giving even a reasonably correct prophecy on the price tendency between now and next March and it is certainly impossible to foretell the sales market, as this is purely a matter of public psychology.

Such analysis of the future, as we are able to make, relates purely to our own line and this, of course, means that we are dealing with only a limited field. There are particular reasons why compressor equipment should be in active demand and, perhaps, this also applies to other commodities. It is true, certainly, that a shortage of machinery does exist, and, perhaps, we may look for a continued sale of all worthy mechancial equipment for some time to come, but in the case of compressors recent developments have made present equipment througnout the country notably inadequate and the proprietor who senses this situation is replacing his equipment with larger machines of different characters.

Even though such a circumstance exists, the sales are bound to be limited if the present jobbers' state of mind prevails throughout the winter. Actual need for merchandise is not always a convincing reason for the buyer's action. Unless his own business is flourishing, he is apt to be reluctant to spend money for equipment.

With good crops in prospect and the mining industry in healthful condition, with the railroads returned to normal condition, there is reason to anticipate good business. In that event, we feel safe in saying that, so far as compressor equipment is concerned, next year will break all existing records. This rather indefinite outlook is the very best we can give at present writing.

Very truly yours,
BRUNNER MFG. COMPANY,
Utica, N. Y. J. H. Mehan, Sales Mgr.

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# Order Now!

Be prepared to meet the demand for LOCKWOOD Hood and Radiator Covers at the first sign of cold weather.

Order your LOCKWOOD Hood and Radiator Covers now.

For complete information send to the Kansas City office for the new LOCKWOOD Catalog.

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# Sterling Jacks Never Fail




Safest and most dependable Jacks made, representing the highest development of sturdy construction.

Correct design and workmanship insure greatest capacity durability, safety and more perfect ease of operation than any other Jacks of equal size.

Sterling Jacks are absolutely guaranteed.

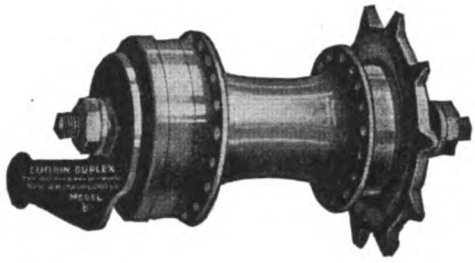
Sold by leading jobbers and dealers. Ask for catalog of 14 sizes.

Republic Auto Parts Co.

81 Tenth Street Long Island City, New York

A SIZE FOR EVERY CAR

# *Here's the Plain Unvarnished Truth!*



A coaster brake is not a mere ornament. Bicycle riders do not buy coaster brakes simply because they **want** them, but because they absolutely **need** them.

The brake that works well **today** and falls down **tomorrow** is not the brake that gives your customers that confidence in you and your merchandise which you must **win** and **hold** if your business is to expand and prosper.

# CORBIN DUPLEX COASTER BRAKE

For almost twenty years Corbin has built confidence into its products. **Safety, ease, comfort, labor-saving** have been developed to the highest degree. **Strength, dependability, endurance** have been promoted to outwear the bicycle itself. Cost of construction always has been a minor detail compared with quality excellence.

It therefore stands to reason that Corbin Duplex and Two-Speed Coaster Brakes stand for business permanency—steady, profitable sales plus customer-confidence that ultimately is reflected in full buying power.

## CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

**NEW BRITAIN, CONN.**

**Branches: New York Chicago Philadelphia**

***Makers of Corbin Duplex and Two-Speed Coaster Brakes, Corbin-Brown Automobile, Motor Truck and Motorcycle Speedometers, Corbin-Brown Tachometers, and Corbin Automatic Screw Machine Products***

*Ride a Bicycle*



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**Peerless Commercial Fender No. 5**

Especially built for Ford One-Ton Truck when equipped with 32x4½ pneumatic tires—matches Ford Front Fenders.

**Retail Price, $8.50 per Pair**



**Peerless Radiator for Chevrolet Cars**

The latest addition to the Peerless line and a fast mover with the trade. **Retail Price, $40.00**



**Peerless Fenders for Ford Cars Nos. 16 and 17**

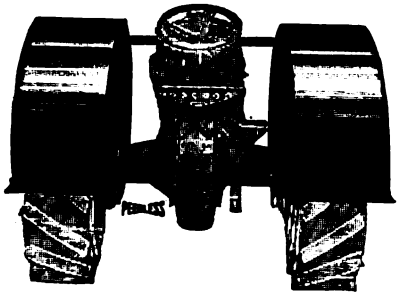
No. 16 fits Ford cars up to and including 1916.

No. 17 fits cars from 1917 to 1920.

An exact duplicate of the Ford Fender.

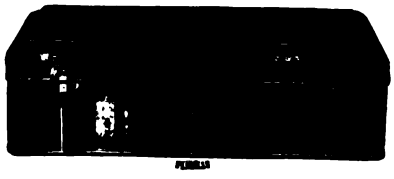
**Retail Price, $30.00 per Set**

# PEERLESS PRODUCTS



**Peerless Fender No. 8 for Fordson Tractors**

A necessity that is rapidly reaching large proportions and selling everywhere. **Retail Price, $40.00**



**No. 30 Peerless Tool Box**

A common-sense place to carry tools. All steel with two coats of black enamel-baked on.

**Retail Price, $2.75**




**No. 12 Peerless Combination, Radiator, Hood and Dust Shield**

Makes an old Ford look like new. Adds to appearance 100 per cent.

**Retail Price, $40.00**

Everyone familiar with the automobile business knows that Peerless Products are QUALITY Products. They are easily sold and stay sold—because they give satisfaction to the customer. If you haven't our latest catalog—write for it.

## The Corcoran Mfg. Co., Norwood, Cincinnati, Ohio

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*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE CO., Trenton, N. J.**

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# SUCCESS MEASURED BY ABILITY TO TURN STOCK

## FRANK EXPRESSION FROM AN ACCESSORY MANUFACTURER

Editor HARDWARE WORLD:

We do not wish to have our name appear regarding any article relative to business conditions.

We cannot see any great tendency towards lower prices, but we do believe there is a decided tendency towards a slackening of business due to the banks having materially cut down on credits, and the high interest rate prevailing.

We do not believe it is prudent to delay placing orders with the idea of getting lower prices, but if there should be a delay in placing orders, it should be simply with the idea of letting stocks get to a minimum in order to assist in deflation, and to put money into the banks so that there will be no shortage of funds in order to move the coming crops.

The only reason we can also give for not suggesting orders be delayed too much is that there is going to be traffic congestion just as soon as crops move, and unless customers get a stock into their house to carry them, at least for the present and up to the first of the year, they will probably find themselves seriously embarrassed later on, when you also consider that during the winter months, due to bad weather, traffic is always delayed.

We do not believe that it is prudent to make commitments beyond the first of the year, except on certain items on which it is difficult to get deliveries.

We see quite clearly for the first of the year, and do not see any cause for any decline in prices; except on a few commodities there may be a somewhat lowering of price, but in the hardware line we do not believe there is going to be any change that should cause a hesitation on the part of the buyer.

On such items as rubber goods there will probably be a slight decline, also there are a few other items that we might mention, but on items where metals are concerned we can quite clearly see no decline in price for the balance of this year.

Yours very truly,

## IF A CHANGE OF DIET COULD BE HAD

Editor HARDWARE WORLD:

On account of the uncertainty in market conditions and the stringency of money at the present time think the careful hardware merchant should buy as near home as possible, buy often and in small quantities until conditions right themselves.

History of market conditions after the civil war and also the Napoleonic wars, showed that when goods started to decline they declined approximately 10 per cent each year until they reached their proper level.

We expect some declines in hardware which will be brought about more by the efficiency of labor than due to the declines of raw materials.

After the armistice was signed the government asked the U. S. Steel Corporation to establish a price on iron commodities that would let the country go on and develop—they established such prices and have held to them. Some sharp-shooters outside of the corporation have asked and gotten prices far in excess of the prices named by the corporation, but the basic prices on most lines of hardware have never been unreasonable as compared with some other lines of goods.

We, therefore, do not expect the dropping off in values that may come in other manufactured goods. It is too bad the common people could not eat pig iron and wear tin clothes and sweeten their coffee with sugar of lead.

Yours truly,

GEO. A. LOWE COMPANY,

Ogden, Utah. By J. R. Cooper, Treas.

## EXPECT HEALTHY CONDITIONS TO CONTINUE

Editor HARDWARE WORLD:

We are not prepared at this time to form an opinion regarding conditions that will prevail the last quarter of this year and cannot conscientiously advise the trade to either buy or not to buy for later delivery. It is our belief, in so far as the rubber business is concerned, that any overplus of production that has been created by the delayed spring season will be absorbed by the first of October and that from that time on the same healthy condition that has prevailed heretofore will be again in effect. Whether this will apply generally or not we think is too difficult a situation to analyze.

Very truly yours,

EMPIRE TIRE & RUBBER CORPORATION,

New York. F. I. Reynolds, Vice-President.

## ASBESTOS WILL NOT DECLINE

Editor HARDWARE WORLD:

From the best information at hand at this time, there does not seem to be the remotest possibility of any decline in the cost of asbestos. The market has constantly advanced in the past few years and at the present moment is higher than it has been any time in the past. A complete breaking down of the automobile industry is the only thing, in our judgment, that could possibly force asbestos to a lower level, and in views of the supply that is available, it would seem that any shrinkage that might come in the industry could hardly be expected to force this material to a lower cost level.

In view of the present conditions we cannot see the wisdom of any concern buying far into the future, on the other hand, we can see no object in the trade refraining from buying a sufficient quantity of our products to meet promptly their current demands.

Very truly yours,

STAYBESTOS MFG. COMPANY,

Philadelphia, Pa. E. B. Knowles, Secretary.

## DELAYS IN ORDERING WILL MEAN DISAPPOINTMENT IN GETTING GOODS

Editor HARDWARE WORLD:

It is our belief that the coming season is going to be the best one in the history of the country. However, we do not believe that it is good policy to load up on any line, but the merchant or jobber who does not have enough stock on hand to supply the created demands is going to be the loser.

We do not believe that prices are going to lower materially and in any event it does not seem as though the price is going to come down except in the gradual way. While the market may break on some one or two items, in the main, through the hardware trade, the steady decline is going to be the rule.

Our advice to both the wholesale and retail trade would be to keep up stock, but do not speculate on the market. We believe that the ones that will do this are going to be the winners during the readjustment. It is our sincere belief that the dealer who delays purchasing in order to obtain lower prices is going to be disappointed in two ways. They are not going to have any reduction in prices and they are going to be out of merchandise. That is going to lose them many sales and much profit.

We advise, keep up stock but do not speculate.

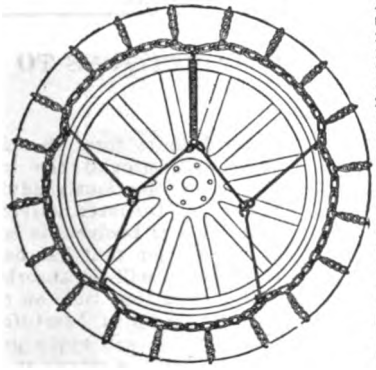
Yours very truly.

HERCULES PRODUCTS COMPANY,

Council Bluffs, Iowa. Ben W. Freiden, Pres.

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**SAVE YOUR FENDERS** Merchant's Anti-Skid CHAIN TIGHTENER



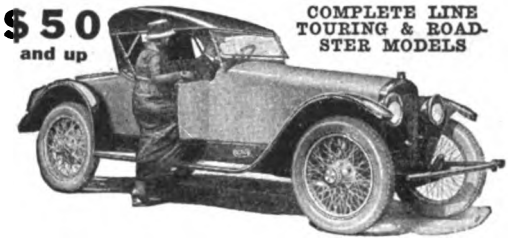
Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords**

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, **AUTOMOBILE ACCESSORIES** send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

**NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago**

# THE ROMORT AIR & WATER STATION

## Twice the service in half the time

## *Advertising Power* —

As a business builder the Romort Air and Water Station has no equal, for it is not only an advertisement that can be seen but one that can be used. With its electrically lighted globe it is on the job both day and night, ever ready to serve your customers with the best air and water service possible.

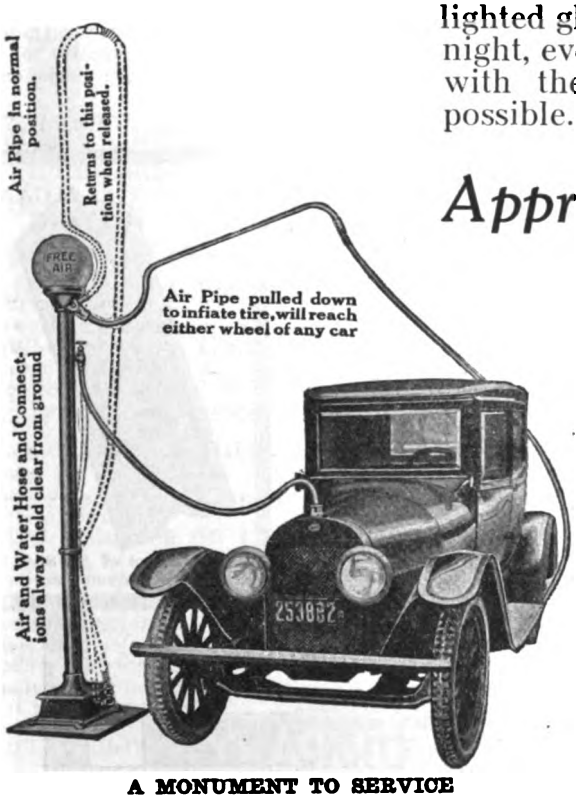
## *Appreciated Service* —

Car owners and drivers will go out of their way to use the Romort for they know the air hose will never be dirty or grimy to soil the hands and clothing, and water service will be available at the curb without trouble and loss of time.

*Dealers write or wire for full details*

Manufacturers
**THE ROMORT MFG. CO.**
**Oakfield, Wis.**

Sales Dept.
**THE ZINKE CO.**
**1323 Michigan Ave., Chicago, Illinois**




A MONUMENT TO SERVICE

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K-9 Adjustable Wrench

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

## A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

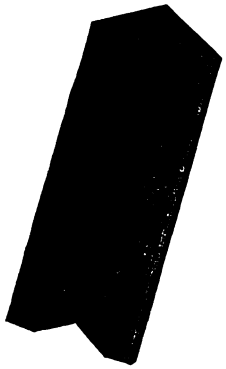
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

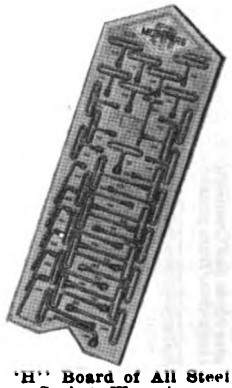
The Mossberg reputation for strength and service helps you to make your sales — it builds your business.

Write for complete 1920 catalog.

WALTER L. TUTTLE,
President and General Manager
FRANK T. CHASE,
Treasurer and Sales Manager
EVERETT L. FORD,
Secretary and Superintendent.



"600" Board, Assortment of Ford Necessities



"H" Board of All Steel Socket Wrenches



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Built 1914. Cost to Build and Furnish, $8,000.



Burned 1919. Cost to Build and Refurnish, $15,260.



## Homes Offer Wonderful Sales for the

# $1.50 Each CARBONA $1.50 Each
# Fire Extinguisher

Count the number of homes in the immediate vicinity of **your** store.

How many of them are protected against the fire hazard?

How many of them have been willing to pay the former prohibitive price asked for hand chemical fire extinguishers?

Surely you can count the "protected" homes on the fingers of one hand.

All the rest are prospects for the $1.50 Carbona Fire Extinguishers.

Thirty years of steady advertising has made "Carbona" a household word throughout the states. The $1.50 Carbona Fire




Extinguisher is another product of a company whose merchandise has always given satisfaction.

As a further guarantee we offer $1,000 to the maker of any fire extinguisher whose liquid is better than Carbona for putting out fires.

Carbona Fire Extinguishers are packed in cartons containing 6 or 12 extinguishers. Liberal profits.

Write your Jobber for prices **now.**

**Carbona Products Company**

302-304 West 26th Street New York City

*Also Makers of Carbona Cleaning Fluid*

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# Conceiving Compressors and Delivering Drills

THE entire United States is turning its eyes southward very often these days. The new South which is coming so prominently to the fore is characterized by cooperation in industry, by the combining of cities and states in bringing their possibilities to the attention of the entire nation. There is a new spirit of progress and cooperation, of alert achievement, which is becoming thoroughly characteristic. Young men and new blood are taking hold of the country and their energy and enthusiasm is contagious and far-reaching.



**S. D. BLACK**

President Black & Decker Mfg. Co., a genial, far seeing young prophet of the New South. His recent visit to the trade throughout the country made hundreds of friends for him and his company.



**A. G. DECKER**

Vice president and another Maryland man, who joins with Mr. Black in leading a great industry. He also combines mechancial genius with executive ability and keen business sense.



**E. W. PROCTER**

The Black & Decker family and hundreds of buyers everywhere call him Doc. He recently enjoyed his first visit with the Gilbert Sales Company, who have put B. & D. machinery on the map of the West.

Along this line and bringing the new South down to cases, we have been truly interested and highly privileged in becoming more intimately acquainted with the Black & Decker Manufacturing Company of Baltimore, Maryland. This is no new name to the trade. There is not a reader of the HARDWARE WORLD who does not know the B. & D. special machinery line of portable electric drills "with the pistol grip and trigger switch," electric valve grinders, electric air compressors and other portable electric tools for the modern machine shop.

We need hardly speak of the goods. They are known. They have proved their worth. They speak for themselves. Yet when, for instance, a special machinery line comes out of Maryland and into the West it is always interesting to us to know the producers as well as the product. One gains a keener understanding and appreciation of the goods, having known the history of their birth and growth—their home environment.

Some ten years ago, two young Southerners were employees of the same firm of construction engineers in Baltimore. One of them was S. Duncan Black. He had grown up in Baltimore. Strange to say, although not a college graduate nor a college undergraduate, yet he was a college postgraduate. Dating away back to his grandfather's time, mechanical and manufacturing had been in the blood of the Blacks. We may even suggest that the reason Black & Decker tools are portable may be traced back to the fact that S. D. Black's grandfather was a carriage manufacturer.

At any rate, young Black had been early apprenticed to machine shops and the art of fine machinery making. When Professor Henry Rawlins of Johns Hopkins wanted an assistant in his research and experimenting, he reached all the way from Philadelphia to Baltimore and recruited Mr. Black. So it was that young Black had all the advantages of a great educational institution and its investigations and expert knowledge as he was developing into a special machinery engineer.

Al. G. Decker's early experience had not differed greatly. He also was a Southern boy

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Write your jobber for prices.

**PROTECTION**—Thieves were never so active. We cannot stop thievery, but we can supply you with

**KING PADLOCKS**

which are so strongly constructed and give intruders so much trouble to open that they are apt to get caught. A "King Padlock" recently withstood a breaking strain of 3,932½ lbs. before the shackle was pulled.

**THE KING LOCK CO., Chicago**

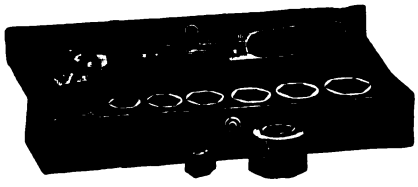
Sales Representatives: Surpless, Dunn & Co., 76 Murray St., New York City, and 34 North Clinton St., Chicago

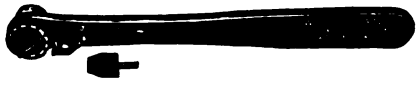
WALDEN WORCESTER WRENCHES

# FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

**WALDEN-WORCESTER**
INCORPORATED
**WORCESTER, MASS.**





# LANE'S Ratchet Socket Wrench Sets and "*SUPER-UNIQUE*"

UNIQUE

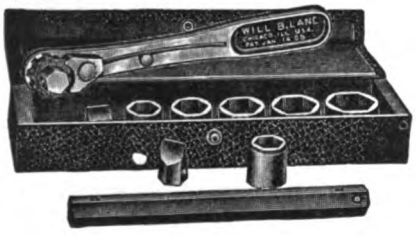
(Trade Marks Registered)

**DEALERS: NOTE THESE SELLING POINTS:**

**Round Sockets, Turned from Solid Steel Bar**
**Broached Hexagon Openings. Guaranteed Against Wear and Spreading**

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS




Made only by
**Will B. Lane Unique Tool Co.**
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

W. H. WILBURN, Western Representative 602 Williams Building, Mission and Third Sts., San Francisco, Cal.





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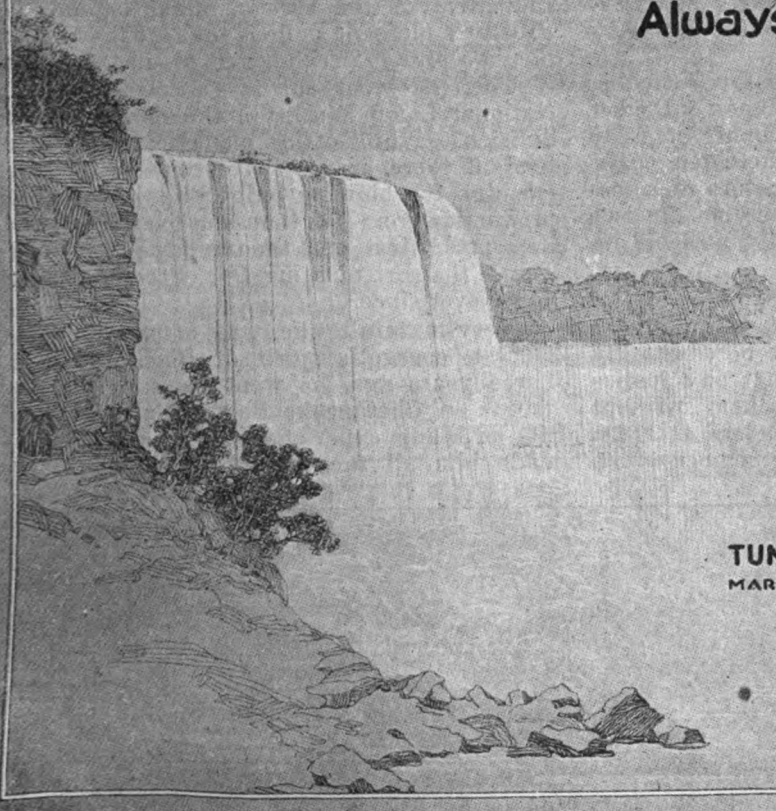


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Power




TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job



TUNGSTEN MFG. CO.
MARSHALLTOWN · IOWA


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R. G. AMES
The "Large Scaled" manager of the Pivotal Chicago office.

of the new generation with an active mechanical mind applying himself to the problems of machine design and visualizing the possibilities of the automobile age just dawning. His work in particular had been with type-casting machinery. Whoever is familiar with the printing art and knows type-casting machines will realize that the mind that could evolve this machine would be capable of any mechanical flight.

**A Modest Start With Principles**

Since young Black and young Decker had ingeniously worked out other men's mechanical problems, they agreed to start out for themselves as special machinery makers. Thereby Black & Decker was established. At first their market was local, very naturally. Certain principles, however, were established at the start and it is these principles that have been the rule of their growth.

"Fixed Policies" they call them. They established a standard of quality. They established an esprit de corps among the workers in the plant. Perhaps most important of all, they were interested in the product clear through to the consumer. They were not inventors who let others market their machines. They handled sales themselves and thus made their business their very own.



G. A. BROGAN
Has made Black & Decker advertising perhaps pre-eminent among accessory manufacturers.

On these strong roots the little plant branched out and steadily grew. Perhaps it was coincidence that they were growing just as the automobile industry, particularly the accessory industry, was growing. At any rate, it is a fact that thousands of machine shops coming into being had to be equipped. Black & Decker saw their opportunity for national scope, to meet a national demand. In these ten years, therefore, the two young proprietors of a machine shop in Maryland have become the two comparatively young captains of a national industry.

**Brilliant New Blood Brought In**

When organizations develop as rapidly as this, new blood must, of course, be constantly inculcated. We can not feel that any justice has been done to "Black & Decker" without some mention of such other leaders as Sales Manager R. W. Proctor. Every member of the Black & Decker family calls him "Doc." That is, of course, typical, for it is all one big family.

Doc. Proctor is another Southerner, one of those blue-blooded Virginians, we believe. He was an undergraduate student at Randolph-Macon College and received his post-graduate degree at Cornell, in mechanical engineering. Indicative of the sort of mind behind Doc. Proctor's pleasant smile is the fact that he completed a four-year college course in three years.

Then he went out to Cleveland with the National Lamp Works in the miniature lamp division. While office manager and superintendent there, in his spare time he devised a machine for blowing bulbs that increased the production from five thousand to fifty thousand a month. Just one thousand per cent gain! That's the sort of thing Doc. Procter has been doing ever since.

Very naturally he was attracted by the earnest, energetic spirit of Black & Decker. Three years ago, he went back to his home haunts on Chesapeake Bay as Sales Manager. His brilliant experience as an engineer has made him all the more brilliant as a Sales



New factory at Towson Heights, suburb of Baltimore, where the Company is putting into practice the latest methods of production and the most advanced ideas in keeping employes happy and satisfied.

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# You Tell 'Em!

MOST—if not all cars—furnish tool-kits as standard equipment—containing tools for practically every purpose.

Yet, you can tell every automobile owner, every chauffeur who enters your place that his outfit is not complete unless he has a

## "HEXALL" Socket Wrench

**Trademark Reg. U. S. Pat. Off.**

For speedy repair to out-of-the-way parts; for thorough and dependable use under all road conditions; for consistent long and satisfactory service—**there is none to equal a "HEXALL."**

Seven sets—a **"HEXALL"** for every need—sold under this guarantee:

***"Break Any Sedgley Wrench and We Repair It — No Charge"***

No car comes standard-equipped with a much-needed accessory—a revolver that is small enough to tuck away out of sight yet is instantly ready for an emergency; one that is SAFE, with every desirable feature of its big brothers and none of their handicaps.

The "BABY" Hammerless Revolver fills this need. It measures only 4 inches overall; weighs but 6 oz. and shoots 6, sureshot, .22 caliber, short, rimfire cartridges. Hammerless; has folding trigger and interchangeable parts.

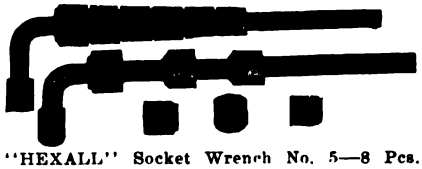
**R. F. SEDGLEY, Inc.** *Est. 1897*

**2311-13-15 North 16th St., Philadelphia, Pa.**

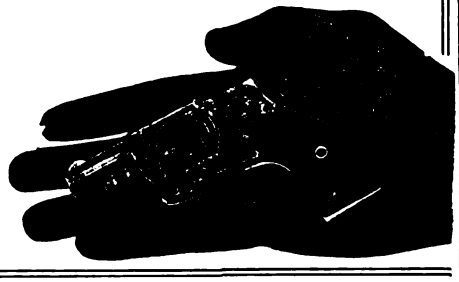
**Pacific Coast Representatives: McDonald & Linforth, San Francisco**

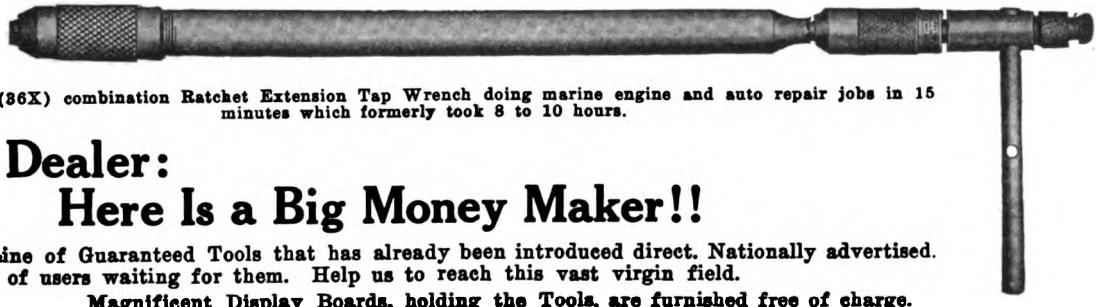



"HEXALL" Ratchet Socket Wrench No. 2. 11 Pieces.



"HEXALL" Socket Wrench No. 5—8 Pcs.





**Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.**

# Mr. Dealer: Here Is a Big Money Maker!!

**A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.**

**Magnificent Display Boards, holding the Tools, are furnished free of charge.**

**Order through your Jobber or Direct**

**Write for Proposition**

**ALERT TOOL CO.** **237-241 North 6th Street** **Philadelphia, Pa.**

## GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which
**HIGGINS QUALITY SPRINGS**
**For Replacement**
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to *user*. Write for Trade Discounts and Big Catalog listing 500 different styles.

**HIGGINS SPRING & AXLE CO.,** **Dept.** 941, Racine, Wis.

**NO BOLT NO HOLE — NO HUMP NO JOLT**




## CHILD'S MODEL B

CARBON TETRA CHLORIDE

## Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

**A LINE WORTH HANDLING**

For Particulars Write to

**O. J. CHILDS CO.**

FIRE APPARATUS UTICA, N. Y.

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Manager of special electrical machinery. They rather proudly accuse him of "putting everything on curves," but at the same time he puts Black & Decker machines straight over and straight across in a way that is worthy of the product and of the purchasers.

**Cooperation With the Distributors**

It is the Black & Decker sales policy to distribute through the jobber absolutely, and yet the Company has ten branch offices from coast to coast. Thus the Company's own representatives can work with the jobbers and their salesmen, can know the purchaser, can supply service and can follow the demands of the trade closely. Often sales are made by the Company's representatives, but in every case for the jobbers. A few months ago in a special sales campaign in one month, $200,000 worth of equipment was placed directly with the consumer by the Company's representatives, yet every sale was credited to the jobber.

**Family Spirit in Every Office**

We can not leave this subject of branch offices without recalling vividly to mind the ample, pleasant personality of R. G. Ames, branch manager at Chicago, and thus a commander at a pivot point. From Mr. Ames as a center men go out in every direction with the Black & Decker spirit to make the machinist's lot a more happy one. Mr. Ames is a big man in more senses than simply spirit. From time to time we have in our columns introduced other Black & Decker branch managers to our readers.

**Gilbert Sales Co. Handles West**

The trade west of Denver knows B. & D. through the Company's distinguished far western representatives, W. H. Gilbert, both Senior and Junior, and the Gilbert Sales Company, with their offices at Los Angeles, San Francisco and Seattle. They command the far western front and the nature of their representation is thoroughly typical of the Company and of the products.

## STEADY INCREASE IN EASTERN OREGON

Editor HARDWARE WORLD:

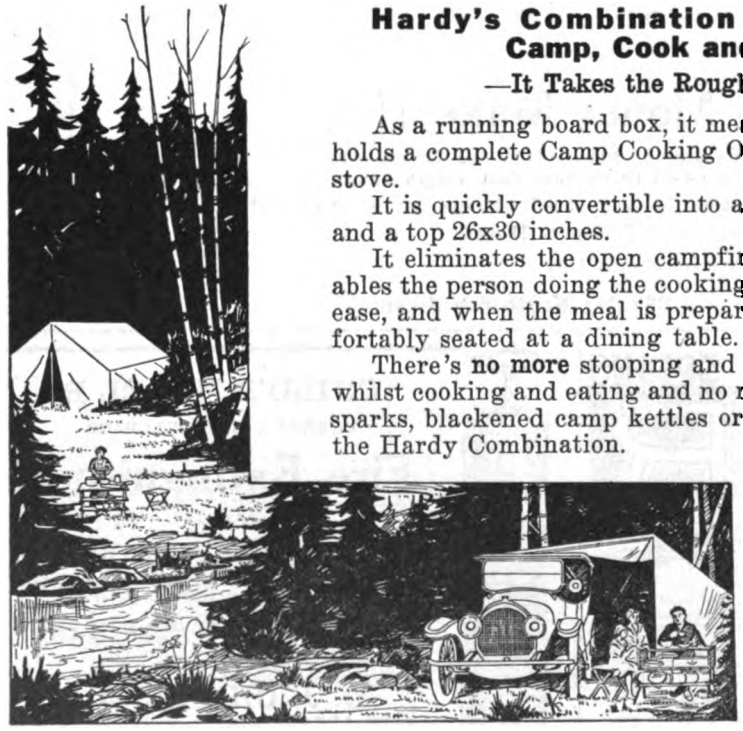
At present in Eastern Oregon crop indications, together with the lumber industry, which is holding up, leads us to believe that we will be able to continue with the same increase for the rest of 1920 that we have enjoyed during the first seven months.

The wool and stock market has caused a great many of the dealers in all parts of Oregon no little trouble, due to the fact that collections have been slow, but we feel that all of the hardware dealers have done everything possible to carry the wool and stock men and from indications at the present time there will soon be some relief.

BASCHE-SAGE HARDWARE CO.,
Baker, Oregon. G. P. Lilly.

Borth & Amon have purchased the stock of Ruff Bros. & Co. at Gackle, North Dakota, and will specialize on implements.


# SHOW THESE AND YOU SELL THEM



**Hardy's Combination Running Board Box Camp, Cook and Dining Table**

**—It Takes the Rough out of Camp Life**

As a running board box, it measures 10½x10½x30 inches, and holds a complete Camp Cooking Outfit, a dining service and a gas stove.

It is quickly convertible into a camp table, having two shelves and a top 26x30 inches.

It eliminates the open campfire for cooking purposes and enables the person doing the cooking to stand upright and cook with ease, and when the meal is prepared to partake of the same, comfortably seated at a dining table.

There's no more stooping and squatting in awkward positions whilst cooking and eating and no more blinding smoke. dirt, flying sparks, blackened camp kettles or hunting for firewood if you use the Hardy Combination.

It is truly the Camper's Friend.

For sale by Hardware and Sporting Goods Stores and Camp Equipment Houses.

**JOBBERS AND DEALERS**

**ADDRESS**

**JOHN E. HARDY**

**PORTLAND, OREGON**


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# More Miles — Less Skid

## Fair Play for the Tire Dealer

*The Tire Dealers' Side of It — No. 4*

Here's another plank in the Converse Dividends-for-Dealers platform:—

"To make all sales through the dealer—not over and around him"—a plank which has naturally won a host of dealer friends.

To read the other nine better-business planks in this profit-building platform write for

DIVIDENDS FOR DEALERS

*A Story with a Wallop*

# Converse Tires

**CONVERSE RUBBER SHOE COMPANY**
**MALDEN, MASS.**

*Service Branches:—*

300 Amsterdam Ave., New York 618 W. Jackson Blvd., Chicago
801 Boylston Street, Boston

*Exclusive Distributors:—*

The Potter Hoy Hardware Co., Bellefonte, Pa.

Nash Hardware Co., Fort Worth, Texas

F. P. May Hardware Co., Washington, D. C.

McGowin-Lyons Hardware & Supply Co., Mobile, Ala.

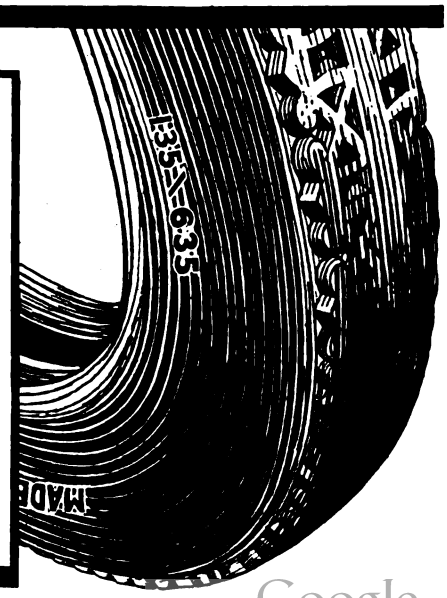
Sloss & Brittain, 77 Beale St., San Francisco, Cal.

Stauffer, Eshleman & Co., New Orleans, La.

Failing, McCalman Co., Portland, Ore.

Stowe-Shaw Rubber Co., 1319 S. Figueroa St., Los Angeles, Cal.

Charles A. Shaeffer, 7 West 19th Street, Kansas City, Mo.




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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## DEAN OF HARDWARE JOBBERS SPEAKS OUT OF AN ABUNDANT EXPERIENCE

Editor HARDWARE WORLD:

Considering the experience of the last four years, we hesit.te to express our opinions, fearing that our retail friends might consider them superfluous if not obtrusive. However, a few words on this subject may not be inappropriate and may be of benefit to some.

During the past four years the wholesalers have experienced the utmost difficulty in obtaining goods from the manufacturers with any degree of promptness, having to anticipate their requirements by placing orders from three or four months to a year ahead of their expected arrival and in far larger quantities than usual, hoping thereby to insure adequate supplies for the necessities of the retailers as they were required, and as a rule they have been successful in maintaining a full stock. This strenuous condition made it practically necessary for retailers to rely almost entirely upon wholesalers for their supplies, as they could not very well place orders with manufacturers, and this condition naturally made them more frequent buyers than formerly and their purchases generally of a smaller amount. Consequently as a rule they have experienced the benefit of careful buying and quick turnover, and certainly it must have convinced them that such purchases and the promptness in obtaining their supplies, keeping their stock fresher and in good order, turning their capital more quickly, has been more profitable and given less anxiety than buying in needlessly large quantities. the tying up of capital, the loss of interest and an unwieldy and slow moving stock.

Certainly there has been no time in our experience when retailers as a rule have made more money, established their business on a more reasonable, sounder and profitable basis, than during these past few years, and we believe the continuation of this method will produce the same results if continued in the future.

The function of a wholesaler is to carry a stock (if possibly obtainable) adequate at all times to the demand of the retailer and upon which he can rely. If further proof is necessary beyond the statement that the retailers can make more money by purchasing their general line of hardware (there will be of course some exceptions) from the wholesalers in small and moderate quantities as their requirements demand, and that this method will be more profitable for them than any other policy, the experience of the past few years ought to be sufficient evidence of the fact, as such purchases should enable them to turn their capital frequently, at least four times a year, and which they cannot do if they attempt to compete with the wholesalers by purchasing from manufacturers.

In line with this policy of careful purchasing from the wholesaler, it is more evident each year that the retailers should reduce their possible losses by selling for cash and discounting their own purchases at the general terms given on hardware, which will be a saving to them at the rate of not less than 14 per cent per annum instead of tying up their capital by giving long credits and wasting time and money in collection or attempted collection. The prevailing opinion is that farmers, in this state at least, are as a rule as prosperous as any other class of people and are able to pay cash; they demand cash for their products and should pay cash for what they buy. The retailer should not be required to finance purchasers by selling on long time, such financing is the province of the banker.

Speaking generally, present prices are very high, some extravagantly high; a decline must come sooner or later, but when it will commence is beyond our knowledge, the safest way is to purchase prudently as requirements demand. Yours very truly,

DUNHAM, CARRIGAN & HAYDEN CO.,
San Francisco. Brace Hayden, Pres.

## LIVE MERCHANTS AVOID DEAD STOCK AND DEAD CREDITS

Editor HARDWARE WORLD:

The doctrine of quick turn overs has been preached so long and so often that it is a pretty hard task to find anything new to say on this subject.

All of your readers must have, at one time or another, seen the summary of the Mercantile Agencies' list of failures with the reasons given, such as incompetence, lack of capital, lack of experience, unwise credits, etc. I may not have their exact terms but they have quite a list of them. Did it ever occur to you that, in each of this list of causes, one of two factors must surely occur and very often both?

These two factors are dead credits and dead stocks. In nearly every failure one of these two things is true, either the merchant has bought unwisely or he has trusted unwisely.

### Avoiding Dead Stock

Strange as it may seem, not very many merchants have any systematic way of checking themselves in the matter of dead stock. Most stores which have been in business for more than a couple years have quite an accumulation of stock which has not moved as it should, but one merchant of my acquaintance had a system which almost entirely prevented this accumulation.

Every year, when he took stock, every box or package was marked with a colored pencil. The next year every box which had this pencil mark was thrown out of stock on a separate table and was then sold at once for what it would bring without regard to cost. This merchant was decidedly successful and, while there were many reasons for this success, I have always felt that this avoidance of dead stock was an important factor in his success. His scheme might not fit any other man but the principal thing is to have some way to check up at least once a year all the goods which have not been moving and then move them, get some money out of them and put that money where it will move.

With reference to collections the writer does not profess to know much about this end of the business, but I do know that it is vital. There have been many plans, some of them good, worked out for the collection of slow accounts but no plan, of course, will work in all cases.

Personally, I believe that as far as the hardware trade is concerned, a very large proportion of the slow and bad accounts is due to the fact that the merchant is afraid to have a frank talk with his debtor, in which he can show him the necessity of getting the money, if the debtor has it. If the debtor has the money and won't pay, the merchant should not be afraid to make an example of him. He will find it makes it easier to collect other slow accounts.

Whatever he does when he figures up his business at the end of the year to find out whether he has made or lost money, he should throw out of consideration every account that is not absolutely "gilt edged." If he gets the money it means that much more profit in the next year. If he doesn't get the money he has fooled himself. We all like to fool ourselves about how well we are doing and an inflated valuation of dead stock and an optimistic view of the old accounts on our ledger are two of the easiest ways there are to fool ourselves into the bankruptcy courts.

Very sincerely yours,

FAILING-McCALMAN CO.
Portland, Ore. E. J. Failing, Secretary.

---

"If you can successfully guard against it the other 364 days of the year, you can afford to be made a fool of April 1st."

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# The Efficiency Cotter

**This Is an Age of Specialists**



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**
**AKRON, OHIO**

Specialists in the Manufacture of Cotters

**Western Representative**
**J. M. JACKSON,**
**320 Market Street,**
**San Francisco, Cal.**

**Other Branches:**
**180 No. Market St. Chicago.**
**29 Murray St., N. Y.**
**Nashville, Tenn.**

# MOTOR MERCANTILE COMPANY

**Wholesale** **Exclusively**

## AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

**Distributors for**

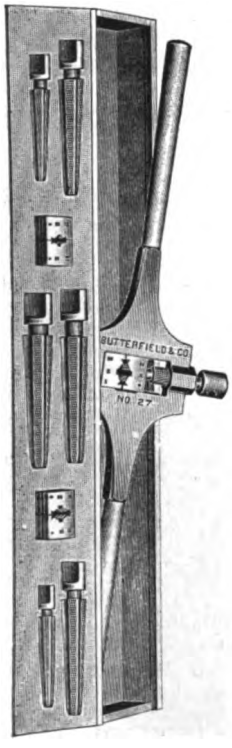
**Motul and Cylidene Oils, Gearese and Cupese**
**Columbia Storage Batteries**
**Stanley Self-Oiling Springs**
**Johnston Curtain Windows**
**Kay Bee Spotlites**
**Fafnir Bearings**
**Zenith Carburetors**
**Reliable Jacks**
**Lenox Hack Saw Blades**
**"Dri-Kure-Retreder" Vulcaniser**
**Edison Mazda Lamps**
**Rives' Pedal Pads**
**"Genemotor" Ford Starting and Lighting System**
**Arrow Grip Truck Chains**
**Aluminite Solder**
**Gitts Oil Cups**
**Ford "Ever-Safe" Brake Shoes**
**Raybestos, Non-burn and Thermoid Brake Linings**
**Chase Auto Top and Upholstery Materials**
**"Rie-Nie" Winter Fluid**
**Vulcaniser Tools, Supplies and Equipment**

**And a Complete Line of Mechanics' Tools and Garage Equipment**

**New 1919 Catalog Furnished on Request**

**MOTOR MERCANTILE COMPANY**

**115-117 South West Temple Street, Salt Lake City**




# You Should Always

carry a stock of the old style

## "BLACKSMITH STOCK AND DIES"

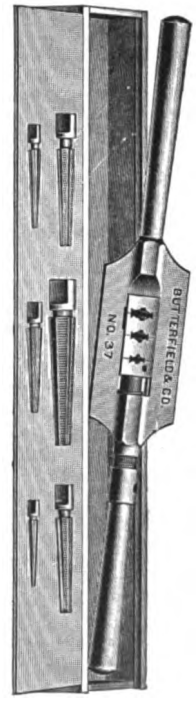
Especially designed for re-tapping and re-threading old rusty nuts and bolts, such as are found lying around every farm and blacksmith shop, but of course will also do splendid work on new ones.

Cost only one-third (33 1-3%) as much as any screw plate, and for many uses are superior.

No farm can afford to be without one or more assortments.

**BUTTERFIELD & CO. Division**
**Union Twist Drill Company**
**DERBY LINE, VT.**

**CHICAGO STORE, 11 South Clinton Street**
**PACIFIC COAST REPRESENTATIVE,**
**V. S. Walsh, 560 Mission St., San Francisco, Cal.**





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# BE CONSERVATIVE, BUT NOT PESSIMISTIC

## SAFE TO BUY WHEN DEMAND EXCEEDS SUPPLY

Editor HARDWARE WORLD:

It would seem as though the trend in prices of iron, steel and collateral articles will continue upward instead of downward.

The demand still seems to exceed supply and when the absolute need of the railroads is satisfied the strain for production will increase. If, however, there are some individual lines in hardware where these conditions do not prevail, then the retail purchasing should be cautious. In general, however, our opinion is that requirements will have to be anticipated in most lines for some time to come.

Yours very truly,

ENTERPRISE MFG. CO. OF PA.,

Philadelphia, Pa. C. W. Asbury.

## NO OPPORTUNITY FOR DECLINE IN PRICES

Editor HARDWARE WORLD:

We are of the opinion that orders should be placed without delay for the trade requirements of the next six months. We see no opportunity for a decline in prices account of the prices obtaining for iron and steel, and certainly deliveries from the mills to the factories, which are seriously impeded and in many cases held up altogether account of lack of transportation facilities, indicate that there will be very great delay on the part of the factories in shipping the finished product.

Very truly yours,

HUNT, HELM, FERRIS & CO.,

Howard, Ill. B. B. Bell, Sec'y-Treas.

## ELECTRICAL MERCHANDISE MAY GO HIGHER

Editor HARDWARE WORLD:

As far as standard electrical merchandise is concerned, we see no possibility of prices being lower. As a matter of fact, the tendency is upward. Most factories are behind on their orders, and we believe it would be wise for jobbers to anticipate their fall requirements by placing their orders at an early date.

Yours truly,

MANHATTAN ELECTRICAL SUP. CO., Inc.,

New York. E. Whitmore, Sec.

## NOT PESSIMISTIC—DON'T BUY RECKLESSLY

Editor HARDWARE WORLD:

We are not nearly so pessimistically inclined as many observers, but at the same time we are sure that this is no time for reckless buying. It is a period when great discrimination should be shown by both wholesalers and retailers and if they are wise they will apply the "Babcock Test" to all of their merchandise. Goods that are staple necessities or that carry with them an advertising campaign that is producing good results, should be retained and all of the items that do not produce quick turnover should be knifed.

"Buy little and be safe" is an old policy that has stood the test of time and should be applied now. Any merchant who recklessly loads up with goods is making a mistake, but no greater mistake than the merchant who cuts off absolutely all buying orders.

Very truly yours,

ROBT. H. INGERSOLL & BRO.,

New York. P. S. Salisbury, Mgr. Sales.

## SUCCESS MEASURED BY ABILITY TO TURN STOCKS OFTEN

Editor HARDWARE WORLD:

We believe that either wholesale or retail merchants fully appreciate that their success is measured by their ability to turn their stocks more frequently. The country is suffering from a lack of capital and a strain of credit, and we believe the management of the Federal Reserve Banks have been very far sightod in pursuing their policy of credit restrictions.

Merchants can co-operate for their own as well as their country's good by using every effort to make the dollar do more work than ever has been done before. There has been so much difficulty in getting seasonable merchandise that many merchants have not given thought and consideration to the number of times they are turning over their stock, but are assuming that everything is hard to get, and are carrying larger stocks in some cases than is really necessary. There should be enough goods to go round if we had proper distribution, and everyone was endeavoring to see how rapidly they could turn their money.

**Worth Emphasizing**

We think the fault of many merchants has been in not anticipating their requirements far enough ahead, and not giving sufficient attention to their collections. They have been too slow to buy and too slow to collect. We find that many merchants now are going through their stock and inventorying items which they would not replace if they were sold, obsolete goods, drop stock and broken lines, and are cleaning them up while they have a fine market and whilst there is a shortage of goods. The more attention that can be directed towards rapid turnover, the sounder and more profitable the business will be. It is the old story of the Nimble Sixpence. We believe you are doing the trade a great benefit by emphasizing this fact at this time.

Yours very truly,

MORLEY BROTHERS,

Saginaw, Mich. R. C. Morley, Pres.

## ORDERING FROM THREE TO SIX MONTHS AHEAD

Editor HARDWARE WORLD:

We are ordering ahead on our goods from three to six months, and we now have in our files orders that are over a year old.

We do not like to do business this way, but it seems necessary to place orders considerably ahead.

We do not know what to expect regarding prices, but we do not see any opportunity for lower prices at the present time, and we believe that conditions are about as stated recently by Fayette R. Plumb, that the merchant takes a good deal more chance of loss by not having stock than he would on account of the lowering of prices.

Undoubtedly, the labor wages are to stay up for some time to come, possibly one to five years, and if the prices of labor are kept up that will naturally keep up other prices. There are goods on the market which are being sold at from 300 per cent to 600 and 800 per cent above normal prices, and it seems to us that such goods will very naturally decline, but the hardware, as a rule, does not seem to be over 100 per cent above normal prices and we do not think there will be very much of a decline on that for some years to come.

This is about as we size up the situation at the present time. We do not think the time for lowering prices is as near today as we thought it was the 1st of January, 1920. Yours very truly,

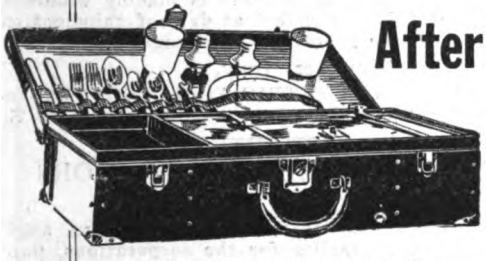
BARRETT HARDWARE CO.,

Joilet, Ill. E. M. Moore, Vice Pres.

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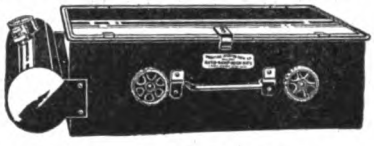


# After All, There's Only One Best



Four Party Suit Case Outfit

There are, of course, imitations, not only of the article, but of the name as well, but imitation, you know, is the sincerest flattery. And there's only one



Two Burner Kit closed, equipment packed inside

## KAMP KOOK KIT

Furthermore, there's no other camp stove for which there is such a growing demand. No other camp stove has such a strong advertising campaign behind it.

The Auto-Kamp-Kook-Kit literally sells itself once it is displayed. It fills a long felt want and motorists are quick to see its value.

This is a specialty that will net exceptional profits with quick turnovers. We have an interesting proposition for live dealers. Write or wire today.

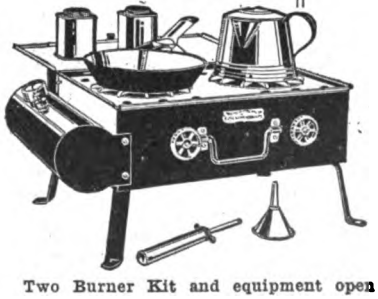


One Burner Kit open

**Prentiss - Wabers Stove Co.**

18 Spring Street

GRAND RAPIDS, WIS.



Two Burner Kit and equipment open

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# THESE LETTERS SHOULD HELP YOU DECIDE YOUR POLICY

## FAYETTE R. PLUMB'S ADVICE

Just a little in advance of our sounding of the trade as to the policy for merchants to pursue in the buying and the conduct of their business during the coming year, Fayette R. Plumb, president of Fayette R. Plumb, Inc., contributes an article along the same lines.

Answering the question, "How Shall I Buy?" we quote this extract from Mr. Plumb's article, as being representative of his thought and advice to the merchants.

When a retailer finds that his stock of some particular line is coming in faster than it is going out, he will be wise to analyze the situation to see if the same condition applies to other retailers; whether sales of this line are growing less in volume and whether it is becoming easier to get a supply promptly. Production is surely increasing. Each line should be watched to see if the demand is beginning to be satisfied. When this time comes, the interesting question is, whether the general tendency toward lower prices, coupled with smaller orders from retailers to the jobbers and from the jobbers to the manufacturers, will lead to forced sales on smaller margins of profit or even below cost, in spite of continued advances in the cost of manufacture. This probably will be the result in some cases.

With such a prospect before him, the careful merchant will not be persuaded to buy what he does not want. He must bear in mind that the important question is the relation between supply and demand for each particular line of hardware in his stock. He should not be misled by the clamor for lower prices into believing that any line is unsalable on account of the price if sales are actually keeping up. Any gain to be derived from bargain prices will be negligible, compared to the advantage of keeping an adequate supply of salable items and no oversupply of the lines on which the sale is falling off.

We believe that the best policy for the next six months is to be cautious but alert; to keep one eye on the demand and the other on the supply; to realize that to serve our customers we must keep an adequate supply of the standard essential items, but that to save ourselves we must check any tendency toward buying more than we can sell, and that to pursue this policy correctly we must study each line separately, according to both the demand and the supply.

## BUY STAPLES WHEN YOU CAN

Editor HARDWARE WORLD:

As long as demand is ahead of supply; getting the goods is the all important feature, as the price will take care of itself; that is, you need not worry about your profit; profit will bear a good margin and many times more than could be realized on a turnover under conditions when merchandise is plentiful and competition is rife.

Watch the market and when you have an opportunity to buy staples buy them and buy them liberally, because later on when you need them badly the chances are you will not be able to get them and thereby lose the profit you would have if you had goods and had been a little more foresighted. At present one can secure on the local market hemp rope, grindstones, quality axe handles, linseed oil, and a very limited stock of flat galvanized sheets and corrugated roof sheets. A short time ago shovels and axes were plentiful, today they are scarce. Buy when the goods are here, ask the salesman calling on you for information.

MARSHALL-WELLS HDWE. CO.,
Spokane, Wash. W. R. Reinhardt.

## OUTLOOK FOR ELECTRICAL APPLIANCES VERY BRIGHT

Editor HARDWARE WORLD:

We have been encouraging our trade, both dealer and jobber, to place their future delivery requirements with us for this fall, and even for the spring of 1921. But we ask them to do this conservatively, for their own sakes, as well as for ours. We do not want them to overbuy or place so-called "insurance" orders.

We look for a steady demand during the fall and holiday season, and while deliveries are easing up somewhat, we do not expect them to be easy. One of the most serious considerations is the traffic condition, which continues to embarrass shipments to and from the manufacturer, and which in the fall may become much worse.

It is evident that the trend is turning somewhat downward on basic commodities; that the public is buying on a more conservative basis, and that there has been a reaction in silk, woolen and leather goods trade.

The outlook for electrically heated appliances, however, especially on account of their convenience and labor-saving characteristics, is very bright. This field is only in the beginning of its development, and its natural expansion will in our judgment more than offset any general business reaction which can possibly be foreseen in the next year. We do not look for any lower prices this year; inasmuch, however, as all the electric heating appliance trade is placing orders for shipments at prices in effect at date of shipment, the purchaser gets the benefit of any reduction.

Yours very truly,
EDISON ELECTRIC APPLIANCE CO., Inc.,
Chicago, Ill. H. J. Mauger, Sec.

## STEEL AND LABOR BIG FACTORS

Editor HARDWARE WORLD:

Our business consists of heavy steel, bars, angles, bolts, rivets and supplies for the corporations, public utilities, railroads and industries, and therefore goes to the large consumer; but the same idea which regulates the purchase of these commodities for this type of buyer concerns also the interest of the retailer. Of course, the basis of the hardware business is steel, to which we look as the barometer of our trade.

When you consider that about 75 per cent of the cost of manufacturing any article, including steel, is labor and that the country is suffering for houses and buildings of all types, that the production in the steel line has in no way caught up with the demand, we cannot possibly see the breaking of the market in the near future in the steel business, and our advice is that merchants should keep their stock up to normal. We do not believe it time for speculation or for an overstock, but to pursue a policy that would allow stock to dwindle in our opinion would be a folly.

"Getting goods" is particularly made more difficult by the fact that the railroads have been suffering from lack of equipment during the last four years and we hear of thousands of tons of finished products held up in the yards of the steel mills in the Pittsburg and Youngstown districts which are unable to move because of lack of cars. Local shipments and freight of all kinds is very slow. We have had a number of shipments made to us from Atlantic seaboard points in February arriving in July, which is indicative.

We believe, however, that these conditions will iron themselves out within a year and we can look for normal affairs during 1921.

Yours very truly,
W. T. McFIE SUPPLY CO.,
Los Angeles, Cal. Haynard McFie.

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# Enthusiasm That Diamond Tires Evoke

## JUDGE from the following letter from Mr. Lundblade, of Eureka, California:

"My real success began at the time I took on the Diamond line. In a few short weeks I was able to point to a line-up of cars and say with great satisfaction, 'Count the Diamonds.' And those who counted soon realized the growing popularity, and fell quickly into line.

"The reasons for the popularity were not hard to find. First, there was the inherent quality of the tires. The fact that they wore well—that they looked well—that they served the owner for a period usually far beyond the adjustment basis, with a minimum of trouble. Secondly, there was the character of the men behind the goods. The faith they had in the tires they were making. The willingness they evidenced to make good wherever and whenever a fault appeared.

"So my business has grown. Today Diamonds are to be found on more than half the cars in my community. I am making money, building up daily a larger and better business, because I am selling satisfaction—a satisfaction that is made out of quality and confidence.

"Three years ago my capital was very small. Today I am located in my own building which was just recently completed at a cost to me of $40,000."

THE DIAMOND RUBBER COMPANY
Incorporated
AKRON, OHIO

# Diamond TIRES

FULL OF LIFE


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# YOU MUST HAVE THE GOODS IN ORDER TO SELL THEM

## URGE PLACE SPRING ORDERS EARLY

Editor HARDWARE WORLD:

In view of the fact that it is always easier to place orders early than to ship early, I believe that as a general proposition it is more advisable for the trade to place spring orders early by estimating their requirements in advance.

It gives the manufacturer an opportunity to regulate his production, which means an effect in savings, the benefit of which is passed on to the retailer. Allowance is always made for a certain percentage of cancellations.

It is the custom of the tire trade to issue a price protection on merchandise on hand bought within sixty or ninety days from date of purchase, so the dealer is well protected.

In fact, I do not see how the tire business could be conducted efficiently and successfully without the cooperation of the dealer in estimating his requirements and placing his orders in advance.

Very truly yours.

EHMAN TIRE & RUBBER CO.,

Chicago. H. Jackson, Sales Manager.

## A NUMBER OF GOOD SUGGESTIONS

Editor HARDWARE WORLD:

We believe that it is very important for the retail merchants to keep up their stocks to a reasonable standard. Buying their goods from the nearest jobbing center and buying them in reasonably small quantities and turn them out just as fast as it is possible, and to watch their stock very carefully, and if they find any seasonable goods that is not active make an effort to distribute it at the season when they should be distributed and not carry them over until the next season. And if they should have any unsalable goods on their shelves, get it down, clean it up and sell it.

It is very imperative on the part of the merchants to keep their credit to a high standard, as money matters are getting closer and closer and it is very important for him to make collections and insist upon his customers paying him promptly for their merchandise. The thing that is now necessary is for each and every one of us to go to work with the full determination to put in good time and make a special effort to produce something in some form and try to get everyone else to do likewise. That will soon adjust the conditions in this country s they will be thoroughly satisfactory to us all.

Yours truly,

VAN DEREN HDWE. CO.,

Lexington, Ky. J. F. Van Deren, Pres.

## NO DECREASE IN THEIR OWN LINE

Editor HARDWARE WORLD:

It is our opinion that the trend of the market is somewhat slower, but we feel that it will still be quite some time before there is any material change.

We would not, therefore, advise delaying the placing of orders as covering actual requirements, although we believe a conservative policy to be in order.

As far as our own line is concerned, consisting of Acid Proof Aprons, Collapsible Steel Stools, Collapsible Buckets, etc., we do not anticipate any decrease in our prices before the first of the year, and possibly not for quite some time thereafter.

Yours truly,

THE DEFIANCE WELDING CO.,

Defiance, Ohio. F. A. Bokop, Gen'l Mgr.

## A SOUND, CALM OUTLOOK AND POLICY

Editor HARDWARE WORLD:

As we view the situation from our close observation of market conditions, demands on trade, ability of the manufacturers to supply raw materials, and from every angle that it is possible for us to see it, we cannot see where there is any occasion for any of us to lose faith in the future. While it is possible that there will be a few showers, we hardly look for heavy rain; and while it may be well to look into the locker to make sure that you are the possessor of an umbrella and a raincoat, can see no particular reason for putting them on.

It is true that prices on some merchandise are going to be lower. It is also a certainty that other lines of merchandise are going to be not only higher-priced, but scarcer than ever. With strikes in the principal steel and iron industries throughout the East, freight rates advanced, adding another three billion dollars to the cost of living of Mr. Consumer, we cannot see where anyone who works for a living can possibly get along on less than they are being paid today and the chances are a great many of them will demand and receive still further advances.

In our opinion, politics have had but very little to do with conditions prevailing during the past several months and now that nominations have been made, each party knows where the other stands, and we do not think that politics will interfere to any extent with conditions affecting merchants or merchandise throughout the country.

We have been warned that merchandise was going to be hard to get, that railroads would be congested, and that in order to be in position to take care of our trade it will be necessary for us to anticipate our requirements as far ahead as possible. It is natural that we have taken the advice of the big manufacturers as we have found in the past that it was absolutely reliable, and that to disregard it only meant disaster.

Demand for merchandise in all lines has been tremendous. Naturally our orders with the manufacturers have been heavy. Knowing that it was more than likely that our orders would be cut down and only partial shipments made applying to each of them, we have specified even beyond our possible requirements.

We do not feel at all alarmed over this condition but on the other hand are patting ourselves on the back because we feel that we are going to be in position to take care of the coming fall and winter trade even better than it has been possible before. We are not buying today in large quantities but are being very careful to see that our stock on any common item of merchandise, does not run too low.

We feel that the merchant who looks carefully to the selection of his stock, makes a careful survey of the possible requirements of the trade in his territory, places himself in position to cater to that trade in a manner that will give them satisfactory merchandise at prices consistent with market conditions, is bound to win out.

LICHTENBERGER FERGUSON CO.,

Los Angeles. W. G. Gordon, Sales Manager.

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A feature window display by the Le Clerc Hardware Company of Hoquiam, Washington, recently, showed a road through the woods with a stream of water, in which were swimming live fish. Rustic signboards along the way direct tourists to the Le Clerc Hardware Store. The window naturally attracted attention and those who looked in are reported to have taken the hint.

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# THE COURAGE OF CONVICTION

*The conviction of the pioneer that he was a match for at least five Indians resulted in a courage that swept all before it on the route overland.*

There is not one "unique" construction method or deceiving special process used in the making of Overland tires. There are no radically different "features" for tire buyers to argue about with distributors and dealers.

The Overland Tire & Rubber Company is convinced that aggressive distributors and dealers do not care to pioneer with an unusual tire or an unusual sales and advertising policy. Both Overland tires and Overland policy are standard.

If you are interested in tires and tubes that follow the line of least sales resistance, today is none too soon to write or wire for further particulars.

## The Overland Tire & Rubber Co.

Dept. A

Omaha, Nebraska

**OVERLAND TIRES**

"PIONEERS OF ENDURANCE"

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## CAPTAIN J. B. LANGDON SUCCEEDS ANDREW CARRIGAN AS VICE PRESIDENT AND GENERAL MANAGER

Of interest to the trade generally and especially on the Pacific Coast is the recent announcement that Andrew Carrigan, vice president and general manager of Dunham, Carrigan & Hayden Company, San Francisco, has resigned his position and has severed his connection with the institution with which his name has been for so long connected.

Mr. Carrigan feels that after a service of some thirty-five or forty years in the hardware business, he is entitled to a well earned rest, and he has disposed of his interests in the institution that he may fulfill his desire.

It is hard to conceive that a man as active as Andrew Carrigan should permanently retire from business, and we should not be surprised to hear of his being drafted back into the hardware service after a period of rest and relaxation.

Captain J. B. Langdon, who has been vice president and superintendent, now assumes the additional duties and title of general manager. Captain Langdon has been identified with Dunham, Carrigan & Hayden Company for the past eight years or more, and has a thorough understanding of the management of the business in all its details. No institution in the West stands higher with the trade or enjoys the prestige and confidence of the trade to a greater extent than Dunham, Carrigan & Hayden.

Mr. Brace Hayden, long known as the dean of the hardware trade, will continue as president.

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## CRAZY TIMES

Strike and the world strikes with you, work and you work alone; our souls are ablaze with a bolshevik craze, the wildest that was ever known. Groan and there'll be a chorus, smile and you make no hit; for we've grown long hair and we preach despair and show you a daily fit. Spend and the gang will cheer you, save and you have no friend; for we throw our bucks to birds and ducks and borrow from all who'll lend. Knock and you'll be a frost; for the old sane ways of the prewar days are now from the program lost. Strike and the world strikes with you, work and you work alone; for we'd rather yell and keep raising Hannibal, Mo., than strive for an honest bone. Rant and you are a leader, toil and you are a nut; 'twas a bitter day when we pulled from the old time workday rut. Wait, and there'll be a blowup, watch and you'll see a slump; and the fads and crimes of the crazy times will go to the nation's dump. Walt Mason, in Daily News.

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"Some people are so methodical that that is all that they ever will be."

## DELAYING ORDERS WILL NOT REDUCE PRICES ON STROPS

Editor HARDWARE WORLD:

The acquaintance of the writer with the leather business extends over a period of 33 years, 17 of which were spent in the manufacture of razor strops, and the opinion herein submitted must be from the standpoint of an allied industry rather than that of the hardware business.

The following figures are obtained from files, covering the entire business life of our organization, beginning with 1903, and show that grain leather has made a total advance of 400 per cent in price since that date, and during the past three years has maintained an average increase of 33 1-3 per cent each year. Shell leather, known to the trade as "butts" and used extensively in the shoe business, was not affected by the upward movement until 1914, and since that time has advanced 580 per cent.

Hardware has advanced 400 per cent in five years: labor, 290 per cent; linen fabric and linen thread, 600 per cent, while chemicals and coloring material in some instances have advanced 1000 per cent in the same period. The slight reduction in recent quotations on raw leather has been offset by the very considerable increase in cost of labor and the various materials used in the tanning process, so that the finished product has not been reduced in price.

We note that tanned leather has not decreased in price at any time during the 17 years covered by our research, and with occasional periods of temporary stability has maintained an annual average increase of 14 per cent; the rise in price of associated products, while accomplished in a shorter period, has been more rapid and equally great.

In our judgment, these conditions will continue for an indefinite period, certainly not less than one year in duration, and any artificial curtailment of demand at this time will serve only to postpone production, and will militate against an early return of normal conditions by adding to the already numerous difficulties of the manufacturer, that of an uncertain market, to be followed in all probability by an avalanche of belated "rush orders."

There does not appear to be any reasonable prospect of obtaining lower prices by such a course, and we consider further advance entirely possible. The policy being followed by our firm, and which we would recommend to the trade, is to purchase all the goods available and to place orders for future delivery at present prices whenever this can be done. The maintenance of production and the continued employment of labor seem to us the only logical methods to stabilize business and to secure a return to more desirable economic conditions.

Very respectfully yours,

ALLEGRETTI MFG. CO.,

Geneva, N. Y. A. L. Allegretti.

---

A colored lady upon returning a pair of silk stockings was asked if they hadn't come up to her expectations. She replied, "No, but they wuz long enuff."

---

You will lose some good customers this year through unavoidable conditions—death, removal, etc. What are you doing to secure other good customers in their places?

---

We recall the remark made by an ardent patriot back in 1917 when we entered the war: "We are the last to start fighting, but dod gast it, we'll be the last to quit!"

How's that for prophecy?

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## CALIFORNIA CONVENTION AT YOSEMITE

Members of the Northern Division of the California Retail Hardware & Implement Association will combine the beauties of the Sierra Nevada Mountains with a consideration of hardware problems and trade prospects for the year at the semi-annual convention in the Yosemite Valley, September 7.

The date selected is particularly appropriate, since it comes during a week when there are two other holidays, Labor Day, September 6, and Admission Day, universally celebrated in California, September 9, will make the week broken so that the members are planning on the week's trip to the Yosemite Valley at which time the Convention will be held. Headquarters will be maintained at Yosemite Lodge.

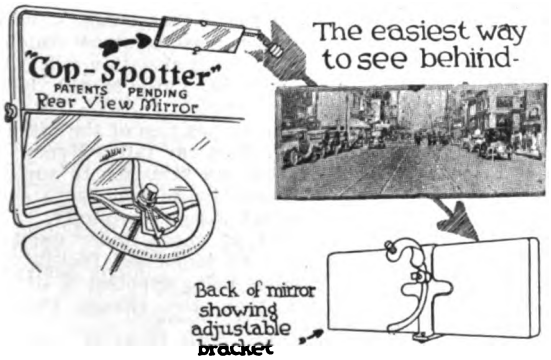
Secretary Roy Smith has made all arrangements for a combined outing and business meeting, and President G. A. Gutman will be in the chair for the first time.

## SOUTHERN CALIFORNIA MEETING AT RIVERSIDE

The semi-annual meeting of the Southern Division of the California Retail Hardware & Implement Association will be held September 29 at Riverside, California, and Secretary J. Glenn Marks has the energetic Orange Clipper Club working with him in making the arrangements. The Glenwood Mission Inn has been secured for the day and everything points to a most profitable and pleasant meeting. The hardware manufacturers, jobbers and salesmen have been invited to visit with the merchants that day.

## ELITE COMPANY'S RELIABLE JACKS

The "Reliable" Jacks of the Elite Mfg. Co., of Ashland, Ohio, are described in its June, 1920, catalog. It is the claim of the company that it makes a jack for every purpose, and the catalog proves it.


KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A

**"COP-SPOTTER"**

Rear View Mirror

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

**Price $4.00**

Jobbers and Dealers

We have an interesting proposition for you.

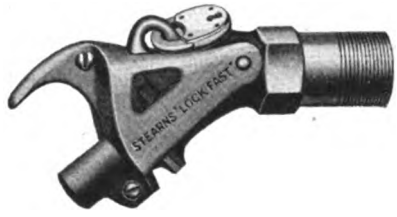
Manufactured by

**BERGER & COMPANY**

208 W. 11th St., Los Angeles

**STEARNS'**
**"LOCK-FAST GATE"**

The Silent Watchman for Service Tanks and Barrels




**Drip, Drizzle and Unauthorized Drawing Positively Prevented**

Made with Wood and Metal Screw Thread. With and without flange. Popular with garage men.

Locks not supplied. Any padlock up to 3/8 in. may be used.

Write for Descriptive Price List

**E. C. STEARNS & CO.**

200 Onieda St., Syracuse, N. Y.

**Nationally known tire concern, thanks to certain fortunate circumstances, is able to take on the manufacture of a special brand tire with any tread design desired.**

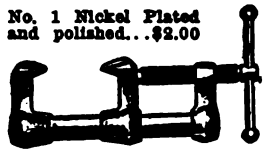
For further particulars address

**RUBBER CORPORATION OF AMERICA**

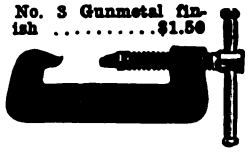
240 West 55th St., New York

**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

**$1.00 An Unbreakable Oil Gauge for your Ford**




ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

Apco Mfg. Co. - Providence


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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## FILES WILL BE DIFFICULT TO GET

Editor HARDWARE WORLD:

We can see no reason why the wholesale and retail trade should not be making their purchases on Delta Files at the present low price. Certainly there is nothing that tends to a lowering of the cost of production, and with the present transportation facilities, the shortage of high grade tool steels, it seems self-evident that high grade files will be difficult to get as the year grows older.

Yours truly,

DELTA FILE WORKS,

Philadelphia. J. M. Hottel, Vice Pres.

## ACCESSORIES WILL CONTINUE IN DEMAND

Editor HARDWARE WORLD:

We are expecting a good business from the hardware trade this fall. At the present time buying is hardly sufficient to keep complete lines in stock and at the same time the large number of automobiles now in use will surely make a good market for repair and renewal of parts this fall.

We are not looking for any large decline in our raw material (steel) or in labor. The market prices will probably be steady for several months.

Very truly yours,

THE BREWER-TITCHENER CORPORATION,

Cortland, N. Y. Robert L. Brewer, Sales Mgr.

## PRESENT WITH PRE-WAR PRICES A GOOD GUIDE

Editor HARDWARE WORLD:

The trend of the market for the next six months will depend chiefly upon the commodity. In the field of metal products we do not look for any material change. On many items the tendency of prices may be upward.

In general the trade will not gain by delay in the placing of their orders. There are some exceptions, because there are some goods that have been unduly inflated and these are liable to drop in price.

In analyzing the market the tradesman should carefully compare the present prices of each commodity with pre-war prices. As a general rule, where the cost of a commodity has not increased over 50 per cent in the past four years there cannot be a decrease and there is every likelihood of an increase.

In the face of an increase of over 100 per cent in the cost of labor, and an equal or greater increase in the cost of raw materials, neither of which show any downward tendency, a decrease could hardly be possible in the cost of any product which has increased only 50 per cent or less during this period.

In the case of commodities where the cost has increased from 75 per cent to 150 per cent, or even more, as it has in some instances, it will pay to buy cautiously. Such increases indicate evidence of profiteering or inflated values, and wherever such conditions exist prices are likely to drop.

It will be a pretty safe plan to let yourself be guided largely by the ratio between present prices and the prices of four years ago.

Yours very truly,

THE COLEMAN LAMP CO.,

Wichita, Kan. H. K. Cassidy. Asst. Sales Mgr.

F. G. Hodges, Harbor City, Cal., has opened a branch store in Lomita, one and one-half miles from Harbor City.

## MANUFACTURER, JOBBER AND RETAILER ARE PARTNERS

Editor HARDWARE WORLD:

There is one thing that should be borne in mind by the hardware trade generally, and that is manufacturer, jobber and retailer are partners, and whatever affects one affects the other. Their work is so inter-related, you might say they are so interdependent upon each other, that the success or failure of one affects the success o failure of the others.

We have been living in abnormal times the past two years.

Two years ago the trade generally thought there would be a recession of prices, and in some lines there was a drop. Then it was that we suddenly discovered that our production was not keeping up with the demand. If labor had fulfilled its share of work, if they had not restricted the output, if there had been no slacking on the job, if production had not been cut down, there is no question but what we would have gotten back to what we might term "normal times," not "pre-war times," but far more normal conditions than we have at present.

WESTERN MANUFACTURER.

## QUESTION OF DELIVERY IMPORTANT

Editor HARDWARE WORLD:

It is the writer's opinion that the trend of the market will be steady to slightly upward. My opinion of course is based on commodities that enter into the manufacture of our own line. We have had no relief in the price of labor, in some items we are well stocked at present prices, on others, particularly hardware, we are working hand to mouth, at times delaying our production.

There is nothing in the above that would indicate lower prices in the near future, just what bearing the presidential campaign and the coal situation will have on the market, seems uncertain, however the latter seems to be far more serious.

The above indicates a strong position of the market. We do not urge heavy purchases for fall delivery, on the other hand, we instructed our salesmen to suggest to our customers that they anticipate their needs sixty to ninety days in advance and order accordingly.

The question of delivery of goods under existing transportation conditions is an important factor, and I believe that the question of being supplied is of materially more importance than any change that is likely to take place in the price.

Yours very truly,

THE PILLIOD LUMBER COMPANY,

Swanton, O. T. J. Pilliod, Treas.

Chas. W. Nelson is the proprietor of a new business at McCabe, Montana, and will carry a general hardware and implement line, specializing on automobile accessories.

The U. S. Automotive Supply Co. has been formed in Seattle, Washington to handle eighteen separate accessory articles throughout the state of Washington. E. P. Nudleman and J. P. Cronin are the heads of the company and their offices are at 921 East Pike St.

The Common Sense Auto Accessory Co., with headquarters in Seattle, Washington, is manufacturing a Front Radius Rod for Ford cars at Everett, Washington. They plan later to manufacture the radius rods in the East also. H. R. Freeman is president of the concern, with G. F. Beardsley as vice president and Myrlin Haynes, secretary.

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## As Glides the Indian Canoe

SMOOTHLY, silently, without jolt or jar, glides the well-appointed car on Standard Four Tires. As the Indian canoe moves swiftly through the rock-spotted rapids, Standard Four Tires will negotiate the roughest roads without mishap. And the gasoline bill is waste-tax exempt.

On the banks of the great Mississippi, at the home of old Chief Keokuk, a new ideal in tire building has been realized. By standardization of processes and marketing policies, a quality tire has been attained at ordinary prices.

The Keokuk Plan calls for special exclusive territory guarantees to distributors and dealers and field sales and advertising co-operation. Standard Four distributors are protected against factory domination. Your business remains permanently your own.

**Write today for details of the plan.**

STANDARD FOUR TIRE COMPANY
*Dept. T* KEOKUK, IOWA

*Branches at*

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|---|---|
| Indianapolis, Ind. | 245 N. Penn Street |
| Los Angeles, Cal. | 342 W. Pico Street |
| Atlanta, Ga. | 2 Courtland Street |
| Denver, Colo. | 1700 15th Street |

# Standard Four Tires

## "Chief of the Tire Tribe"

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# POLICY OF A SUCCESSFUL RETAIL MERCHANT

## A RETAILER'S THOUGHTFUL ANALYSIS

Editor HARDWARE WORLD:

You ask me "what I think should be the policy of retail merchants in placing their orders and specifications for the coming season."

Waiting is a poor policy for any merchant to adopt. Waiting for a decline in prices before buying is as bad as buying goods and waiting for advances before selling. Either one is speculation, and not good business. The "turn-over" is what counts in successful merchandising.

One of my men said to me last week: "If we buy 100 kegs of nails today for $400.00, and we sell them for $500.00, and they advance and we have to pay $500.00 for the next 100 kegs, we haven't made anything." I said: "That is not true. We made $100.00, and we make another $100.00 on the 100 kegs we pay $500.00 for." He said, "Why not hold the first 100 kegs until they go up and make the $200.00 on them? In that way we only handle 100 kegs and make just as much profit as we would to handle 200 kegs."

I wish my competitors would look at it that way. I would be supplying their customers with nails while they were holding them for an advance, and while they are waiting, their overhead expenses are running the same as mine. The only difference is that I am serving the trade and they are not. One is merchandising—the other is speculating.

I am trying to keep my assortments up the same today as I did when prices were low. Why not? It is true I am more conservative now than before the war, but I buy and sell on the market all the time. I anticipate my wants and place orders in advance the same now as I have in the past on all implements and such hardware as I must have to insure prompt delivery. I prefer and do buy, of course, as I need the goods as for as possible.

I am more cautious now than when goods were cheap, but that is all. I can't do business unless I have the goods to sell, and if they go down on me, they will go down on my competitor the same, and we will be as slow as possible in following the decline, and maybe unload before losing much. No merchant can make much profit on a continuously declining market, but at that, you must keep your stock up or go out of business. If we have been good merchants the last two or three years, we can stand a little loss and not break us, but, if we have been scared all the time during the high prices and haven't kept up our stock, we haven't made very much.

Fluctuation of prices rarely ever makes or breaks a good merchant. It is the plunger that usually goes broke or gets rich quick on a fluctuating market, and more often he goes broke. If you keep on selling, you must keep on buying. I know men who have money and are fairly good business men who have remained out of business for the last five years through fear. When goods were cheap, they argued that they were so cheap they couldn't make anything and that they would have to handle too many goods for a little profit, and when they got high, they said they were too high, and would wait until they got cheaper. As a result, they are still waiting, and, upon the hypothesis they will continue to wait the balance of their lives. The same thing will apply to the man in business. If he waits for goods to go down he loses, and if he waits for them to go up, he loses. Suppose we adopted the waiting process on clothing for our bodies and the food on our tables. I know men who have been figuring on building a home for the past twenty years and they are still waiting, and when Gabriel blows his horn, they will be waiting still. There is absolutely nothing gained in waiting, but all in doing. Yours very truly,

Hot Springs, Ark. HAMP WILLIAMS.

## PAINT MATERIALS SCARCE FOR SIX MONTHS

Editor HARDWARE WORLD:

So far as paint materials are concerned—we do not anticipate a lower price, but we do anticipate a shortage in supplies. At the present time, there is a decided shortage in the market on silica and whiting dry colors, etc.

The paint manufacturers are competing as best possible, to buy supplies. This naturally will make a shortage in the market for the dealers, when the paint manufacturers are so short themselves, and we would urge all jobbers and dealers in the hardware line who handle paint material to get their orders in and anticipate their wants as far ahead as possible.

Another matter that is seriously inconveniencing that trade at the present time is the coal shortage, which is shutting down a great many plants, also the railroad situation, as the railroads are trying to handle more freight than they really should try to handle, with present equipment. It is taking shipments four or five times as long as normally to reach destination—after these shipments have gone forward. The uncertainty of raw materials at the present time is such that dealers will make no mistake, at present prices, to put in what stock may be wanted for the next six months. Yours very truly,

TAMMS SILICA COMPANY,

Chicago. T. J. Peterson, Pres.

## PAINT PRICES WILL HOLD THROUGHOUT THE YEAR

Editor HARDWARE WORLD:

As far as the paint business is concerned, we will probably not get lower prices until after the first of the year at least. It is true that linseed oil will be considerably lower later in the fall, but it is always necessary for the paint manufacturer, in order to guard his interest, to carry a large stock of all raw materials, and we feel that this naturally will keep back the decline of prices until after the first of the year.

In varnishes we do not look for any decline whatever, even after the first of the year, for the reason that turpentine and naptha are very high in price, and varnish gums are not only very high, but are very hard to obtain.

We, of course, do not wish to advise anyone in regard to buying, but if we were operating a paint store we would undoubtedly buy cautiously, but at the same time insure sufficient stock to take care of our business up to the first of the year at least, without running short and placing ourselves in a position where we could not handle the trade satisfactorily.

Yours very truly,

THE GLIDDEN COMPANY,

D. J. Tight, Vice Pres. and Gen. Mgr.

## MORE LIKELY INCREASE THAN NOT

Editor HARDWARE WORLD:

It is our belief that prices on the general run of material, such as we use, will hold for some time to come, and we are basing our purchases accordingly. Also we believe that our present selling prices will stand for the balance of the year at least, and the chances are if any change takes place it will be an increase rather than a decrease.

Very truly yours,

O. J. CHILDS COMPANY,

Utica, N. Y. G. H. Litchfield, Asst. Sales Mgr.

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## SILVER LINING IN EVERY CLOUD

Editor HARDWARE WORLD:

Up to the first of June our business ran very little under that done in 1919, but since June we have had a very perceptible falling off in trade. A part of this due to local conditions and a part to conditions which, I believe, are affecting this section of the country generally. This particular section suffered during the summer and fall of 1919 a very severe drouth. Very little feed was grown, and practically all of the farmers and stockmen in this section were forced to buy high priced feed to go into low priced hogs and beef cattle. Many of these farmers and stockmen strained their credit in this way.

This section is again suffering from a drouth, having had little rain since June, but conditions are better in this respect than last year. Corn has been cut at least 30 per cent. Wheat is turning out a poor yield per acre, while oats have been fair to good, hay fair to good and apples about 60 per cent of last year's crop. Tomatoes are in excellent condition, and if we have rains within the next we k, will bring in considerable money. The section around Marionville grows considerable fruit, shipping in good seasons about four hundred cars of apples and about 50 cars of strawberries.

The local conditions, together with the tightness of money have hurt business. During the last sixty days I have talked with quite a number of merchants in this section and practically all of them say their business is considerably under that of last year. The agitation in favor of reducing the high cost of living, and the prevailing belief that prices are coming down, have also had a considerable effect.

We do not expect any appreciable decline in hardware in the near future. Hardware jobbers are unable in many instances to supply the most staple articles in their line, and until production is increased we cannot reasonably expect a reduction in prices.

Because of the difficulty in getting goods, the hardware dealer must work harder than ever. Freight conditions have made it necessary to buy closer at home; in many cases paying a higher price to a nearby jobber in order to insure getting the goods and getting them without delay.

It is our belief that conditions this fall will be better. We believe the policy of the hardware dealer should be to carry a good stock; stock will require more careful attention than ever before. Placing orders and specifications for future deliveries should be done as always—conservatively—not overbuying or speculating, but up to requirements.

Yours truly,
U. L. COLEMAN HARDWARE CO.,
Marionville, Mo. Byron R. Coleman.

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## BUSY ALL SUMMER

Editor HARDWARE WORLD:

Where we are not absolutely guaranteed against decline we are buying scarcely enough to keep our stock as nearly well assorted as we possibly can.

We all know the hardware business is and has been a problem. Buying futures is a gamble against the buyer unless, as we say he is protected. Business has had no let up with us this summer. We are busy.

Yours truly,
PASADENA HARDWARE CO.,
Pasadena. Jos. Welsh, Pres.

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John Geissler is one of those old school hardware and plumbing merchants of the Northwest who has become convinced of the soundness of automobile accessories. He is proprietor of the Square Shop at 1113-15 Tacoma Ave., Tacoma, and his motto is carried out in fact in the conduct of the auto accessory business there.





Demanded by every housewife because it works instantly. No mixing. No delay. Just shake the fine powder into the drain pipe and turn on the faucet.

Removes wood, paper, cloth, grease, etc., without fear of injury to the plumbing.

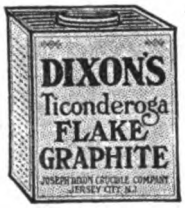
**DON'T CALL THE PLUMBER**

Keep a handy can on hand. It cleans, protects and disinfects.

***Your jobber sells the 75c Home Size can, packed two dozen to the case***

ORDER A CASE TODAY

**CEDAR-SWEEP CO.**
**SAN FRANCISCO**




**DIXON'S**
**Ticonderoga Flake Graphite**

**THE WORLD'S STANDARD**

Thousands of dealers throughout the world consider Dixon's Flake Graphite indispensable to their stock—a 90-year reputation has built up a steady demand for it.

Your customers ask you for it—can you supply them?

Write for Booklet No. 230-C and prices.

**Made in JERSEY CITY, N. J., by the**
**JOSEPH DIXON CRUCIBLE COMPANY**
**Established 1827**


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# HARDWARE BUYERS ARE CONTINUING ACTIVE

## GOOD PROSPECTS FOR SATISFACTORY BUSINESS

Editor HARDWARE WORLD:

We have never been a believer in speculating on possible advance on cost of merchandise. We do believe, however, that orders should be placed in sufficient quantities to make freight shipments and also avoid daily pick-ups on all lines that are in any way staple.

Shipments by express and parcel post should be avoided as far as possible, as the expense is out of proportion to the value of the goods and the cost of handling, including the passing of invoices, checking material in, etc., on the small shipments amounts to practically the same as it would on a shipment large enough to go by freight. Hence the saving in clerical expense alone and time spent on small shipments amounts to considerably more than any interest on the investment for a stock order.

We do not understand that there is any particular restriction on credit for legitimate business, but merchants doing speculative buying we believe would immediately find their banks unwilling to help finance same. It is a time, however, for close collections. We find a tendency all the way through merchandising from the manufacturer and necessarily through the jobber to insist upon prompter payments.

The manufacturer is very urgent in this and necessarily the jobber must get his money in from his sales to satisfy the manufacturer. Therefore the retail merchant should watch closely their collections so as to keep their credit up with their supplier and this will tend to steady business conditions generally and avoid uneasiness on the part of the trade generally.

Regarding the future outlook for business, we cannot help but feel that there is a good prospect for a satisfactory business for a long time to come. Prices necessarily are going to be higher, as compared with the old levels, but we must recognize that conditions have changed and that the demands of labor and the inefficiency of labor today has brought about a condition that has set a new standard for prices.

Yours very truly,
ELECTRIC APPLIANCE CO.,
C. C. Hillis, Vice Pres. and Treas.

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A new institution in the Southwest is the J. W. Brown Hardware Co., Muskogee, Oklahoma, incorporated with a capital stock of $30,000.

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The Hawks Accessory Company at 1930 Westlake avenue, Seattle, Washington, has become one of the main influences in the accessory field in the Northwest. The company carries a complete line of automobile accessories and is also the distributor for Hood tires. Mr. Hawks has been connected with the accessory business for six years. The service department is one of the secrets of the company's growth.

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One of the pleasantest advantages that the Ernst Hardware Company at Seattle, Washington, enjoys in its new home is in having a place to entertain its sixty employees. Monthly get-togethers or "frolics," as they are called, are held with stunts, dancing and refreshments. The employees have organized a social club to hold these socials.

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One of our good Idaho friends tells us that the Sweet-Teller Hardware Co., Boise, Idaho, recently had a most attractive window trim in the form of a desert oasis. There was no lack of reality as the real sand and palm tres were there, and in the center a mirror-like spring with a camp set up around it completed the scene.

## HARDWARE TRADE NOT LETTING UP

Editor HARDWARE WORLD:

While there has been a slight letting up of new business for the past thirty days, we find that it applies more to the accessory jobbers than to the hardware jobbers, which no doubt is due to the re-adjustment of the motor car industries.

We have men calling on the dealers and working in conjunction with our jobbers and we find that the hardware field in general is not letting up in their buying in any way and we feel confident that the scare will be shortlived and inside of thirty days buying will be on a normal basis, as the jobbers' stock—of those who are not buying now—will be depleted.

We still have sufficient orders on hand to carry us up to October 15, running to full capacity.

In our opinion, the jobbers will find it just as hard to get our class of merchandise this fall as they did a year ago. We are confident that there will be no reduction in prices for some time to come.

Very truly yours,
AMERICAN GRINDER MFG. CO.,
Chicago, Ill. C. N. Jonas.

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## MUST HAVE GOODS TO SELL THEM

Editor HARDWARE WORLD:

There is every reason just at the present time for the trade to order their full requirements for fall business. Raw material costs are advancing in many cases and while there has been a recent reduction in the price of linseed oil, that reduction is more than overcome by the increased cost of other goods, this latter being brought about to a degree by the transportation situation. This also is a factor which should lead buyers to make fall provision for their requirements at once. The man who has the goods in stock is the man who will be able to supply them.

Yours very truly,
E. I. DUPONT de NEMOURS & CO.,
Wilmington, Del. R. W. Sample, Paint & Varnish Div.

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## PRACTICE WHAT THEY PREACH

Editor HARDWARE WORLD:

Our advice is to purchase now. We do not look for lower prices, with the great demand for all kinds of goods, with the high wages of labor, with the great demand for all kinds of material, all manufacturers being full of orders. We do not see any reason for lower prices under those conditions, at least for the balance of this year.

We ourselves have placed large orders for goods running well into next year, feeling perfectly safe in doing so.

Yours truly,
THE FRED J. MEYERS MFG. CO.,
Hamilton, Ohio. Fred J. Meyers, Pres.

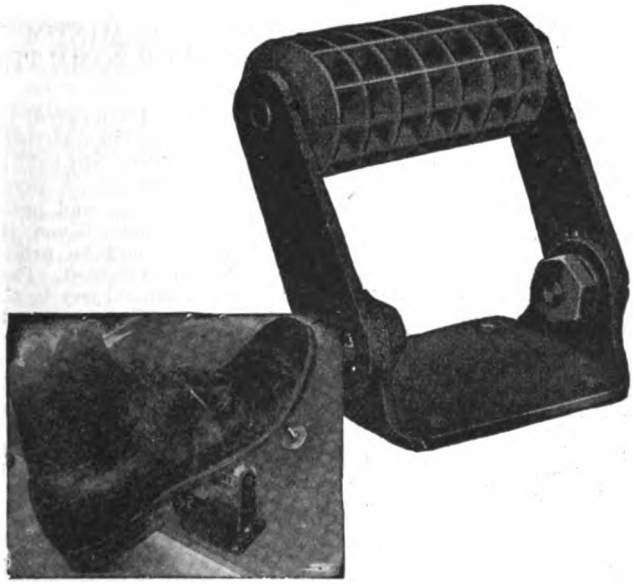
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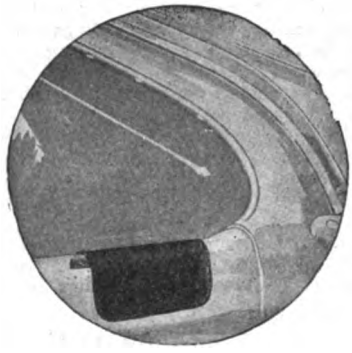
The John McFadden Hardware Company of Santa Ana, California, is planning to double its capacity by erecting a modern new store building to include the present site and more property adjoining. The company will have 16,250 square feet of floor space when the new building is completed. The McFadden Company was organized fifty years ago at Santa Ana.

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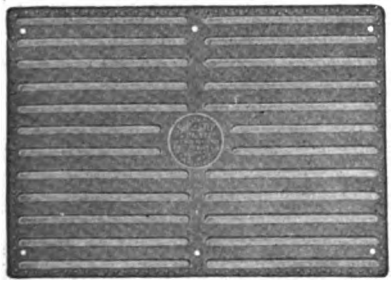
The Cash Hardware Co., Tekoa, Washington, plans an extensive pipeless furnace campaign in its community during the coming season. A carload shipment of the furnaces has been received, and the ten day special sale is being widely advertised.

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# Stanwood Products



Here are several little accessories that add greatly to the comfort, convenience and satisfaction of the driver whose car is equipped with them.

STANWOOD ADJUSTABLE ACCELERATOR FOOT REST sells at sight. The user receives lots of comfort from this device—relieves leg muscle tension, acting as a foot support. It can be adjusted to the position of any driver. It is a reliable safety device, preventing unintentional acceleration over rough roads, crossings. Price, each, $1.60, List.

STANWOOD SAFETY STEP PLATES are indispensable as safety devices—prevent slipping when entering and leaving the car. They also protect the covering on the running board.

Step Plates are subjected to rough treatment and should be built to stand it. Stanwood Plates consist of rubber covered sheet steel bases, from which solid rubber longitudinal ribs project. They always look well and do not discolor and mat down. They outlast any other step plate on the market.

Stanwood Safety Step Plates are manufactured in a variety of styles, and are priced to meet the requirements of any car owner. Type A, $3.70; B, $2.65; C, $1.60; Ford Type, $1.60, List.



STANWOOD ACCELERATOR HEEL PLATE furnishes a stable position for the heel when operating the clutch and brake. It prevents wearing hole in floor covering of car. It is built like Stanwood Safety Step Plates. Price, each $.85, List.

STANWOOD CONFORMABLE HAND PADS add a pleasing appearance to a car. They prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, $.90 to $1.80, List.

**COMPLETE CATALOG WILL BE MAILED UPON REQUEST**

**STANWOOD EQUIPMENT COMPANY**
308 North Michigan Blvd., Chicago, Ill.

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# SILVERWARE AND ALUMINUM PRICES WILL NOT BE LOWER

## SILVER MANUFACTURERS ANTICIPATING HEAVY DEMAND

Editor HARDWARE WORLD:

We anticipate that in our line there will be a scarcity of merchandise through the year 1920, and we are, therefore, making our purchases and placing our orders and specifications based on that theory, striving to obtain our materials and striving to increase production.

We feel that in placing our orders early, rather than late, while we may be perhaps making a mistake, we will be amply paid by having merchandise and materials when others who do not do so will not have. We feel that the same condition probably faces both the wholesale and retail, and that those who get their orders in early will profit much more largely than those who delay, hoping against hope that there will be a reduction in price or a plenthora of merchandise.

While silver has been reduced somewhat in price within the past ninety days, labor and other materials more than offset any reduction that there has been in silver, so we cannot feel that silver plated ware can possibly be lowered materially in price.

Very truly yours,

INTERNATIONAL SILVER CO.,

Meriden, Conn. George H. Wilcox, Pres.

## EXPECT SHORTAGE IN ALARM CLOCKS

Editor HARDWARE WORLD:

We firmly believe that those jobbers or dealers who hold off in placing their orders to cover their fall requirements, will find themselves later on unable to secure clocks enough to only partially meet their own orders. There has been a tendency in some quarters to cancel orders—possibly with the idea of reinstating these orders or a portion of them later on.

This is an unsafe policy, we believe, for any jobber to pursue, because any reinstatement of orders means that such orders will have to take their place in line, and there is every evidence that there is going to be an acute shortage in alarm clocks this fall. All clock companies are heavily over-ordered and have been all the year. Production cannot be increased except to a limited extent, and with a tremendous amount of old orders still unfilled on the books and with the fall season fast approaching, we cannot see anything but a big shortage in clocks this fall.

We believe that prices have reached their peak, but there is no possibility, as the situation stands today, of any reduction in prices, because the cost of production still continues upward instead of downward.

We strongly recommend that both jobbers and dealers plan upon placing their orders early, and at the same time conservatively, because there has been a tendency to pyramid on orders in the past, and particularly does this refer to the watch business which has slowed down to some extent, and primarily it is to the condition to which we have just referred—more than anything else.

Very truly yours,

THE NEW HAVEN CLOCK COMPANY,

New Haven, Conn. F. L. Bradley, Sales Mgr.

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The Detroit Twist Drill Co., Detroit, Mich., announces a New York sales office at 45 Warren St.

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George A. Legg, president of the Alpha Hardware & Supply Co., Nevada City, with a chain of stores in Northern California, has sold his interest in order that he may retire. Mr. Legg has headed the Alpha Supply Co. for over thirty years, and is responsible for the growth of the institution.

## PRESENT PRICES ON ALUMINUM WARE WILL HOLD GOOD FOR SOME TIME

Editor HARDWARE WORLD:

While conditions are somewhat improved, the labor and material markets are still far from settled.

Our opinion is that present prices will hold good for some time. We feel almost positive in saying that there will be no reduction this year and perhaps for some considerable time after that. Even if prices should decline, our customers would be protected as far as their unfilled orders are concerned. Practically all of the orders on our books are subject to the lower prices if unusual conditions should cause a sudden upheaval of the market.

There is still an acute shortage of sheet aluminum and other materials with no immediate relief in sight. We have new factories all set for tremendous production when the raw material market adjusts itself to normal. In the meantime we are telling our customers that it would be wise policy to continue ordering their aluminum long before it is actually needed.

Yours very truly,

ALUMINUM GOODS MFG. CO.,

Manitowoc, Wis. A. J. Vits, Gen. Sales Mgr.

## SHOULD PRICE PROTECTION APPLY ONLY TO BUYERS?

Editor HARDWARE WORLD:

We believe the trade should buy to cover their requirements at prices prevailing at time of shipment. Protection against decline should not be expected unless the purchaser is willing to accept advance, should same occur.

Respectfully yours,

J. H. WILLIAMS & CO.,

Brooklyn, N. Y. Hugh Aikman, Pub. Mgr.

## NO DROP IN PRICES ON LEVELS

Editor HARDWARE WORLD:

Would strongly urge both the wholesale and retail dealers to place their orders and specifications for their requirements, especially on tools, at once for the coming season. The present prices on levels will hold for some time to come, as we have just allowed another wage increase to our employes working on Sand's Plumbs and Levels. Because of the fact that the higher freight rates are in effect now and that deliveries are slow and uncertain, it is well to have the goods on hand two or three months before they are actually needed, for it is going to take the railroad companies a long time to pull out of the present hole which they are in.

Again we urge all hardware dealers to place their orders at once, as prices on levels will not be any lower for some time to come.

Yours very truly,

J. SAND & SONS,

Detroit, Mich. F. Sand.

## HIGH COAL, STEEL AND FREIGHT

Editor HARDWARE WORLD:

We cannot see at the present time how prices can be lowered. Coal and steel are very high, and are bound to be higher when the new freight rates take effect and labor is still high, so that we cannot see any lowering of prices for the next few months.

Very truly yours,

THE JAMES SWAN COMPANY,

Seymour, Conn. W. M. B. Swan, Pres.

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## GIVE CLOSER ATTENTION TO TURNOVER

Editor HARDWARE WORLD:

The question of turnover of merchandise is, in my opinion, an extremely important subject which is too frequently overlooked by retail merchants. It is not necessary for a retailer to purchase in large quantities thereby having a considerable amount of his capital tied up in a big quantity.

The most successful retailers watch the turnover of their merchandise very carefully. They buy in sufficient quantities only to last a reasonable length of time, placing orders frequently with the jobbers. In this way the jobber carries the stock for the retailer, which in my opinion is the function of a jobber.

I have also found in a number of cases that retailers do not make a big enough effort to move slow selling items. Often times it is necessary for the merchant to take a slight loss on these items to move them quickly. This many of them hesitate doing and are therefore compelled to have their capital tied up in slow moving goods. A number of failures that have come to my attention have been caused by this, coupled with poor collection of accounts.

One thing, however, that the retailer should not overlook is the fact that he must carry a well selected stock of merchandise at all times, while if he goes to the extreme of ordering too small a quantity and neglects to order frequently and intelligently, his stock becomes broken up, his customers are unable to obtain their requirements from him and send to mail order houses for the goods. I am confident that the merchant who will keep his stock complete on good selling items, move slow selling merchandise promptly and be reasonably careful about his collections, will have no difficulty in weathering any financial crisis which may come upon the horizon.

Yours very truly,

BALLOU & WRIGHT,

Portland. C. F. Wright.

## KEEP STOCKS COMPLETE IF POSSIBLE

Editor HARDWARE WORLD:

From prssent indications we are to experience a very brisk trade in the entire line of shelf and heavy hardware throughout the fall. These indications are arrived at from the fact that our crops are heavier than they have been in years, which, coupled with the fact that the sheep and stock have had good range throughout the summer which will last well into the fall, will warrant unusual purchases by the stockmen, sheepmen and farmers throughout the territory.

From the present outlook, there will be more of a problem in supplying the demand than there will be in obtaining the usual fall business, due to the fact that stocks are somewhat short and that the railroad situation does not show any immediate relief, even with the increased freight rates which are soon to be in effect.

We realize that the present financial market has not been very encouraging to the merchant throughout the territory and that he has had to carry a large amount on his books during the summer, but we feel that he will make no mistake in having his stocks as complete as possible to take care of the fall trade.

Very truly yours,

Baker. Ore. BASCHE-SAGE HDWE. CO.,

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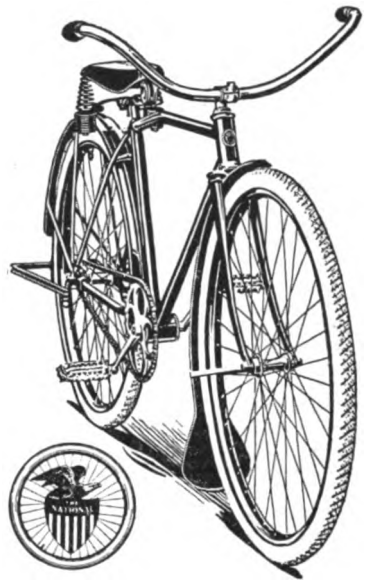
The Barrett-Hicks Co., Fresno, California, at an expense of $30,000 is remodeling one of Fresno's large buildings for occupation. The property has a frontage of 75 feet and is 150 feet deep.

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Kelly Bros., Inc., have purchased the business of Willam Stewart, who has been in business at Hood River, Oregon, for 19 years. They will operate the business in connection with their feed, hay, grain and implement business.


**W. E. & W. H. JACKSON**

865 MISSION STREET
SAN FRANCISCO



Wholesale Distributors

BICYCLES

TIRES

SUPPLIES

Automotive Equipment




**UNITED AUTO SUPPLY CO.**

Jobbers and Factory Distributors

**Automobile Accessories**

711-715 MISSION STREET, SAN FRANCISCO

*Send for Our Latest Complete Accssory Catalogue*


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## A PROBLEM TO KNOW WHAT IS BEST

Editor HARDWARE WORLD:

As far as we are concerned in our territory, good crops and plenty of work for everybody have made business good; in fact, it is running nearly 50 per cent better than a year ago. The demand for most staple goods is just as insistent as it has been, but is slowly slacking up on luxuries and goods that have reached too high a price and consumers expect to buy for less by waiting.

New building activities have been slowly letting up for some time and will continue to grow less on account of shortage of material and bad labor conditions, but there has been a slow increase in repair work, as many buildings, especially houses, that would under normal conditions be torn down are now being fixed to give a few more years' use. As a result, we do not feel the shrinkage in new building as much as we otherwise would, while we believe that merchandise is on the peak, although some goods will go higher, but enough more will get cheaper, so that a hardware stock ought not to suffer any shrinkage in the next year if carefully watched and dead stock goods likely to decline reduced.

While jobbers and manufacturers are putting up good arguments to induce dealers to place orders for spring goods, we have so far absolutely refused to buy anything for shipment past this fall, and unless there is a radical change in conditions, will maintain that policy, and as we look for a scarcity of most staple hardware for at least a year to come, see no advantage in contracting for goods for next spring that our experience this season leads us to believe we will not get many of if there should be further abnormal advance in prices or a greater scarcity.

We received garden hose bought August 8, 1919, on July 28, 1920, other hose goods bought in November and shipped in March, have not reached us yet—only one-third of our wire cloth has arrived, most of the balance will be cancelled by makers—last of our lawn mowers have just come in—poultry netting ordered in November arrived in June. Ice cream freezers are not here yet. Lock-sets bought in November have not been made yet, or if they have, someone else got them, becaus they would pay more money for them. Brass goods ordered last July are still promised to ship soon. Only one-third of the bolts bought in October have been shipped.

As a result, we figure that to place orders now for goods for next spring shipment will simply make a repetition of last year's early orders, and if a further big advance in price and railroad conditions don't improve, we stand for cancellations and delays and must take in stock past season, while if things do clear up, goods become plentiful and there is a break in prices, we would be compromised with high priced goods that we would have to take in and stand a loss on.

We may be using poor judgment in our attitude, but we would rather play safe or even go out of business entirely than to go through another such year as we have this, and I have a suspicion that the majority of retail hardware dealers are figuring a good deal the same way and that this will have an effect on reducing demand and perhaps help to correct the shortage that now exists.

Yours very truly,

VANDERVOORT HDWE. CO.,

Lansing, Mich. A. T. Vandervoort, Pres.

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The Toledo Hardware Co., Toledo, Washington, has been sold by J. M. Alger and M. L. Stewart.

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The Washington Tool & Hardware Co., Tacoma, is said to be the oldest store there, with 35 years of history behind it. The present vice president, Allan Browne, started with the firm nine years ago as a clerk, and is at the present time one of the most representative and active citizens of Tacoma.

## SEE SHORTAGE THROUGH LABOR DEMANDS

Editor HARDWARE WORLD:

If the retailer will buy hardware and spring goods now, and get same in their house as soon as possible, they will have the goods to sell when the selling time comes. We believe the same trouble will exist next spring that existed last spring. We believe goods will be scarcer and higher.

As long as the union employes get what they ask for, increase in wages, so long will there be less goods manufactured and higher prices.

The farmer's products, wheat, corn and meat, should advance in proportion to the advance of wages. Seems that labor is having the best of the argument. The employe's wages are going up and the farmer's products are going down.

The more you pay labor, the less they will work and the less they will produce. For this reason, we believe if the dealer wants goods to sell he had best buy them as soon as he can and get them in the house.

Yours truly,

BOETTICHER & KELLOGG CO.,

Evansville, Ind. Oscar Boetticher, Vice Pres.

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## PRICES ON SAWS WILL NOT DROP

Editor HARDWARE WORLD:

We are inclined to believe that both the wholesale and retail hardware business should improve materially in the next six months, and we do not look for any reduction in the prices of tools, due to the advance of material and labor, and from a recent newspaper report we would suggest that orders for fall shipment be placed at once, as the steel companies are overloaded with orders, and the capacity so badly overtaxed that it will be a question of time only and not price in getting the necessary material for the manufacture of tools to supply the demand in the near future.

Yours very truly,

THE OHLEN-BISHOP CO.,

Columbus, O. Frank Gould, Sales Div.

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## PHONOGRAPHS WILL NOT BE CHEAPER

Editor HARDWARE WORLD:

In our opinion the general conditions of the market have greatly improved and we are looking toward a very large volume of business during the coming fall and winter season. The downward trend of prices has not affected the phonograph industry in general, as most manufacturers work only with a very small profit and the cost of producing talking machines has certainly not decreased.

Should the price of panel stock drop, it will of course have a slight reflection on the quotations for machines. But nobody is looking toward an extensive decrease of prices for panels. It is absolutely necessary that the trade is placing their orders for phonographs at the earliest possible date, as it will be out of the question that the demand for machines can be satisfied, unless orders are placed way ahead.

Dealers who think they will profit by not ordering anything at this time are committing an error, as we are certain that their requirements will never be filled when the season starts. Most manufacturers have thousands of orders booked ahead, which of course must be attended to first and customers who are not very quick in placing their orders will only get what is actually left or nothing at all.

Detroit, Mich. OPEROLLO PHONOGRAPH CO.

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The Redwing Hardware Co., Grand Forks, North Dakota, has been purchased by Hoffman and Hanson, although the name will remain as before. The business has been established over thirty years, and is both wholesale and retail.

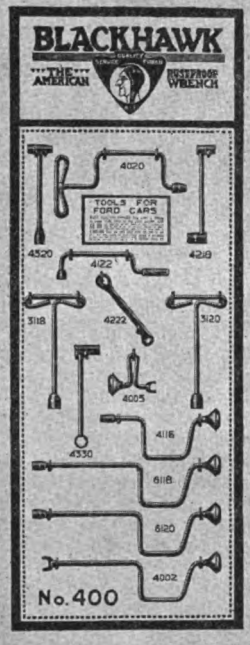
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# BLACKHAWK

QUALITY SERVICE FINISH

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# WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

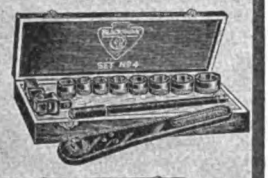
**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

Represented by
**C. N. & F. W. JONAS**

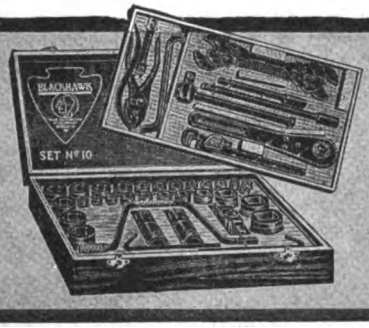
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Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle












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## A FRANK STATEMENT

Editor HARDWARE WORLD:

In our judgment most jobbers and big retailers are putting up a bold front and I hope we will all get away with it, but present abnormal conditions can't continue much longer without disastrous results, as we absolutely know that while we are doing a big business, we are losing money on 90 per cent of the goods that we buy today on present market and sell in competition with other dealers who are better fixed and are unloading on these particular items.

We shall be obliged to look to bankrupt stocks and people going out of business for the bulk of our goods for some time to come. A lot of dealers have gone out of business, a lot more will be obliged to follow, not many, however, are going broke—they are simply liquidating and getting out without any fuss.

The labor situation is the hardest problem to contend with. It is costing us today practically twice as much for labor, when you figure results, mistakes and shorter hours, as it did when the war stopped. Another serious problem is the inability or refusal of most manufacturers to fill back orders on which goods have become abnormally scarce or advanced heavily. Our loss so far this year is several thousand dollars on account of the cancellation of orders or failure to furnish in time to use for season's needs.

**Costs More to Keep Records Than Taxes Amount to**

Another serious problem is taxes, which are costing a good deal more to keep track of and compile than to pay, in fact, if federal income, capital stock, luxury and other taxes become more complicated, it will be practically impossible to handle them without an enormous addition to our expenses. For instance, it cost us fully twice as much to procure the data and make our income tax return this year as the taxes and we are likely to be annoyed for a good while to come by investigations, supplemental reports and other troubles incident to taxation conditions. I believe that it is costing the average small tax payer a good deal more to find out how much his taxes are and to keep track of reports and make returns than it does to pay the taxes—this is another burden that eats into the profits and takes valuable time that could be used to good advantage in the regular conduct of business.

Yours very truly,

## BE CAREFUL—DON'T LOAD UP

Editor HARDWARE WORLD:

The policy we intend to follow in placing orders and specifications for the coming season is to cover our anticipations only.

Production will have a slim chance to catch up with demand if we all order double what we expect to sell, and should we double our orders and receive them in full, there would be a chance of carrying over a lot of goods to a declining market.

Some of the jobbers laugh at us when we say that the peak is reached, and there is but one way for prices to go—that's down, but our advice to retail merchants is be careful how you buy. This is no time to load up. Very truly yours,

AVIS HARDWARE CO.,

Pomona, Cal. Chas. E. Otto, Mgr.

J. R. Minshall at Broadwater, Nebraska, has been succeeded by the A. R. Shoemaker Hardware Co.

Sam Director of Portland, Oregon, has purchased the hardware and implement business of J. R. Peters at Wilsonville. Mr. Peters is a pioneer northwestern merchant, having been engaged in business for twenty-three years. He has also been a postmaster for the last twenty years.

## 120,000,000 PEOPLE MUST CONTINUE TO LIVE

Editor HARDWARE WORLD:

In these times it would merely be a guess, as it is impossible to say what way the tide will turn. Of one thing we are certain, however, and that is that there are 120,000,000 people in the United States who are going to live regardless of high costs or other things and that at the present moment, with the high wages which labor is receiving, for the quantity of money it is spending, a merchant practically knows the volume of his business and it would be well undoubtedly for him to protect himself to a certain extent even at high costs.

At the present moment, even with the high rates of exchange, there is a big outlet for American products in foreign countries and we have noticed that a large number of manufacturers are using this outlet who find that their line is not selling particularly well in this country at the high prices. This is mostly noticeable in the boot and shoe business, which is practically stagnant in this country, although if reports are correct there is a big outlet for them at a fairly high figure in foreign countries.

We cannot see any possible chance of a quick reduction in prices and we believe therefore it would be well for a merchant to moderately stock himself, as the requirements of the country are such that if purchased within reason that they would be left with very little stock on their hands.

You have asked us a very hard question and we are afraid that we are unable to give you a very intelligent answer, for the reason that it is all a guess on our part. Yours very truly,

THE H. C. COOK COMPANY,

Ansonia, Conn. H. P. Carter, Vice Pres.

## BUY ALL YOU REALLY NEED

Editor HARDWARE WORLD:

We think that all merchants should buy what they need at current prices, but they should not buy in excess of their estimated requirements. We think this is true not only at this time, but at all other times. It takes courage for a merchant to place an order for his estimated requirements when business is dull and it also takes courage for him to resist the temptation to make a speculative profit by over-buying when business is brisk and the market is going up. However, if all merchants have this courage, the business of the country would be on a much more stable basis.

The merchant cannot by his own efforts stabilize general business conditions because too many factors aside from the merchant enter into those conditions. However, the merchant who gets "cold feet" on his buying, necessarily reduces the purchasing power of a certain part of the public, namely, the men who would draw wages or profits from the production of the goods which he would ordinarily buy.

So far as prices are concerned, they are only the index of the demand. As long as the people as a whole are fully employed at good wages, the demand for merchandise generally should be good. We have never yet heard of prices declining in the face of a good demand. While we do not look for higher prices in most lines, we fail to see how prices generally can be reduced unless labor costs are correspondingly reduced.

Yours very truly,

THE PHILIP CAREY CO.,

Cincinnati. O. A. Bigler, Asst. Sales Mgr.

Frank Laning & Son have succeeded Jesse C. Brown at Reedley, California. Mr. Laning is a former city attorney at Fresno, California, and is well known in the San Joaquin Valley. Mr. Brown will confine his efforts to ranching. W. P. Boyer continues as manager of the company.

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## STEEL DELIVERIES SLOW—LABOR SCARCE

Editor HARDWARE WORLD:

If we are to judge from the present steel situation, we are of the opinion that dealers will do well not to delay placing their orders. Steel deliveries will be slow and the steel mills, according to reports, will never be able to supply anywhere near the amount of steel that is going to be wanted.

In addition to this, we must consider the labor situation, which is, if anything, more acute with the manufacturer at this time than it was previously, for the reason that much of the help is going into the country and this movement will naturally slow up manufacturing.

In our particular line there are no surplus stocks—merchants having made a cleanup, so that the merchant who delays ordering with the thought that prices are going to be lower will be, we fear, disappointed, and while we are not advocating any buyer's stocking up bevond his needs, we do think it is good business to order conservatively and well in advance of requirements. Yours very truly,

STURGES & BURN MFG. CO.,

Chicago. W. H. Burn, Vice Pres.

## PRICES WILL NOT DECLINE

Editor HARDWARE WORLD:

Our advice to the trade purchasing our goods would be to buy conservatively their requirements, but without any hesitancy.

The prices of our goods will not decline, but have rather a tendency to advance. Materials are extremely short, and mill conditions are now worse than at any time during the past three or four years. This shortage of material naturally will be reflected in the price later on, although we ourselves are absolutely adverse to any advances.

Some mills are offering steel and tin plate at premium prices at as much as 50 per cent over the regular price. Unfortunately, manufacturers are compelled to purchase some of this material in order to keep their organization togetner, and this, too, may be another reason for advances.

Yours very truly,

SCHLUETER MFG. CO.,

St. Louis. W. H. Schlueter.

## COLORADO DEALER WILL ENDEAVOR TO REMOVE CAUSE ON NOVEMBER 2

Editor HARDWARE WORLD:

Trade conditions are probably as good here as anywhere, considering natural unrest with our trade caused by the unwarranted abnormal extortionate prices.

While we are not advising other dealers, we ourselves are only buying for current requirements. We will continue this policy until conditions are adjusted or the cause of profiteering removed, which we will endeavor to do November 2.

Thanking you for the courtesy, with our best wishes for the continued success of your most valuable magazine, so helpful to us, and which we so thoroughly enjoy, we beg to remain,

Cordially wours,

THE CURD HDWE. & IMPLEMENT CO.

Pueblo, Colo. R. D. Curd.

P. S.—We are not the Brinkly-Curd any more, having acquired the Brinkly interest March 16. We are only the Curd Hardware & Implement Company. We have been too busy to tell you, pardon our neglect. We cannot get competent help and we are not like somebody who cannot do it ourselves, so we just buckled in and do the work ourselves and let the fellow who wants all pay and no work go to ——— heaven.

## PRICES GENERALLY HAVE REACHED THE APEX

Editor HARDWARE WORLD:

It seems to be a concensus of opinion of those who study conditions that prices generally have reached their apex; at any rate, they have reached a point where it is necessary to use extreme caution so as not to overbuy, and while there is nothing to indicate at present a decline in metal goods for the balance of this year owing to present conditions surrounding the iron industry, the producing ability is so great in the United States that the return of conditions to a somewhat normal state would influence greatly the cost of metal lines.

It has been our observation that one of the greatest evils in business is that of overbuying. The allurement of a little better discount often induces the merchant to buy in much larger quantities than he would ordinarily, with a result that he greatly increases his investment, and if his capital is limited necessitates asking an extension of credit and forces a curtailment of the larger assorted stock he knows would be to his advantage to carry. The condition of the times makes it imperative that very close attention be given to credits both from the buying and selling end.

The jobber, with his large assortment to draw from, is here to aid the merchant in handling his business and to assist him in protecting him against any emergency that may arise. He has stood in the breach in the past, and it certainly looks like good business for the merchant to avail himself of the advantage that the jobber offers in the handling of his business to enable him to use his capital to the limit to make his quick turnover, and, as statistics show, the merchants who have utilized these facilities have been uniformly successful. Yours truly,

HOLBROOK, MERRILL & STETSON,

San Francisco. H. Morris, Pres.

## NO REDUCTION IN BRAKE LINING PRICES

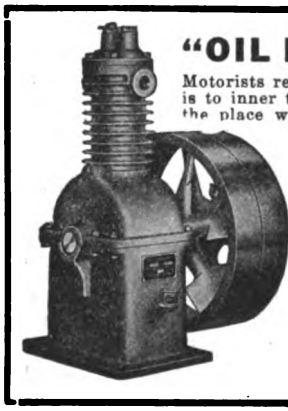
Editor HARDWARE WORLD:

We may say that in our opinion any reduction in brake lining prices to the trade will be quite unlikely before the end of 1921, if then, and consequently, it is our opinion that the trade will have nothing to gain by deferring purchases at this time anticipating lower prices in the near future.

It is to be noted that prices for the best brake linings are today not quite double the prices existing in 1915, whereas the cost of production, materials, etc., is considerably over double. Brake lining has shown very little change in price during the past couple of years, though cost has steadily mounted, and therefore even though there should be a slight decline in the cost of labor and materials, which we do not anticipate, it is quite unlikely that any reduction in brake lining prices could take place at this time. Yours very truly,

AMERICAN ASBESTOS CO.,

Norristown. J. C. Johnson, Asst. Mgr.

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.


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## END OF BUSINESS EXTRAVAGANCE NEAR

**National Association of Credit Men Sure Excess Profits Tax Will Be Abolished**

Information that both Presidential candidates are in favor of revision of the taxation laws and repeal of the excess profits tax has renewed the efforts of the National Association of Credit Men to present a plan that will result in all of the income of the country being taxed in proportion to the amount received by. the individual. If this is done there will be plenty of revenue for the government, according to J. H. Tregoe, secretary-treasurer of the organization which has a membership of more than 33,000 business houses.

The committee on federal taxation, of which Roy G. Elliott, of Chicago, is chairman, has just issued a pamphlet favoring the substitution of a corporation earning tax at a graduated rate that will have a tendency to encourage payment of dividends. The recommendations are made on the grounds that if the re-invested income of an individual and the partner are subjected to the surtax as at present, then the reinvested income of the corporate stockholder must be treated in substantially the same manner. The undisturbed earnings of a corporation are the reinvested income of the stockholders, points out Mr. Elliott.

"The excess profits tax has encouraged so much business extravagance that the removal of such an assessment would tend to eliminate trade waste which would increase business income subject to income taxes," writes Mr. Elliott.

"The National Association of Credit Men is on record as being in favor of the levying of a tax on the earnings of the investment of each individual on the basis of substantial equality with every other individual enjoying the same measure of prosperity and without discrimination against incomes derived from any particular form of business organization.

"The proposed general sales or turnover tax would be passed on through the channels of distribution resulting finally in a levy on the consumer, doubtless of larger volume than the revenue received by the government, which would be a tax levied not in proportion to ability to pay but in proportion to the necessities of existence.

"Under the present law individuals, whether conducting business alone or in partnership, are liable for tax on all profits whether drawn from or left in the business. The corporation, on the other hand, after paying excess profits tax and normal income tax, may retain its earnings as working capital and the individual stockholder remains free of liability for super income tax until dividends are distributed. Gross inequality results from this situation. Equality of distribution of the burden of taxes should replace the present system."

## AMERICA WILL NEVER FAIL, BUT FIRST DUTY TO KEEP OUR OWN HOUSE IN ORDER

"America does not propose to hold aloof, chooses no isolation and shuns no duty, but we arrogate to ourselves the keeping of the American continent and every concept of our moral obligation.

"It is very practical to make sure our own house is in perfect order before we attempt the miracle of old world stabilization.

"Americanism really began when, robed in nationality, the American republic blazed the trail of representative popular government. Representative democracy was proclaimed the safe agency of highest human freedom.

"The federal constitution is the very base of Americanism, the ark of the covenant of American liberty, the very temple of equal rights. The constitution does abide and ever will so long as the republic survives.

"Let us hesitate before we surrender the nationality which is the very soul of highest Americanism. This republic has never failed humanity nor endangered."—Senator Harding.

## A. J. SAVAGE MUNITIONS PLANT SOLD

The plant and equipment of the A. J. Savage Munitions Company, at San Diego, has been sold to Lewis A. Hicks of San Francisco, as trustee, having in charge the organization and financing of a new $3,000,000 corporation to carry on the manufacture of the new Savage patent sporting fire arms, at San Diego.

The actual work of manufacturing these arms is expected to commence in October, and the plant will be enlarged as rapidly as possible so as to be able to meet the demand for these new guns.

The new corporation is being financed by the underwriting of $1,000,000, of first mortage gold bonds, bearing 6 per cent with a bonus of an equal amount of 4 per cent cumulative participating preferred stock, insuring the investor not less than 10 per cent return on his capital, with liberal participation in net profits and continued ownership interest after the bonds are retired.

The underwriting conditions are even more attractive, and the opportunity to participate in its special advantages have been thrown open to the gun trade until October 1, 1920, with certain advantages to be gained by distributors who become underwriters.

Inquiries regarding sales contracts should be addressed to Lewis A. Hicks, care of A. J. Savage Munitions Company, San Diego, California.

W. H. Baker at Alvin, Texas, has purchased the stock of the Alvin Hardware Co.

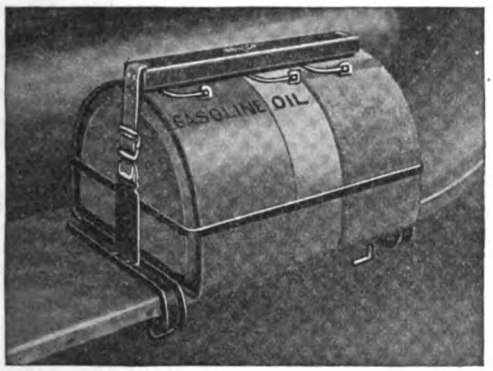
Shervey & Buss is a new institution at Lake City, Oklahoma. P. S. Shervey and Henry Buss are the partners.

A new institution at Lanhandle, Texas, is the Stone Hardware Co., incorporated by F. H. Hill, D. C. Stone, Jr., and W. F. Simms. The capital stock is $20,000.

A significant indication of the business possibilities of Texas is the announced increase of the capital stock of the Huey & Philip Hardware Co. at Dallas, from $300,000 to $600,000. Huey & Philip do both a wholesale and retail business at Dallas.

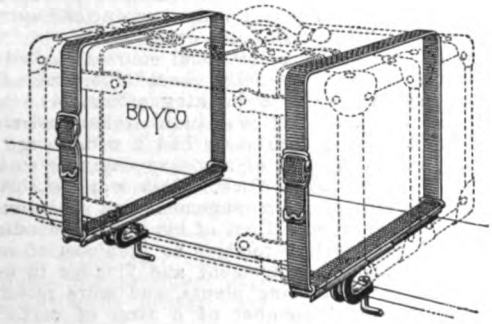
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# Ask your Jobber for BOYCO PRODUCTS. If he cannot supply you, mail us your order with his name and address. Service will be rendered




## Boyco Service Units

Boyco Service Units for carrying extra gasoline, oil and water on the running board fill an actual need. They are in demand every day of the year. A useful product that means desirable business and increased sales.

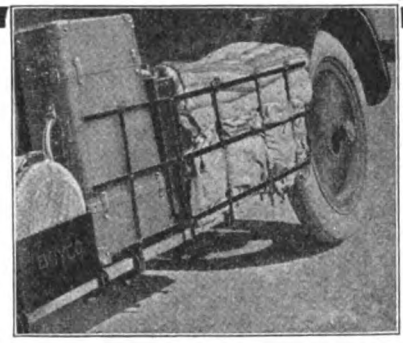



## EZ Luggage Carriers

**EZ Luggage Carriers fasten firmly and readily** to any running board and provide dependable security. Easiest and most quickly adjusted luggage carrier made; occupies a minimum of space when not in use. You will find a wide demand for this product.

## Boyco Canteens and Carriers

Boyco Canteens and Carriers mean substantial increases in business to jobbers and retailers. Complete information, sizes, weights, and details of construction are contained in our booklet, "Canteens and Carriers." Send for it today. There is a Boyco Canteen for every purpose; a Boyco Luggage Carrier for every demand.




## Boyco Carryall

The Boyco Carryall is the strongest and most substantial device of its kind on the market. It is adaptable on any car to the carrying of every description of luggage and equipment.

## The BOYCO Line For Year 'Round Sales

Boyco Luggage Carriers, Canteens and Service Units are quick sellers every month of the year.

They are in demand everywhere at all times; they are not limited to vacation use; they are actual necessities made to fill definite needs.

Boyle products are built right: best materials, high grade workmanship and practical designs. They are sturdy and durable. You will find them a line upon which you may depend for steady year 'round business, quick turnover, and satisfied patronage.

**BOYLE MANUFACTURING CO.**

5100 Santa Fe Street
Los Angeles



## Auto Canteen

**This Flat Bottom Auto Canteen comes in different sizes suitable to the requirements of every motorist. Its outstanding practicability makes it a quick seller.**

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## NOTHING TO GAIN BY WAITING

Editor HARDWARE WORLD:

In our opinion we would say that dealers and jobbers would do one of the wisest things in their business career to place their orders for the coming year now, as the market for raw material looks mighty uneven, and there is no doubt that some time in the next six months that manufacturers will be handicapped by not being able to get raw material.

As to prices, we hardly believe that they will fall before another nine months, but we strongly advise dealers, no matter how big or how little, that it is a wise thing that they stock up now on all kinds of articles, especially good sellers, for they might not even be able to get any should a considerable raw material shortage come.

There is still a chance to obtain raw material at some mills providing you wait from three to four months, and after these mills stop taking orders, the way hundreds are doing at present, there will be something to talk about.

We have tried to keep the price of our Pineapple Eyesnips down so that they could be retailed at 25c, until about three weeks ago when we found that for the last four months we have been manufacturing them at a loss, so we are forced to advance the price to dealers and consequently they must sell them at 35c, this price just giving us a chance to break even with much saving during manufacturing, thus leaving no profit at all, and according to rumors about raw material it will probably come to pass that they will have to retail for 50c each.

Our one advice is tell the dealers that they should not wait for prices to come down in a hurry, but they should buy all they can now, or they take one of the biggest chances to be disappointed. The price is bound to come down, but it won't come down very fast, as it took the prices three years to get where they are today and it will almost take that long for them to get back where they were in 1915.

Yours very truly,

CHRISTIAN SCHLICKER MFG. CO.,

Rochester, N. Y. Carl C. Schlicker.

## WORK FOR TWO THOUSAND IN BIG O. K. GIANT BATTERY PLANT

More than two thousand skilled and unskilled men will be employed in the plant of the O. K. Giant Battery Corporation at Gary, Indiana, by the time the eighth unit is completed this fall. Two buildings are now in use, and the third will be finished and producing at top speed by July 15, according to Paul B. Rabe, president of the Giant Battery Corporation, which is turning out a dry, rechargeable battery that will put an end to the expense and battery troubles of the motorist.

The contracts call for the completion of twelve buildings by December 30 of this year, and by the way the construction is being rushed now, all the units ought to be ready by that time. The O. K. Giant Battery Corporation, whose invention is destined to revolutionize the battery business of the world, has a tract of 40 acres on 37½ of which will be erected 40 buildings.

## AT TUBULAR FABRIC SALES CONFERENCE

C. D. Slaughter, secretary of the Allied Industries, Inc., last month visited Pawtucket, R. I., where he attended a sales conference of the Tubular Woven Fabric Co., makers of Duraduct and Duracord materials, well known to the electrical and automotive equipment trade. Mr. Slaughter also visited other factories which his company represents in the West.

## EVERY MANUFACTURER HAS HIS HANDS UP

Editor HARDWARE WORLD:

We hardly feel capable of giving advice to others, inasmuch as we have a particularly hard time in governing ourselves, in this direction at the present time, due to the great unrest and conflicting conditions continually arising.

It is rather difficult to suggest a policy which would govern other trades in regard to purchases, but our own policy for some time past has been to make purchases only of such goods as are absolutely necessary and essential to continue our business, in a healthy condition.

We do not like to be pessimistic in any way, but believe it is now time to look the facts in the face, not hidden possibilities.

With reference to prices, wish to state that we hardly believe that there will be any reduction in prices of finished material, until production is considerably increased and a recession of increased wages, is effective.

We regret exceedingly that we cannot be of more assistance to you in this direction, but we believe every manufacturer has his "hands up" under the present uncertainty.

Respectfully,

BUFFALO WIRE WORKS COMPANY,

Buffalo, N. Y. John C. Scheeler, Sec. and Asst. Treas.

## NEW YALE AND TOWNE OFFICERS

At a recent meeting of the board of directors of the Yale & Towne Mfg. Company, the resignation of John B. Milliken as treasurer of the company was accepted and Willard L. Case was elected treasurer to succeed Mr. Milliken. He will take up his new duties September 1st. Mr. Milliken will enter other fields.

After completing his educational courses at Peddie Institute and Brown University about 1906, and after two years' experience in a banking office, Mr. Case took up the study and practice of industrial engineering, and for the following five years had a wide range of experience, including that of advisory engineer to the Audit Company of New York. This work involved problems of operating, of management and of accounting. In 1910 he opened offices of his own for conducting a consulting practice relative to problems of construction, operation, management and finance in connection with manufacturing plants, and more recently he became a special member of a firm of certified public accountants.

Mr. Case's long experience has thus covered substantially all of the problems arising in the conduct of organized industry—especially on its economic and accounting side. He thus brings to his new position a long and varied experience in lines of work closely allied to those he will take up. The combination of technical knowledge and experience with long training in matters of finance and accounting is an unusual and most valuable qualification.

Edward C. Waldvogel, who has been in the employ of the company for 15 years, and who has occupied the position of general manager for four years, having charge of all sales and advertising, was elected a director of the company. Mr. Waldvogel started in business as a clerk in a retail hardware store. Later on he entered the hardware jobbing business, in which capacity he has had experience both as a buyer and a salesman. Later he entered the employ of this company as a traveling salesman, and was then promoted to a position in the general offices. He was later appointed assistant general manger, and in 1916 was appointed general manager.

E. D. Waller is the new proprietor of the former business of Gench Bros. of Rich Hill, Missouri.

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## MILLERS FALLS CO. ADDS HACK SAWS

Kingman Brewster, president of the Millers Falls Co., at Millers Falls, Massachusetts, announces that the company has purchased the plant of the West Haven Mfg. Co., at West Haven, Connecticut, which for twenty-five years has been engaged in the manufacture of Universal and other brands of hack saws, band saws and small tools.

The acquisition of this fully equipped plant which has been making a blade of highest grade for many years, furnished a firm foundation upon which Millers Falls may build. It enables the Millers Falls Company to underwrite the quality, design and policies of distribution of this factory's full output. It meets the company's desire to add hack saws to its line, having been the originators of hack saw frames and power hack saw machines. It affords an opportunity for enlarging its capacity—need that has been urgently increasing in the steady development and growth of the company's business.

Not only will the Millers Falls Company continue the manufacture of Universal saws, but it will also make at its West Haven plant a complete line of both hand and power hack saws under the "Millers Falls" brand. Both "Universal" and "Millers Falls" blades will go to our many friends in the trade with the assurance they will meet the most exacting requirements.

The Millers Falls Company will be operated hereafter through its plants at Millers Falls, its plant at Brattleboro, Vermont, and its new plant at West Haven, Connecticut.

## HOCKLEY NOW OFFICER OF BARRETT-HAYWARD CO.

Announcement was recently made in Baltimore of the election of Chester F. Hockley, formerly vice president and general manager of the American Hammered Piston Ring Company, to the office of vice president of the Bartlett-Hayward Company.

Control of the American Hammered Piston Ring Company was taken over by the Bartlett-Hayward Company about a year ago, and the business moved from Newark to Baltimore.

Under Mr. Hockley's efficient administration, the piston ring company has become one of the largest and best known makers of rings in the United States, turning out upward of 50,000 rings per day.

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The Wiley Hardware Co., Wiley, Colorado, reports business and prospects particularly active. They are specializing on cutlery.

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The new building of the Pinon Hardware Co., Mountainair, New Mexico, will be typical of the region. It is built of adobe, with large plate glass windows and concrete floor.

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Reports from New Mexico indicate that the general trend of the hardware business there is from 10 per cent to 20 per cent increase over last year's business. The only reductions reported are in the sale of nails, sheet iron and steel, due to delayed transportation.

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"Trade Your Sad Iron for a Glad Iron," was the motto of a recent winning window display by the Haxtum Cash Hardware Co., Haxtum, Colorado.

The display was the work of Mrs. E. R. Boyd, wife of the proprietor, and showed an electric iron in contrast to the old-fashioned flat iron.

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F. E. Fields, the enterprising proprietor of the Fields Hardware Co., Olathe, Colorado, true to his name, knows the value of a vacation as well as the value of hard work during the year. He spent two months this summer with his family on an automobile trip that took him through Oregon, Washington and California.




*This is the Window Card*
—Actual size is 7 x 13 3-4 inches; Printed in Full Color.

*This is the Advertisement*
Actual size is Half Page Saturday Evening Post.

## NEW QUICK-LITE WINDOW CARDS

Every dealer, especially if he happens to be one of the more than 20,000 who handle Coleman Quick-Lite Lamps and Lanterns, will be interested in the new Quick-Lite window cards which the Coleman Lamp Company is distributing from its home office at Wichita.

This illustration shows the Christmas display card which will be furnished dealers to tie up with the Christmas advertisements which will be run in the national periodicals early in December. The advertisement and the card both call the reader's attention to the fact that Coleman Quick-Lites make excellent Christmas gifts.

Six cards comprise the set. There is a card for an attractive window display of Quick-Lites every season of the year. They are furnished only on request, but already the company has received a great many calls for them. It is said that they will be a most effective sales medium in aiding the Quick-Lite dealer make a quick turnover of his stock.

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Tolman and Malinger is the new firm at Severy, Kansas, which has purchased the former stock of Malinger & Son.

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## ECONOMY IN TIME AND SERVICE

The nail bin made by the Wellston Mfg. Co., Wellston, Ohio, has proven one of the greatest time savers, as well as one of the most economical methods of selling nails that can be installed in a hardware store.

This is the experience of merchants who have used these bins. One enterprising Arkansas merchant says they have saved him several miles of walking every month, and that it also enables him to materially increase his sales of screws, nails and bolts.

Other merchants who are using the Economy Bins say they would not be without them for four times the cost.

One has only to see these nail bins to realize the great economy in time that results from using them. They properly index and store nails of all sizes and keep them always handy and accessible, and prevent one's hands from becoming painfully cut or scratched. They enable the customers to see the various sizes of nails so he can pick out what he wants.

This nail bin occupies less floor space than any other method. Its actual dimensions is 48 inches in diameter by 60 inches in height. All bins and cases are steel, sectional, revolving, ball bearing.

The Wellston Mfg. Co. or their jobbing connections will be glad to give full information to any of our readers upon request.

In the Far West and on the Pacific Coast Le Roy Smith, 112 Market street, San Francisco, their direct personal representative. will be glad to give further information to any of our readers in that territory.

## ELECTRIC APPLIANCES STANDARDIZED

A sensational reduction in the number of appliances which the Simplex Electric Heating Co. make as standard is to be noted. Shortly before the war began the company made over 600 standard heating appliances. Today the list, which is down to rock bottom, and on which the company is building, consists of only 50 appliances.

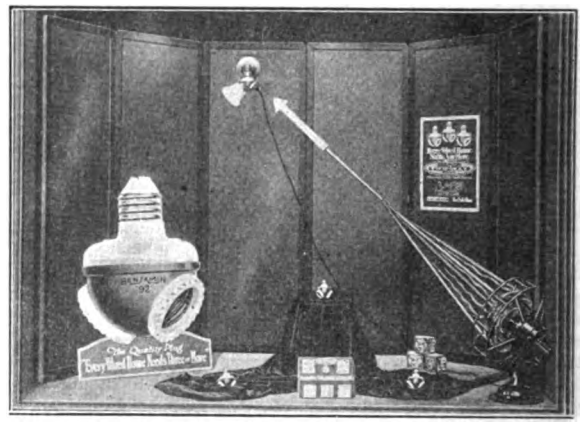
The company now concentrates its manufacturing efforts on such leaders as the Simplex Electric Iron, the Sunbowl radiator, the heating pad, the breakfast room toaster and electric ranges. The shortage of material and the difficulty which the company experienced in getting special parts made is responsible for the cutting down of the number of items.

These Electric Ranges deserve the interest and investigation of every hardware merchant, who carries electrical goods at all, and the Simplex Electric Heating Co., at its main office 85 Sidney St., Cambridge, Mass., will be pleased to forward further information upon inquiry from any part of the country. All matters are referred by the company to the nearest distributor.

The Holden-Murphy Hardware Co. is one of the new institutions at Amorita, Oklahoma.

Yes, your show windows should always be neat and attractive but no matter how clean, bright and attractive your windows may be, if the interior of the store does not come up to them, you will be in the position of the man in the ragged clothes with a handsome overcoat when compelled to take the overcoat off.

GENUINE
**Hildebrandt Spinners**
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



## FEATURING BENJAMIN TWO-WAY PLUGS

So many good Benjamin Electric dealers among hardware and electrical supply merchants have come in person with inquiries to the offices of the Benjamin Electric Co., Chicago, for help on the technique of window dressing, that the company has installed a model display at the home office.

This is the way it has been arranged, and surely it is a window that would attract attention anywhere and make sales, not only on the two way plugs, but on the general electrical line of any merchant who features the ready sellers in his stock by displays in his show windows.

All the material for this display is furnished by the Benjamin Co. to dealers, and it is known as the No. 92 Two Way Plug Window Display. If your window trimmer cannot easily reproduce the display from our photograph, the Benjamin Eluectric Mfg. Co. will be glad to forward further description and full material to make the display.

## STANLEY GARAGE SET No. 1783

A brand new folder illustrating set No. 1783 of the Stanley Works Garage Hardware is now ready for distribution to those interested. It is of course issued in neat, precise Stanley Works style.

This set is one of the more popular combinations for the better class of garage. It has the ball bearing hinges foot and chain bolts and the 1774 Garage Door Holder. In fact, it has every item of hardware for complete and serviceable equipment.

Any one of our readers who would care to have a copy of this book should write for B12. This is the key number for the attractive new sales help, since there are so many publications at the New Britain office.

The Minteer Brown Hardware Co. is a new institution at Walters, Oklahoma.

The Farmers Hardware Co. has been incorporated at Clover, Missouri, by George Pearce, E. S. Little, John Burkhart and John Teague, with a capital stock of $20,000.

The Groom Hardware Co., Bristow, Oklahoma, has purchased property on which to erect a two story building.

L. C. Renshaw has purchased the Ideal Hardware Co. at Eckley, Colorado, Chris Gardner and William Neuschwagner were the former proprietors.

Reports from Anthony, Kansas, indicate the progress of the Costa Hardware Co. It has been necessary to lease additional floor space to be used as a show room.

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## Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.




## Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.




## Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

**These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.**

## OTHER CAR ECONOMIES

**DULL-LAC TOP DRESSING**
Puts on a Rich, Egg-shell Finish.

**RE-KNU UPHOLSTERY DRESSING**
Makes Old Cushions Look and Wear like New. Dries in 15 minutes.

**RE-KNU BLACK LINING DYE**
Re-dyes, Covering all Stains and Discolorations. Concentrated.

**GLOSS BLACK ENAMEL**
An Elastic Enamel to re-finish the entire car.

**BURBANK O.D. TOP DRESSING**
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

**RE-KNU RUBBER TIRE PAINT**
Protects and gives the Tire that new appearance. Does not wash off.

**STAY-ON AUTO TOP PATCHES**
Mends all Holes and Cuts.

**BEATS ALL TUBE PATCHES**
Fixes that Puncture Quickly.

**BEATS-ALL RADIATOR CEMENT**
A Liquid Cement — Stops all Leaks.

**BEATS-ALL SPRING LUBRICANT**
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

**ENGINE ENAMEL**
Black and Grey. Stands a high Heat Test.

**FENDER ENAMEL**
For Retouching—Dries Quickly.

If your jobber cannot supply you, write direct to these representatives:

**CHARLES A. DOWD SALES CO.**
320 Market Street, San Francisco, Cal.
**THE RUBBER SALES CO.**
53 West Jackson Blvd., Chicago, Ill.
**CURRIE BROTHERS**
511 Grand Building, Atlanta, Ga.

For a Catalogue and Discounts



Manufactured only by the

**Auto Specialties Mfg. Co.**

40 Elm Street, Buffalo, N. Y.

Branch Factory, Fort Erie, Canada

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## MASSACHUSETTS MANUFACTURER'S CAREFUL ANALYSIS

Editor HARDWARE AND PLUMBING WORLD:

If your readers believe the published advice of the manufacturers from whom they buy then the responsibility of any manufacturer who presumes to give advice is something to be taken seriously. It is in that frame of mind that we undertake the task.

You ask what policy should govern the trade in making their purchases and placing their orders for the coming season.

Our answer is that it should be the policy of both wholesaler and retailer to analyze in the strictest possible way the territory he covers to determine

1. The kind of tools that will be required.
2. The potential market of the same.

It is our honest belief that the distributor, if he is so minded, can accurately forecast the amount and quantity of stock he is going to need and be 75 per cent correct. If he is wise he will quota himself and, on such goods as he knows will be demanded, he will place orders sufficiently in advance to insure the goods being in stock at the time the demand is felt.

Take our own business as a sample. The Automobile Chamber of Commerce has recently published statistics showing the total number of cars, pleasure and commercial, in each state of the Union. There is a direct ratio between this number and the number of cars repaired and it is even possible to determine the number of times on an average the one-year-old, two-year-old, three-year-old car will be in needs of repairs of a mechanical sort. In production tools it is possible to gain the confidence of Purchasing Agents to the extent of determining in advance with a fair amount of accuracy their needs.

Our advice you see contemplates two actions:

1st. The broadening of the channels of distribution from the retailer or wholesaler.

2nd. Ordering in line with these discoveries.

The trend of the market for tools such as taps, dies and reamers cannot help but be steadily forward. There may be slight temporary recessions which will not represent actual conditions but will indicate local adjustments and efforts towards stability.

There probably will not be so many new ventures or speculative enterprises but the requirements of the world will guarantee a steady demand for common sense merchandise. The luxuries will have to take their chances. For that reason the man who deliberately deprives himself of stock will lose out; the man who gets panicy will, as usual, find the man who keeps his feet on the ground profiting.

In our particular line prices have not increased because manufacturers of such goods as ours have been manufacturers and not speculators. If there is one branch of business in the United States today free from all imputation of profiteering, as shown by statistics, it is ours, consequently there is no danger of extreme breaks or drops in prices.

Prices that have shown rapid and sharp advances cannot hope for this happy condition, but in our line the rise has not been extreme, neither will the descent be, so there is no wisdom in delaying in the hope of obtaining lower prices. Purchasing agents tell us that the need they have is for local stocks on which they can get prompt deliveries and that their local supplies have a dangerous tendency towards the "pick-up" business. Referring again to our first piece of advice, we would say that the "pick-up" evil can be overcome by proper analysis of potential demand.

Very truly yours,

GREENFIELD TAP & DIE CORPORATION,

Ralph Barstow, Sales Promotion Manager.

Greenfield, Mass.

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## WHEN LABOR CONCLUDES TO DO AN HONEST DAY'S WORK

Editor HARDWARE AND PLUMBING WORLD:

It is our opinion that the present slump in business will soon be over and that business will improve in the very near future. We anticipate that from the 15th of this month an improvement will be noticeable in all active centers, and from that date on we can look for a steady improvement over conditions that are at the present time affecting business.

According to Government statistics, living cost has not only not reduced, but, on the contrary, has increased two per cent since June, and there is little chance for a reduced living cost until labor concludes to settle down and do an honest day's work for the money they are receiving. It is our opinion that this condition will steadily improve and that during the winter much of the trouble that we have been experiencing will be eliminated. There is no question but that transportation difficulties have been one of the serious troubles that the country has been laboring under, and that improvement in transportation facilities will necessarily be slow, but, in the writer's opinion, this improvement will be steady and the country will profit by it.

So far as our company is concerned, we have had more than capacity business all the year, and while there is a temporary lull at the present time in some lines of our undertakings, at the same time, our present volume is nearly double what it was in 1914 or any year since then. Our new factory is rapidly approaching completion, and we will then have our capacity doubled, and we now have in hand orders covering practically capacity operation during 1921.

The writer thinks in the above you will find our opinion of conditions that will affect and influence fall buying. We shall be glad at all times to give you our ideas or opinions on matters of general interest.

Thanking you for your courtesy in the matter, we are

Very respectfully yours,

CLAYTON & LAMBERT MFG. CO.,

Detroit, Mich. John E. Lambert, Secretary.

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# The M. L. Kline Co.

WHOLESALERS

**PLUMBING, HEATING. MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

**Would you appreciate a dependable, positive and long-lived Forcing Pump?**

COHO RED RUBBER




EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco

**GAS or OIL or WATER or STEAM**

*is absolutely safe* where

# Rhode Island

**UNIONS** are in use




The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

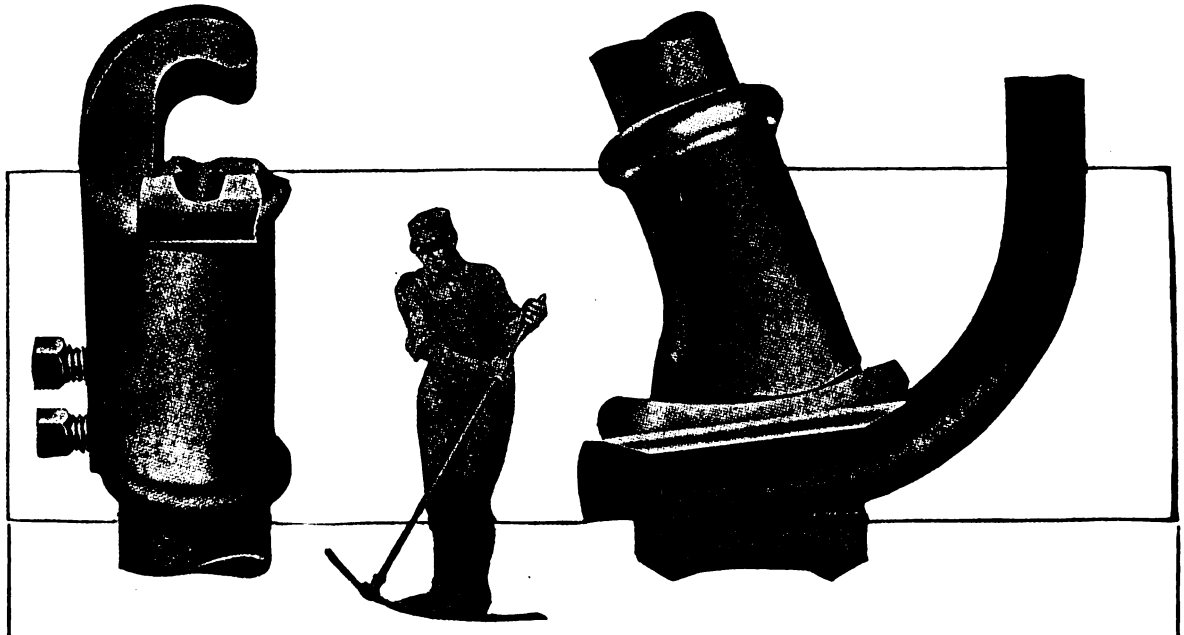
Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

**The whole story is told in our booklet. Send for it.**

**RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island**


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# The FEY AUTOMATIC GRIP HICKEY



"STICKS WHERE IT GRIPS"

## Bends Pipe Quickly

No Kinking

No Breaking

No Flattening

## BULLEN & COMPANY

Western Distributors

**1508 Claus Spreckels Bldg.**

San Francisco, California

*Write for prices*

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# 1,009,100

Pacific Plumbing Fixture advertisements, telling of the beauty of design and high quality of these fixtures, are published, every month, in newspapers and magazines totaling more than one million circulation.

Month after month and year after year these advertisements have been driving home to OVER A MILLION PEOPLE of the Pacific Coast the fact that they cannot buy better plumbing fixtures at any price.

**PACIFIC**
**PLUMBING FIXTURES**

FOR SALE BY ALL JOBBERS

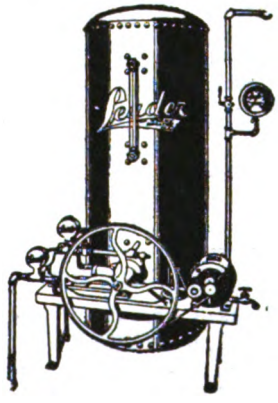
Offices: 67 New Montgomery Street, San Francisco
Factories: San Pablo and Richmond, Calif.

GENUINE
## ARMSTRONG STOCKS and DIES




PIPE CUTTERS
Malleable Iron Pipe Vises
MANUFACTURED BY
**THE ARMSTRONG MFG. CO.**
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

TRADE *Leader* MARK
## WATER SYSTEMS




FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

**PACIFIC PUMP & SUPPLY CO.**
853 Folsom Street
San Francisco, California
Sole Distributors


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## SHOULD ANTICIPATE REQUIREMENTS FOUR TO SIX MONTHS AHEAD

Editor HARDWARE AND PLUMBING WORLD:

Our opinion is that prices will remain around the same level this fall as they are at the present time, in fact the tendency shows more of an upward trend than it does the other way. It is true that in certain few lines prices have shown a sharp decrease, but this is more or less in our minds of a temporary fluctuation and prices will be back to the same level they were in the winter of 1919.

Manufacturers are months behind in deliveries and our advice to the trade would be to cover themselves as far ahead as they can possibly look. We are oversold for months ahead and our production is taxed to the limit to meet the demand which is rapidly increasing rather than decreasing.

From our standpoint, we cannot impress too strongly upon the buyers of trade to anticipate their requirements from four to six months in advance rather than hold off with the hope that prices will decrease, which we do not think will happen.

Very truly yours,

C. F. CHURCH MFG. CO.,

Holyoke, Mass. R. A. Witherell, Sales Dept.

## SAFE TO BUY FOR NEXT SIX MONTHS

Editor HARDWARE AND PLUMBING WORLD:

You, of course, understand that during times as are now existing, it is almost impossible to predict what is going to occur.

From the present outlook we feel confident that it is a safe proposition for the trade to place orders for delivery within the next six months. We really do not believe that there will be a decline within that time due to the fact that practically all prices are based on the present wages of labor. We certainly do not believe that there will be any reduction in the wages of labor for the next six months to come. In fact, there are quite a few strikes in force now throughout the country. If the demands made by those strikers are granted, it will, no doubt, be necessary to put into effect even higher prices than are now being charged by manufacturers.

We, the same as most manufacturers, have been hoping for lower prices, but up to the present time there really has been no reason why lower prices should be put into effect. Our operating costs today are really much higher than they were several months ago, yet we have not advanced our prices. As soon as we can produce goods at lower prices than those of today, we shall be only too glad to give the trade the benefit of such a decline.

While the above information is very indefinite, we trust that it will answer for your purpose.

Yours very truly,

OTTO BERNZ CO.,

Newark, N. J. By J. M. Infeld.

## SPEAKING FROM EXPERIENCE

"Rip Van Winkle," said the teacher who keeps the class interested by telling stories, "went into the mountains, took a drink with some strange people and slept for twenty years."

"I don't doubt it," commented the tall, slim scholar. "There's no tellin' what some o' the moonshine licker will do to a man."

Conquer in the battles with yourself and the battle of life will become easier.

## OUR CREED

(Suggested to the Plumbing Industry by the Trade Extension Bureau, Evansville, Ind.)

We believe that

1. Goods and services must be sold at a profit.
2. "Do unto others as you would be done by" fully defines the ethics under which this industry will flourish most.
3. Proper accounting methods will cut costs, stimulate sales and reduce credit risks.
4. The whole industry, including the contractor, must go after business if they wish to get what they deserve.
5. Local newspaper advertising on the part of every contractor is just as certain to develop business in this industry as in any other.
6. The contractor who operates a modern store, equipped to give service equal to that offered by other lines, is bound to profit accordingly.
7. The chain of discounts from manufacturer, to jobber, to contractor, must be so adjusted that each gets paid fairly for the function performed.
8. Any action taken by one division of the industry, which affects another, is seldom satisfactory unless each division affected is represented in the consideration ahead of such action.
9. The public should be enlightened concerning domestic sanitary engineering, heating and ventilation, the value of these services and the problems involved.
10. Quality—of material, workmanship, and service—will bring lasting approval and increased profits in its train, as irresistibly in this industry as it does in every other.
11. Every contractor, jobber and manufacturer should belong to and attend the meetings of the associations representing their respective interests, for only through associated bodies can the greatest efficiency be created in any industry.
12. Sanitary legislation should be modified so that it will not destroy the prestige obtained by the firm of long business experience and place them on a par with the irresponsible, would-be contractor.

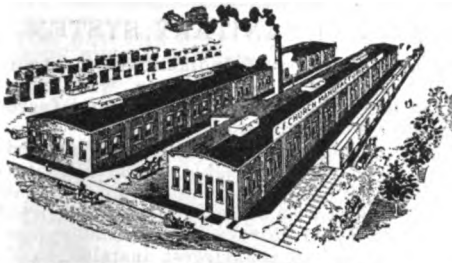
## A WORTH-WHILE JOB

A pessimist and an optimist were discussing life from their different viewpoints. "I really believe," said the former, "that I could make a better world myself."

"Sure!" returned the optimist; "that's what we are here for. Now let us get to work and do it."

All things will come to the other fellow if you only sit down and wait. Many of the good things will be yours if you will look at life from behind a smile—and advertise.

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OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.

C. F. Church Mfg. Co.

CAPITAL $ 25,000.00

MANUFACTURERS OF
THE FAMOUS WHITE PYRALIN CLOSET SEATS,
TANKS, BATH-ROOM CHAIRS, STOOLS, MIRRORS, FRAMES,
MEDICINE CABINETS, TOWEL BARS, ETC.

THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.





HOME OF

SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

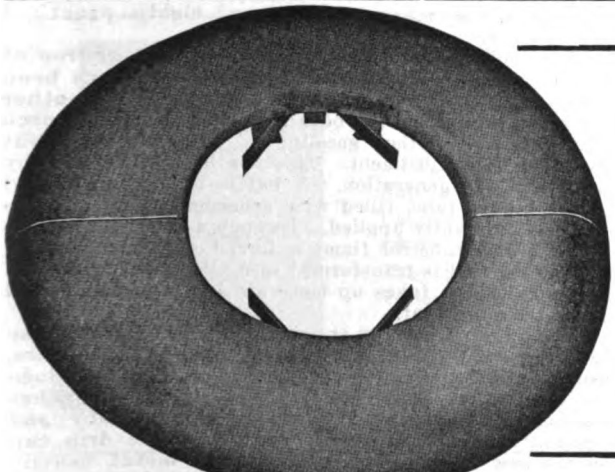
Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.



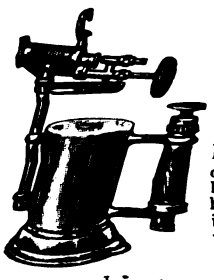
THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

TURNER Gasoline - Kerosene TORCHES



have the three essential features every careful mechanic must carefully consider when purchasing, i. e., quality, durability and efficiency. The No. 28 illustrated is one of the best quart torches on the market. It is made with a tank drawn from heavy gauge seamless brass and the burner is cast from heavy bronze burner metal. The improved brass automatic pump, which is also used as a handle, easily and readily supplies sufficient air pressure. Send for literature showing the Turner complete line of gasoline, kerosene and alcohol torches, furnaces and brazers.

No. List
28, Qt. torch, $18.40
16, Pt. torch, 13.60

THE TURNER BRASS WORKS, Sycamore, Illinois, U. S. A.




No. 32 Torch
List Price,
Each, $16.00
Ask for
Discount

How Is Your Stock of C. & L. Fire Pots and Torches

It pays to be ready for every emergency and keep your stock well in hand. Better anticipate your wants now so that your orders may receive prompt and careful attention. It always pays to buy the best. The C. & L. line has stood the test of time and today is used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

## STEAM HEATING AND PLUMBING SPECIALTIES WILL NOT BE LOWER

Editor HARDWARE AND PLUMBING WORLD:

As far as the writer is able to judge, supply houses and jobbing houses, and small manufacturers, as well as large, are not likely to see any lower prices on steam heating or plumbing specialties for a long time to come, and very slight if any changes in prices other than upward on anything made of brass or steel, and the large jobbing houses and manufacturing concerns are down and out on stock. Our concern and our competitors report that they are manufacturing to order for customers' requirements and have been for many months.

The only way we can give any kind of service which is satisfactory to us and our customers, is to receive their specifications far in advance of their actual requirements, and we advise their carrying a reasonable stock of steam specialties on their shelves, or having some in transit to them.

Transportation interferences require that they place their requirements at least 30 days earlier than they would otherwise, and manufacturing conditions both in securing raw material and the necessary labor, makes it essential that we have our customers' specifications 60 days in advance of their needs. If our customers co-operate with us to this extent, the goods can be ready for shipment in most cases when specified.

Our capacity has been taxed to such an extent that many sections of the United States have not been covered by our salesmen or representatives in over a year.

Yours respectfully,

THE BEATON & CADWELL MFG. CO.,

New Britain, Conn. Wm. H. Cadwell, Pres.

## EFFICIENCY POINTERS FOR PLUMBERS

**Buying**

Efficiency in buying can only be attained by stocking one line of merchandise and refusing to stock the line of every Tom, Dick and Harry. The former will keep your stock fresh, clean and movable. The latter plan will invariably fill your shelves with slow moving goods, increase your overhead, decrease your credit and lower your standing with the jobber and manufacturer.

**Selling**

A Sioux Falls, S. D., master plumber has a photograph made of every job he does. These are bound and they lay on top of his desk at all times. Every visitor that comes to his desk invariably looks at the pictures. It is a silent salesman that is more convincing than words.

**Collecting**

The Master Plumbers of Brantford, Ont., find that the collection of small accounts has proved to be a bug-bear to their business. In order to prevent these small accounts from accumulating, the association hires a collector who makes such collections for all members. The plan has proven very successful.

---

If you try to perfect yourself through experience alone, you are taking the long way around. Dig into books and trade papers and gain by the experience of others.

## EXCELLENT SANITARY SYSTEM

The Sanatar Company of Indiana was incorporated on June 21st, at Indianapolis, Indiana, with a capital stock of $50,000.00, for the purpose of manufacturing Sanatar Sewage Disposal Tanks.

The Sanatar Sewage Disposal Tank is designed for use where sewers are not available. A novel feature of the Sanatar consists in the portability of the tank, as it can be built up so as to accommodate the smallest unit required necessary to take care of the sewage disposal of five people to the largest installation for a hotel, school house, etc.

The Sanatar tank is built upon lines approved by the United States Health Service and has received the special commendation and approval from the State Board of Health of Indiana and other states. It is built of reinforced concrete and is light in construction.

The company is operating a plant at Portland, Indiana, and will have another one in operation at West Palm Beach, Florida, in the near future.

The product will be sold through jobbers only.

## EFFICIENT GASOLINE TORCHES

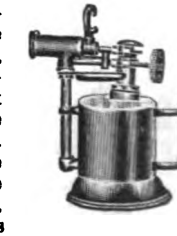


Although still used by some workmen who cling to old-fashioned things for old times' sake, the charcoal furnace for heating soldering irons, melting metal, etc., has practically gone out of existence. The plumber and electrical worker accomplish work in a fraction of the time with the modern gasoline torch.

One of the best of these devices on the market is the Turner Gasoline-Kerosene Torch, made by the Turner Brass Works, of Sycamore, Ill., and which embodies many important and highly practical improvements.

The double jet feature obtains the highest degree of heat that can be generated from gasoline and has been a factor in the large sale of these torches. Another important innovation has been the perfection of a torch that will burn either gasoline or kerosene, without changing the adjustment. This has been effected by increasing the generation. A baffle has been placed in the burner tube, filled with asbestos, on which the flame is constantly applied. Through a slot in the top of the burner tube the flame is forced on to the baffle, so that the fuel is transformed into a hot, dry gas. In this condition it takes up more air and with less fuel generates more heat.

There are no holes in the side of the burner tube, so that the wind, when the torch is used out of doors, cannot interfere with the burning of the gas and reduce the temperature of the flame. The new air pump has also undergone changes whereby its efficiency and durability have been greatly increased. The drip cup on the new torches is made of stamped metal, heavily copper plated, of sufficient size and much lighter than cast iron.



Many other valuable improvements have been introduced, in the construction of the burner especially, and the new line has been standardized so that dealers can carry a stock of repairs, all parts, including the double jets, being interchangeable. In the accompanying illustrations the types of Turner Gasoline-Kerosene Torches most in demand are shown, a folder issued by the manufacturers giving further details of their construction and operation will be furnished by them on request.

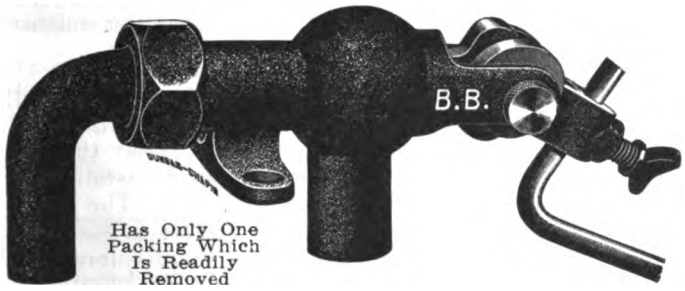
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Misrepresentation of the goods may make sales today, but it loses customers tomorrow.

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY

## B. B. HIGH PRESSURE BALL COCK

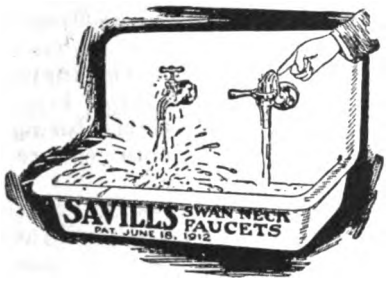



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

**BOSTON BRASS COMPANY**
**Bacon and Plimpton St., Waltham, Mass.**




**Sold by Jobbers of Plumbing Supplies Everywhere**

## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

**Full-stream flow** in a fraction of a minute.
**Gentle half-turn** either way operates.
**Protective Stop** on handle. Saves pinching.
**Best red brass,** 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**

**Send postal card for catalogue showing 23 styles.**

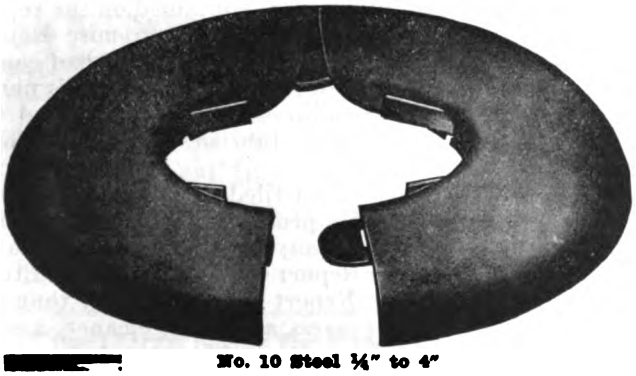


## Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**
**Dayton, Ohio**





**No. 10 Steel ¼" to 4"**

## Plates that Please

**ORDER NOW**

and be ready with a stock

**Increasing Demand for "B & C" Styles**

**Catalog on request**

**THE BEATON & CORBIN MFG. CO.**
**Largest and Oldest Plate Company in the World.**

**Pacific Coast Representative**
**W. ERWIN GILCHRIST**
**681 Market St. San Francisco, Cal.**

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## KEEP YOUR BUSINESS WELL IN HAND

When will the break in the present markets occur? This question seems to be on every one's mind. Yet we fail to find one single individual who, when speaking from the heart, will acknowledge that prices will ever return to the pre-war stage.

We might go even farther and say that the persons are few and far between who honestly wish for a reduction in prices. As a matter of fact the present high price market, or high cost of living as it is commonly called, is not causing the public much worry. If it was there would be more agitation for a reduction.

The possibility of a falling market is the one and only thing that is really worrying the people of this country. It is the main subject at business meetings, at club gatherings, union meetings, and we even hear it discussed in church.

Others claim that prices will surely toboggan when labor becomes more efficient. Some say the break is due early in the fall. Others contend that production has caught up with the demand and the present railroad car shortage is the only thing that is holding prices up. Combinations and trusts are also frequently credited with holding up the present markets.

Then we hear from the statistician who has compiled data which proves that the break is not due until the fall of 1921, which marks the close of a seven year period of prosperity; while others have figures to prove that the present high prices will continue for five more years.

### Build Business—Start Today

Some one of these predictions will surely come true. Just which one, we are not in a position to say. In fact, we are reasonably certain that, after all, psychology will have much to do in bringing about a change in the present state of affairs. Just as long as the public continues to spend money like drunken sailors, prices will not come down. When they become more conservative and limit their purchases to bare necessities, something will surely happen.

We all dread the days of business depression, but they are coming just as certain as tomorrow's sun unless we fortify against them. To simply follow the regular routine of supplying demand is treading on dangerous ground. We must plan to build business and today is the time to start. "In time of prosperity prepare for adversity."

This can be effectively done in the plumbing and heating industry by keeping prospect cards from data secured in making repairs. The possibilities in the field of existing buildings are unlimited. It is simply a question of creating a desire and this desire will create a demand.

Statisticians tell us that there are approximately 23,500,000 homes in the United States. Of this number less than five million are equipped with plumbing and less than 2,300,000 have heating plants. Think of the possibilities. The future of the plumbing and heating industry is unlimited.

### Chance for 25 Per Cent Renewals

But think of the possibilities in old buildings now equipped with plumbing, exclusive of all other possibilities. It is safe to say that 25 per cent of the present plumbing installations in residences alone are antiquated. The plumbing in these homes is not up to the standard of the other facilities within the same homes, nor has as much money been invested in the plumbing and heating facilities as the owners have invested in musical instruments, automobiles, etc.

There is a reason for this and that reason is the lack, heretofore, of sales promotion work in this industry. The makers of automobiles, the various manufacturers of musical appliances and others have put unlimited effort into publicity and enthusiastic sales efforts during the past ten years. The results obtained are displayed at every hand.

Now comes the question: How can we obtain our just share of the annual expenditure of these home owners?

To our mind the Premise Report Card offers a most practical solution. The journeyman plumber repairman has access to the plumbing and heating facilities of every home in the United States at intervals through the year. During one of these visits, he can make a complete report of the plumbing and heating facilities on the Premise Report Card. With this information in possession of the plumbing and heating contractor, with a little effort on the part of his office organization, a great increase in sales will result.

### Extension Bureau's Plan

The Trade Extension Bureau of Evansville, Ind., offers to furnish the Premise Report Card to the plumbing and heating contractor at absolute cost. Every time a journeyman is sent on a jobbing order, he is handed one of these Premise Report Cards with instructions to fill it out and return it to the office.

When the report card is returned, the stenographer in the contractor's office cross indexes the information contained on the report card. As an example, if the Premise Report Card indicates that the bath tub is in bad condition, a card is made out with the owner's name, date, and street address written on it, and the information "bath tub in bad condition" inserted.

This card is then filed under an index containing bath tub prospects. The same thing would hold true if any other item was indicated on the Premise Report Card as in bad condition. If the Premise Report Card indicated that the home did not possess a vacuum cleaner, a card would be made out for this and filed as previously described for a bath tub.

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## SCAIFE "Copper-Brazed" TANKS

**For Air, Gas and Liquids**



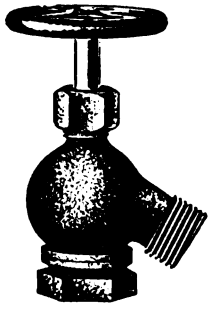

Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

**WM. B. SCAIFE AND SONS CO.**
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

## Garden Hose Valves
OF
## Recognized Quality

**Which command repeat orders for you**



**Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.**

**HAYS MFG. CO., *Erie, Pa.***

**W. Erwin Gilchrist**
Pacific Coast Representative
681 Market Street, San Francisco.

## The Nye Die's Fourteen Points

1. Most accurate,
2. Strongest,
3. Wears longest,
4. Cuts easiest,
5. Cuts smoothest,
6. Cuts cleanest,
7. Cuts quickest,
8. Saves time,
9. Saves material,
10. Saves muscle,
11. Prevents profanity,
12. Finest tool steel,
13. Patented skip tooth,
14. Cheapest, because Best.

**Don't Forget the Nye Thin Blade Cutter Wheel**



**Nye the Die Man**
**Pipe Die Maker to Those Who Know.**

I propose peace in your shop on the basis of these 14 points.

Let us have an end of pipe-threading troubles.

The Nye Die is the best die made—furnished on free trial.

Let us have peace!

**The Nye Tool and Machine Works**
108-128 No. Jefferson St., Chicago


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The contractor would then forward letters to the prospect at regular intervals. In addition to this, he could supply his jobber and manufacturer with a list of his prospective customers and they in turn will send the prospect literature and circular letters that will assist the contractor in making the sale.

Now is the proper time to start a progressive campaign of this kind. By starting the campaign at once, it is safe to predict that a sufficient number of prospects would be tabulated to insure the contractor a good, live, bunch of profitable business during the winter months, when business is normally dull.

More than this, within a year, the list will grow to such proportions that ample business will be forthcoming from this source to warrant the contractor spending the greater part of his time developing this profitable and non-competitive field.

Here is the solution to the question that is worrying the average business man at present. This is one way of keeping business in a healthy condition, and is one way of stifling competition and making the business a bigger, better and more profitable line.

In conclusion, we want to emphasize that if there are any "Doubting Thomases" who question the possibilities of the Premise Report Card, we will gladly supply them with another list of contractors who have successfully operated the Premise Report Card for the past two years. We have many letters on file from men who were formerly large operators. They have now abandoned the contracting game entirely and are devoting their entire time "building business" from old buildings, for they found it more profitable in every way.

---

Too many superlatives in advertising or in salesmanship lead the public to discount all your statements. They know everything you sell cannot be the "Best."

---

A garden patch indicates thrift as well as any other kind of a patch.

**Increase Your Bank Balance**



Patented
No. 71 Quart Torch

by using the most economical, serviceable, and durable torches and furnaces on the market. With such tools your men can do quicker and better work in less time and at least expense to you. Just think it over carefully and you will surely acknowledge that our remarks are correct. The "Always Reliable" line is constructed so as to use the least amount of fuel per hour. It is substantially made by skilled workmen, therefore, each article is guaranteed. You cannot go wrong by adopting this line as your standard.

OTTO BERNZ CO., Newark, N. J.

## FINDING THE OVERHEAD

(By Fred J. Huntley)

John Nailor had conducted a hardware store for quite a long time in one of those southeastern Ohio towns. Whenever anybody in the place wanted something particularly good in the hardware line his first thought usually was "I'll get it over at John Nailor's." It was about the same out in the country districts where John was known far and wide for his dependable merchandise and fair dealings.

Although there were other hardware men in town John seemed to take the lead when it came to new ways of doing things. The same spirit was shown in his stock, the arrangement of his store, and almost everybody in town seemed to agree that John's success was due largely to the progressive way in which he tackled problems that came his way.

### Plumbing Part of Business

Like most other towns of its size, plumbing was considered a part of the hardware business, just the same as tinning, sheet metal work, etc. For some reason or other the plumbing end of the hardware business had never been as profitable as it should. No one seemed to be able to tell just why it was.

John Nailor went through the same experience as the others and when he had completed a job, as a rule, never seemed quite sure that he had made the charges that meant just the profit that was really due him. He knew that something was wrong somewhere and in spite of all he could do the answer seemed to be as far away as ever. He talked the matter over with other hardware men in town but no one seemed to be any better off than he.

Then John Nailor decided to call a meeting and the four or five hardware men got together one night. They had a little dinner and then they went after the plumbing problems.

One of the first speakers was John Nailor. He seemed to have something on his mind and wanted to get it out as soon as he could. He jumped into the question of bookkeeping from the very first, dealing particularly with "overhead costs," and before he got through, the others sitting about the table were thinking good and hard. There was hardly anyone outside of Nailor himself who seemed to have very much to offer along this subject. One or two hardly knew what "overhead" meant, and when it came to actual bookkeeping it was a wonder to John Nailor that they knew anything about their business at all. In fact few seemed to have clear understanding as to what sort of bookkeeping records should be kept, either in their hardware store or out in the plumbing shop.

It was finally decided to get the opinions of plumbers in other towns and as a result of information received, John Nailor and the other hardware men finally drew up and adopted for

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their own use an "overhead cost sheet" containing items here shown. It contains thirty-nine items covering practically every indirect expense connected with the operation of the plumbing business jointly with a hardware store.

OVERHEAD COST SHEET

1 License on Bond
2 Taxes
3 Rent
4 Owner's Salary
5 Office Help
6 Stationery and Printing
7 Postage
8 Bad Accounts and Allowances
9 Collections
10 Lawyer
11 Light, Heat, Power, Water
12 Foreman
13 Truck Driver
14 Stock Man
15 Telephone and Telegraph
16 Expense of Horse
17 Expense of Wagon
18 Expense of Truck
19 Office, Shop and Store Equipment
20 Tool Repairs
21 Insurance on Stock
22 Insurance on Horse and Truck
23 Liability Insurance
24 Labor Not Chargeable
25 Depreciation
26 Damaged Material
27 Traveling Expens:—
Conventions, Soliciting, Buying.
28 Incidental Expense
29 Workmen's Compensation Ins.
30 Candles, Matches, Etc.
31 Oil
32 Paint and Dope
33 Gasoline
34 Advertising
35 Trade Papers
36 Good Fellowship and Gifts
37 Association Dues
38 Interest on Capital
39 Interest on Borrowed Money
Total Overhead

There was quite a change in the attitude of the hardware men after this overhead cost sheet had been used for a time. It proved to them their old methods were leaky through and through and that they had overhauled their accounting system just in time.

Besides adopting an entire new system of plumbing records, these hardware men were also shown the faulty spots in their store bookkeeping and set about at once to remedy the defects. In other words they braced up their business by adopting suitable figure records that showed them how they stood financially from day to day. They regulated buying, looked closer to turnovers and are now able to show profits where before they were doing well to break even.

---

When your customer has found what he wants, stop showing any other varieties of goods or you will confuse him and perhaps cause him to decide to wait and come again another day.





No. 1 Fire Pot List Price, Each, $27.20
Ask for Discount

## Which Shall It Be?

C. & L. Fire Pots and Torches with a backing of the guarantee of a maker with more than thirty years experience, or some other make? Try the C. & L. Tools and you will find you have the best that experience and the best materials can produce. They have stood the test of time and today are used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.**
Detroit, Mich., U. S. A.

## STOVE & FURNACE REPAIRS

Welding for All Makes — Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS — Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing — PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. — Head and Spot Lights — Milk and Ice Cream Cans, Etc.

Silver Ware Refinished
1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.


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# DEALERS!!

"Lifetime"
Trade Mark
the Guarantee
of Quality




Manufactured
at
Oakland

**ALUMINUM PRODUCTS CO.** Of the Pacific Coast **OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

*INCORPORATED*

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

| | |
|---|---|
| ORIGINAL STOVE REPAIRS | DIAMOND BREAKOFF BACKS |

Efficient Service : Superior Quality : We Solicit Your Inquiries

*"The Largest Stove Repair House in the Northwest"*


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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

**AMMUNITION—Cartridges—Metallic**

| | Semi-Smkls Less Smk | Box. Smkls |
|---|---|---|
| **Blank Rim Fire** | | |
| 22 Short | $ .20 | $ ... |
| 32 Short | .40 | ... |
| **Blank Center Fire—** | | |
| 32 S & W | .65 | ... |
| 38 S & W | .80 | ... |
| 38 Long Colt | 1.35 | ... |
| 44 W C F | 1.65 | ... |
| **Shot Rim Fire—** | | |
| 22 Long | .60 | .70 |
| 32 Long | 1.20 | ... |
| **Shot Center Fire—** | | |
| 32 S & W | 1.10 | ... |
| 32 W C F | 1.45 | ... |
| 38 S & W | 1.30 | ... |
| 38 W C F | 1.65 | ... |
| 44 W C F | 1.65 | 1.90 |
| 44 X L | 1.80 | 2.05 |
| 44 Game Getter | 1.65 | 1.90 |
| **Rim Fire, Ball—** | | |
| BB Caps | ... | .40 |
| CB Caps | ... | .50 |
| 22 Short | .30 | .35 |
| 22 Short H P | .35 | .40 |
| 22 Long | .40 | .45 |
| 22 Long H P | .45 | .55 |
| 22 Long Rifle | .40 | .50 |
| 22 Long Rifle H P | .45 | .55 |
| 22 W R F | .60 | .65 |
| 22 W R F, H P | .65 | .70 |
| 22 Win Auto | ... | .65 |
| 22 Win Auto, H P | ... | .70 |
| 25 Short Stevens | .70 | ... |
| 25 Stevens | .90 | ... |
| 32 Short | .70 | ... |
| 32 Long | .80 | ... |
| 38 Short | 1.10 | ... |
| 38 Long | 1.15 | ... |
| 41 Short | 1.10 | ... |
| **Center Fire Pistol—** | | |
| 22 Win SS | 1.45 | 1.65 |
| 25 Colts Auto | ... | 1.60 |
| 25-20 Single Shot | 1.75 | 2.05 |
| 25-20 Win | 1.55 | 1.80 |
| 25-20 Win HV | ... | 2.00 |
| 7.63 MM-Mauser | ... | 2.40 |
| 7.65 MM-Mauser | ... | 2.40 |
| 9 MM-Luger | ... | 2.60 |
| 32 Colts Auto | ... | 1.70 |
| 32 Colts Short | 1.10 | 1.30 |
| 32 Colts Long | 1.35 | 1.35 |
| 32 Colts Police Positive | 1.35 | 1.35 |
| 32 S & W | 1.10 | 1.30 |
| 32 S & W Long | 1.25 | 1.35 |
| 32-20 Marlin | 1.55 | 1.90 |
| 32 Winchester | 1.55 | 1.90 |
| 32-20 Win HV | ... | 2.00 |
| 35 S & W Auto | ... | 1.75 |
| 38 Colts Auto | ... | 2.50 |
| 38 Colts Short | 1.35 | 1.50 |
| 38 Colts Long | 1.40 | 1.60 |
| 38 Colts Police Positive | 1.35 | 1.50 |
| 38 S & W | 1.35 | 1.50 |
| 38 S & W Special | 1.60 | 1.75 |
| 38 Winchester | 1.85 | 2.30 |
| 41 Colts Short DA | 1.45 | 1.65 |
| 41 Colts Long DA | 1.75 | 1.90 |
| 44 Bull Dog | 1.50 | ... |
| 44 S & W Amer | 1.90 | 2.15 |
| 44 S & W Rus | 1.90 | 2.15 |
| 44 S & W Special | 2.15 | 2.30 |
| 44 Webley | 1.65 | ... |
| 44 Winchester | 1.85 | 2.30 |
| 45 Colts | 2.15 | 2.35 |
| 45 Colts Auto | ... | 2.35 |
| **Center Fire Military and Sporting—** | | |
| 22 Savage | ... | 1.60 |
| 250-3000 Savage | ... | 1.75 |
| 25-21 Stevens | 2.30 | ... |
| 25-25 Stevens | 1.90 | 2.35 |
| 25-35 Winchester | ... | 1.40 |
| 25-35 Short Range | ... | 1.40 |
| 25-36 Marlin | ... | 1.40 |
| 25 Remington Rimless | ... | 1.40 |
| 6 MM U S N | ... | 2.10 |
| 7 MM Spanish Mauser | ... | 2.10 |
| 7.655 MM Bel Mauser | ... | 2.10 |
| 8 MM Mauser | ... | 2.10 |
| 9 MM Mauser | ... | 2.30 |
| 30-30 Winchester | ... | 1.60 |
| 30 Remington Rimless | ... | 1.60 |
| 30 Government Rimless | ... | 2.30 |
| 303 Savage | ... | 1.60 |
| 32 Remington Rimless | ... | 1.60 |
| 32-40 Winchester | 1.30 | 1.35 |
| 32-40 Winchester H V | ... | 1.60 |
| 32 Winchester Slf Ldg | ... | 2.30 |
| 32 Winchester Special | ... | 1.60 |
| 33 Winchester | ... | 2.10 |
| 35 Remington Rimless | ... | 1.75 |
| 35 Winchester | ... | 2.30 |
| 35 Winchester Slf Ldg | ... | 2.90 |
| 351 Winchester Slf Ldg | ... | 2.30 |
| 38-55 Winchester Lead | 1.45 | 1.75 |
| 38-55 Winchester HV | ... | 1.95 |
| 38-56 Winchester | 1.45 | 1.75 |
| 40-60 Marlin | 1.50 | ... |
| 40-60 Winchester | 1.50 | ... |
| 40-65 Winchester | 1.50 | 1.75 |
| 40-70 Winchester | 1.55 | ... |
| 40-72 Winchester | 1.55 | 1.80 |
| 40-82 Winchester | 1.55 | 1.80 |
| 401 Winchester Auto | ... | 1.70 |
| 405 Winchester | ... | 2.50 |
| 45-60 Winchester | 1.55 | ... |
| 45-70-405 Government | 1.55 | 1.80 |
| 45-75 Winchester | 1.55 | ... |
| 45-90 Winchester | 1.65 | 1.80 |

**SHELLS, LOADED—**

**MEDIUM GRADE.**

**BULK—SMOKELESS.**

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot ..... $1.25
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot ..... 1.35
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot ..... 1.35
3¼ drs. x 1⅛ oz., BB shot, drop shot ..... 1.35
3¼ drs. x Buck shot, drop shot ..... 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot ..... 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot ..... 1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot ..... 1.15

**HIGH GRADE SMOKELESS—**

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot ..... 1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot ..... 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot ..... 1.30
20 2¼ drs. x ¾ oz., chilled shot ..... 1.25
2⅛ drs. x ⅞ oz., chilled shot 1.35

**Trap Loads—**

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3⅛ drs. x 1⅛ oz., 7½ chilled 1.40

**Black Powder—Loads—**

12 3¼ drs. x 1⅛ oz., drop shot 1.05

**Caps and Primers—**

| | | |
|---|---|---|
| Percussion | .20 | .... |
| Musket Caps | .25 | .... |
| Primers, 100 in box | .35 | .... |
| Primers, 250 in box | .80 | .... |

**Empty Paper Shells—Black pow.—**

| | |
|---|---|
| 12, 16, 20, Ga. per 100 | 1.50 |
| 10 Ga. per 100 | 1.65 |

**MEDIUM GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. per 100 | 1.80 |
| 10 Ga. per 100 | 2.10 |

**HIGH GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. | 2.30 |
| 10 Ga. per 100 | 2.40 |

**Empty Brass Shells—**

| | |
|---|---|
| Best qual. 12, 16, 20 28, Box 25 | 2.75 |
| 2nd Qual. 12, 16, 20 28, box 25 | 2.10 |

**Wads—**

| | |
|---|---|
| Cardboard, box 250 | .20 |
| Black Edge, Reg., box 250 | .50 |
| Black Edge, ¼ in., 125 in box | .40 |
| Black Edge, ¼ in., 250 in box | .80 |

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ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

**ALUMINUM WARE, CAST—**

| | |
|---|---|
| **Bottles, Hot Water—** | |
| Universal | 3.50 |
| **Griddles—** | |
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |
| **Kettles, Berlin—** | |
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |
| **Kettles, Maslin—** | |
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 18.25 |
| **Kettles, Tea—** | |
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |
| **Pans, Lipped Sauce—** | |
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |
| **Skillets—** | |
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |
| **Spoons, Basting—** | |
| 15-inch | .30 |
| **Spoons, Mixing—** | |
| 18-inch, Slotted | .30 |
| **Waffle Moulds—** | |
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. ¾ in. 1 in., $1.75 per hundred net; ¼x½ in. ¾ in. 1 in., $1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4, 40-lb., $11.50; No. 5, 50-lb., $13.00.. No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

**AUGERS—Greenlee Carpenters' Nut, No. 57.**

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1¼ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | | 1½ | 1¾ | 2 | 2½ | 3 |
| Each | | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 62 each | 2.90 | 2.90 | 3.25 | 3.25 | 3.60 | 3.60 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

**ASBESTOS—**
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.30 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 113 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½0 | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.35 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |
| 80 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .30 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 113 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.25 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 318 | 13.00 |
| 324 | 15.75 |
| 336 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.85; 1 lb. $1.85; 1½ lb., $1.85.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.75; sheaths, 75c.
Double Bit—Handled, $3.75; unhandled, $3.00.
Single Bit—Handled, warranted, $3.50; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBIT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine), $1.20 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickeled, $1.20 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x24, $1.00 each; Straight Chisel No. 14, ¾ x15, 95c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.55 each; No. 1662, $4.25 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.25 each; 6-inch, $3.25; 7-inch, $4.75; 8-inch, $6.25; 10-inch, $11.50.

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## RETAIL SELLING PRICES—Continued.

**BELLS—Continued—**
12-inch, $21.00. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

**BELLS—Farm—(100 lb.), $16.00.**

**BELLS—Kentucky Cow—**No. 0, $1.75; 1, $1.45; 2, $1.15; 3, 85c; 4 70c; 5, 60c; 6, 45c.

**BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.**

**BELL STRAPS—**
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

**BEVELS—Sliding T—**No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

**BIBBS—Compression—**

| | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.50 | 1.95 | 2.60 | .... |
| Finished brass | 1.70 | 2.15 | 2.85 | 5.20 |
| Nickel plated | 2.00 | 2.45 | 3.20 | 5.65 |
| Hose—Rough brass | 1.70 | 2.15 | 2.85 | 9.90 |
| Finished brass | 1.95 | 2.40 | 3.10 | 5.75 |
| Nickel plated | 2.25 | 2.70 | 3.45 | ... |

**BITS—Auger—**

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1.25 | $ .30 |
| 4 | .75 | .55 | 1.25 | .30 |
| 5 | .75 | .55 | 1.25 | .30 |
| 6 | .75 | .55 | 1.25 | .35 |
| 7 | .75 | .60 | 1.25 | .35 |
| 8 | .75 | .60 | 1.25 | .35 |
| 9 | .90 | .65 | 1.35 | .40 |
| 10 | .90 | .70 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1.25 | .... | .75 |
| 18 | 1.75 | 1.20 | ... | .80 |
| 20 | 2.00 | 1.40 | ... | .85 |
| 22 | 2.25 | 1.60 | ... | .95 |
| 24 | 2.50 | 1.80 | ... | 1.10 |

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $10.50. Irwin, 13 bits, $8.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

**BIT HOLDERS—Extension—**
Millers Falls, No. 3—

| | | | |
|---|---|---|---|
| 12 | 2.00 | 18 | 1.90 |
| 15 | 2.15 | 21 | 2.00 |
| 18 | 2.25 | 24 | 2.35 |
| 21 | 2.35 | Stanley, No. 1— | |
| 24 | 2.50 | 12 | 2.00 |
| Millers Falls, No. 5— | | 16 | 2.15 |
| 12 | 1.75 | 18 | 2.25 |
| 15 | 1.75 | 24 | 2.35 |

**BLOCKS—Wood Tackle—**

| | Com Sngl. | Com Dbl. | Com Triple | Pat Sgl. | Pat Dbl. | Pat Triple |
|---|---|---|---|---|---|---|
| 3 | 1.00 | 1.80 | 2.50 | 1.40 | 2.60 | 3.35 |
| 4 | 1.20 | 2.15 | 3.00 | 1.55 | 2.95 | 3.80 |
| 5 | 1.25 | 2.30 | 3.15 | 1.65 | 3.00 | 4.05 |
| 6 | 1.50 | 2.75 | 3.85 | 1.95 | 3.75 | 5.10 |
| 7 | 1.80 | 3.30 | 4.70 | 2.25 | 4.35 | 5.80 |
| 8 | 2.50 | 3.85 | 5.80 | 2.95 | 5.35 | 6.95 |
| 10 | 3.85 | 5.90 | 8.25 | 4.50 | 7.75 | 9.80 |
| 12 | 6.00 | ... | ... | 6.90 | 12.00 | 15.20 |

**Steel Tackle—**

| Size | Single | Dbl. | Triple |
|---|---|---|---|
| 3 | .95 | 1.75 | .... |
| 4 | 1.15 | 2.15 | 2.45 |
| 5 | 1.35 | 2.35 | 2.55 |
| 6 | 1.50 | 2.75 | 3.35 |
| 7 | 1.50 | 2.75 | 4.00 |
| 8 | 2.75 | 4.50 | 5.10 |
| 10 | 4.25 | 7.00 | 7.50 |

**Wood Snatch—**

| | |
|---|---|
| 6 | 4.50 |
| 8 | 6.50 |
| 10 | 9.00 |
| 12 | 11.00 |

**Tackle—Dbl. Galv.—176**

| | |
|---|---|
| ¾ | .20 |
| 1 | .20 |
| 1¼ | .25 |
| 1½ | .35 |
| 1¾ | .60 |
| 2 | .65 |
| 2½ | .85 |

**No. 200 Buffalo—**

| | |
|---|---|
| 12" Complete | 44.00 |
| 14" Complete | 50.00 |

**No. 700 Climax—**

| | |
|---|---|
| 12" Complete | 28.00 |

**BLOWERS—**
No. 400 Champion, without Tyere Irons, $37.50; No. 400 Champion, complete, $40.00.
No. 40 Lancaster, complete, $27.50.
Royal H, without Tyere Irons, $41.50; complete, $44.00.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

**BOARDS, IRONING—**
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x18 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.00 each; 5-foot, $1.35; 5½-foot, $1.50; 6-foot, $1.75.

**BOARDS, WASH—**Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.

**BOLTS—Common Carriage—**

| Size 3-16"&¼" | 5-16" Doz. | 5-16" 100 | ⅜" Doz. | ⅜" 100 | 7-16" Doz. | 7-16" 100 | ½" Doz. | ½" 100 |
|---|---|---|---|---|---|---|---|---|
| 1½ | .25 | 1.55 | .30 | 2.15 | .45 | 2.95 | .55 | 3.65 | .65 | 4.45 |
| 2 | .25 | 1.70 | .35 | 2.35 | .50 | 3.20 | .60 | 3.95 | .75 | 4.95 |
| 2½ | .25 | 1.85 | .40 | 2.55 | .50 | 3.45 | .65 | 4.30 | .80 | 5.35 |
| 3 | .30 | 2.00 | .40 | 2.75 | .55 | 3.70 | .70 | 4.65 | .90 | 5.80 |
| 3½ | .30 | 2.15 | .45 | 2.95 | .60 | 3.90 | .75 | 4.95 | .95 | 6.25 |
| 4 | .35 | 2.30 | .45 | 3.10 | .65 | 4.20 | .80 | 5.30 | 1.00 | 6.75 |
| 4½ | .40 | 2.50 | .50 | 3.30 | .65 | 4.45 | .85 | 5.60 | 1.10 | 7.25 |
| 5 | .40 | 2.65 | .50 | 3.45 | .70 | 4.70 | .90 | 5.95 | 1.15 | 7.65 |
| 5½ | .45 | 2.80 | .55 | 3.65 | .75 | 4.95 | .95 | 6.30 | 1.20 | 8.10 |
| 6 | .45 | 2.95 | .60 | 3.85 | .80 | 5.15 | 1.00 | 6.60 | 1.30 | 8.60 |
| 6½ | .50 | 3.30 | .65 | 4.30 | .85 | 5.75 | 1.05 | 6.95 | 1.35 | 9.10 |
| 7 | .55 | 3.45 | .70 | 4.45 | .90 | 6.00 | 1.10 | 7.25 | 1.45 | 9.55 |
| 8 | .60 | 3.80 | .75 | 4.85 | 1.00 | 6.60 | 1.20 | 7.95 | 1.55 | 10.40 |
| 9 | .. | ... | .80 | 5.30 | 1.05 | 7.10 | 1.30 | 8.60 | 1.70 | 11.40 |
| 10 | .. | ... | .85 | 5.50 | 1.15 | 7.60 | 1.40 | 9.25 | 1.85 | 12.25 |
| 11 | .. | ... | .. | ... | 1.20 | 8.10 | 1.50 | 9.90 | 2.00 | 13.20 |
| 12 | .. | ... | .. | ... | 1.30 | 8.65 | 1.60 | 10.55 | 2.10 | 14.10 |
| 14 | .. | ... | .. | ... | ... | ... | ... | .... | 2.40 | 16.00 |
| 16 | .. | ... | .. | ... | ... | ... | ... | .... | 2.65 | 17.80 |
| 18 | .. | ... | .. | ... | ... | ... | ... | .... | 2.95 | 19.70 |
| 20 | .. | ... | .. | ... | ... | ... | ... | .... | 3.25 | 21.55 |

**BOLTS—Expansion—(See SHIELDS).**

**BOLTS—Stove—**

| Size— | ⅛, 5-32" Doz. | ⅛, 5-32" 100 | 3-16" Doz. | 3-16" 100 | ¼" Doz. | ¼" 100 | 5-16" Doz. | 5-16" 100 | ⅜" Doz. | ⅜" 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| ¾ | .10 | .70 | .10 | .70 | ... | ... | ... | ... | ... | ... |
| ½ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅝ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ¾ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅞ | .10 | .75 | .10 | .75 | .15 | 1.00 | ... | ... | ... | ... |
| 1 | .10 | .75 | .10 | .75 | .15 | 1.05 | .20 | 1.50 | .25 | 2.20 |
| 1¼ | .10 | .80 | .10 | .80 | .15 | 1.10 | .20 | 1.55 | .30 | 2.30 |
| 1½ | .10 | .85 | .10 | .85 | .15 | 1.20 | .20 | 1.65 | .30 | 2.40 |
| 1¾ | .15 | .90 | .15 | .90 | .15 | 1.25 | .25 | 1.75 | .30 | 2.55 |
| 2 | .15 | .95 | .15 | .95 | .20 | 1.30 | .25 | 1.85 | .35 | 2.70 |
| 2¼ | ... | ... | .15 | 1.00 | .20 | 1.35 | .25 | 1.95 | .35 | 2.90 |
| 2½ | ... | ... | .15 | 1.05 | .20 | 1.45 | .25 | 2.00 | .35 | 3.05 |
| 3 | ... | ... | .15 | 1.20 | .20 | 1.60 | .30 | 2.15 | .40 | 3.35 |
| 3½ | ... | ... | .20 | 1.35 | .25 | 1.85 | .30 | 2.40 | .45 | 3.70 |
| 4 | ... | ... | .20 | 1.50 | .25 | 1.95 | .35 | 2.65 | .50 | 4.50 |

**BOLTS—Machine, Square Head and Nut—**

| Size | ¼" Doz. | ¼" 100 | 5-16" Doz. | 5-16" 100 | ⅜" Doz. | ⅜" 100 | 7-16" Doz. | 7-16" 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.35 | $2.45 | $0.45 | $2.85 | $0.50 | $3.45 | $0.65 | $4.30 |
| 2 | .35 | 2.55 | .45 | 3.00 | .55 | 3.65 | .70 | 4.50 |
| 2½ | .40 | 2.65 | .50 | 3.20 | .60 | 3.90 | .75 | 4.80 |
| 3 | .40 | 2.75 | .50 | 3.35 | .60 | 4.10 | .75 | 5.10 |
| 3½ | .45 | 2.90 | .55 | 3.55 | .65 | 4.35 | .80 | 5.40 |
| 4 | .45 | 3.00 | .55 | 3.70 | .70 | 4.55 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.00 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | .. | ... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | .. | ... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | .. | ... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | .. | ... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | .. | ... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | .. | ... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| Size | ½" Doz. | ½" 100 | ⅝" Doz. | ⅝" 100 | ¾" Doz. | ¾" 100 | ⅞" Doz. | ⅞" 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.80 | $5.10 | $1.20 | $7.80 | $1.70 | $11.65 | .... | .... |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 | 2.50 | 16.80 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 | 2.65 | 17.85 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 | 2.85 | 18.90 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 | 3.00 | 19.95 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 | 3.15 | 21.00 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 | 3.30 | 22.05 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 | 3.45 | 23.10 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 | 3.60 | 24.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 | 3.80 | 25.20 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 | 3.95 | 26.25 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 | 4.10 | 27.30 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 | 4.40 | 29.40 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 | 4.75 | 31.50 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 | 5.05 | 33.60 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 | 5.35 | 35.70 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 | 5.65 | 37.80 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 | 6.00 | 39.90 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 | 6.30 | 42.00 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 | 6.60 | 44.10 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 | 6.90 | 46.20 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 | 7.25 | 48.30 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 | 7.55 | 50.40 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 | 7.90 | 52.50 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 | 8.20 | 54.60 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 | 8.50 | 56.70 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 | 8.85 | 58.80 |
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 | 9.15 | 60.90 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 | 9.45 | 63.00 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 | 9.75 | 65.10 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 | 10.05 | 67.20 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 | 10.40 | 69.30 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 | 10.70 | 71.40 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 | 11.00 | 73.50 |
| 30 | 4.00 | 27.65 | 6.00 | 40.30 | 8.80 | 58.50 | 11.35 | 75.60 |

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## RETAIL SELLING PRICES—Continued.

**BOLTS—Barrel—**

| | |
|---|---|
| **Extra Heavy Wrought Steel, Japanned—** | |
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |
| **Cast Iron, Japanned—** | |
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |
| **CHAIN—** | |
| **Cast Iron, Japanned—** | |
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |
| **Cast Iron, Amber or Bronzed—** | |
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |
| **Cast Iron, Ant. Copper or Dull Brass—** | |
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |
| **CUPBOARD, Japanned—** | |
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |
| **Cupboard, Other Finishes—** | |
| 3-inch | .75 |
| 6-inch | 1.00 |

| | |
|---|---|
| **FLUSH, Augle—All Finishes, Cast Bronze—** | |
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |
| **LEVER—Cast Bronze, All Finishes—** | |
| 3½-inch | 1.10 |
| 5-inch | 1.25 |
| **T-HEAD—Wrought Bronze, All Finishes—** | |
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |
| **Cast Bronze, All Finishes—** | |
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |
| **FOOT—** | |
| **Cast Iron, Japanned—** | |
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |
| **Amber or Bronzed—** | |
| 6-inch | .55 |
| 8-inch | .75 |
| **Other Finishes—** | |
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |
| **Foot Wrought Steel—Cupboard, Japanned—** | |
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

**BOILERS—Range—**

| | Standard. | Extra Heavy. |
|---|---|---|
| 30 gallon | 14.30 | 18.85 |
| 40 gallon | 19.50 | 26.00 |
| 52 gallon | 36.40 | 39.65 |
| 66 gallon | 54.50 | 64.25 |
| 82 gallon | 65.00 | 78.00 |
| 100 gallon | 95.00 | 111.00 |

**BOTTLES—Vacuum—**

| **Thermos—** | |
|---|---|
| 10 | 2.35 |
| 10Q | 3.75 |
| 11 | 3.00 |
| 11Q | 5.00 |
| 14 | 3.50 |
| 14Q | 5.50 |
| 15½ | 3.75 |
| 15 | 4.25 |
| 15Q | 6.50 |
| 6 | 4.75 |
| 6Q | 7.00 |
| **Universal—** | |
| 21 | 2.75 |
| 22 | 4.50 |
| 61 | 2.50 |
| 62 | 4.00 |
| 71 | 3.50 |
| 72 | 5.00 |
| 91 | 4.00 |
| 92 | 6.00 |
| 81 | 4.50 |
| 82 | 6.50 |
| 592 | 7.25 |
| **Ferrostat—** | |
| 504R | 11.00 |
| 505R 2-qt | 16.00 |
| 505N | 16.50 |

| **FILLERS—Thermos and Universal—** | |
|---|---|
| ½ Pint | 1.75 |
| 1 Pint | 2.00 |
| 1 Quart | 3.25 |
| **LUNCH KITS—Thermos—** | |
| 392 and 396 | 4.00 |
| 393 and 397 | 4.25 |
| 394 and 398 | 5.00 |
| **Universal—** | |
| 310 | 4.00 |
| 410 | 4.25 |
| 420 | 4.85 |
| 320 | 4.50 |
| 4070 | 5.75 |
| 3070 | 3.75 |

| **Thermos—Food Jars.** | | **Fillers** |
|---|---|---|
| 600 | 4.25 | 2.25 |
| 601 | 5.75 | 2.50 |
| 602 | 7.50 | 3.75 |
| **Thermos—** | **Jugs.** | **Fillers** |
| 556 | 8.25 | 3.60 |
| 557 | 8.50 | 4.75 |
| **Thermos—Cases—** | | |
| 104 | 5.00 | |
| 104Q | 7.00 | |
| 114 | 10.00 | |
| 114Q | 15.00 | |
| 130 | 10.00 | |
| 130Q | 15.00 | |

**BOXES—Mail—Apartment—** Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.
House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.
Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

**BOXES—Mitre—**

| **Goodell—** | **Each** |
|---|---|
| 365 26x4 | 24.00 |
| 385 25x5 | 25.50 |
| 306 30x5 | 27.00 |
| **Stanley—** | |
| 50½ | 12.70 |
| 246 | 25.50 |
| 358 | 28.75 |
| 460 | 35.00 |
| **Acme—** | |
| 72 | 22.50 |
| 78 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |
| **New Langdon Imp—** | |
| 72 | 23.00 |
| 73 | 24.00 |
| 74 | 25.50 |
| 75 | 27.00 |
| **Stearn's Perfection—** | |
| 20 | 4.75 |

**BRACES—**
P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.
Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.
Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

**BRACKETS—Shelf—**

| **Japanned—** | **Pair** | **Copper, Brass, Nickel—** | **Pair** |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

| **BRADS—Wire—** | **Bulk per lb.** | **½-lb. pkgs.** | **¼-lb. pkgs.** |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¾ to 2-inch | .20 | .20 | .15 |

**BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.**

**BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.**

**BRIGHT WIRE GOODS—See Hooks and Eyes.**

**BROOMS—House or Parlor—**
Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

| **Push or Street** | | | |
|---|---|---|---|
| Bassine, 14-in. | 1.75 | Rattan, 6 rows, 13-in. | 1.50 |
| Bassine, 16-in. | 2.00 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in. | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 18-in. | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

**BRUSHES—**

| **CASTING—** | |
|---|---|
| Round | .80 |
| Oblong | .60 |
| **Counter—** | |
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |
| **FLOOR—** | |
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |
| **Garage—** | |
| Fibre, 16-inch | 2.00 |
| Fibre, 18-inch | 2.25 |
| Fibre, 20-inch | 2.50 |

| | |
|---|---|
| Fibre, 24-inch | 3.25 |
| **Gear—** | |
| Handles | .65 |
| Hand or Nail | .10 |
| **Horse—** | |
| Rice Root, 12½ lb | .75 |
| Rice Root, 13 lb. | 1.25 |
| Palmyra Fibre, 12½ lb. | .55 |
| Palmyra Fibre, 13 lb. | .95 |
| Mixed Fibre, 13 lb. | .90 |
| Ox Fibre, 3½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |
| **Kalsomine—** | |
| 7-in., single | 2.40 |
| 8x7½ in blocks | 6.75 |
| **Marking—(Round)—** | |
| White bristles— | |
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

**Paint—(Chinese bristles)—**

| Grade. | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

| **Roofing—Knotted—** | |
|---|---|
| 3 knots 14-lb. | 2.00 |
| 4 knots, 18 lb. | 2.50 |
| **Sash—Chisel Point—** | |
| ½x1½-in. | .30 |
| ¾x1¾-in. | .35 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |
| **Scrub—** | |
| Gray Tampico, 10" | .40 |
| Gray Tampico, 12" | .50 |
| Ox Fibre, 7" | .40 |
| Ox Fibre, 10" | .50 |
| Ox Fibre, 12" | .55 |
| White Tampico, 8" | .35 |
| White Tampico, 11" | .50 |
| White Tampico, 12" | .70 |
| **Shoe—** | |
| Dauber, wood | .30 |
| Dauber, iron | .30 |
| Brush only, ⅞-in. | .35 |
| Brush only 1¼-in. | .75 |
| Combination | .35 |
| Extra bristles | .50 |
| Best 1¼-in. bristles | .85 |
| **Sink—** | |
| Ox Fibre | .15 |
| Split Bamboo | .05 |
| **Shaving—Rubber Set—** | |
| Ebonised handle | .55 |
| Boxwood, small | 1.00 |
| Boxwood, medium | 1.10 |
| Boxwood, large | 1.35 |
| White Bone, small | 1.00 |
| White Bone, medium | 1.25 |
| Octagon Bone | 2.00 |
| Octag. Bone, polished | 4.00 |
| **Stencil—** | |
| 1⅛-in., 2½-lb. | .25 |
| 1½-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

**BRUSHES—Continued—**

| | | | |
|---|---|---|---|
| Window— | | Squeegee, 10-in. | .30 |
| Gray fibre | .75 | Squeegee, 12-in. | .35 |
| Black horsehair | .90 | Squeegee, 14-in. | .40 |
| Pope's Eye | 1.15 | Squeegee, 16-in. | .50 |

**BUCKETS—(See Galv. Ware)—**

**BURNERS—Lamp—**⅝-inch wick, 10c each; 1-inch, 15c; 1½-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

**BUTTS—(See Hinges)—**

**CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.**

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

**CAPS—Roofing. Per lb., 20c.**

**CARBORUNDUM—Grain, per lb., bulk, 50c.**

**CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.**

**CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.**

**CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.85.**

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 13x18 Bell | 4.75 | 3.75 |

**CHAINS—Tire.**

| Size Tire—Weeds | Pair | | |
|---|---|---|---|
| 3 x30 | 4.50 | 4½x33 | 7.25 |
| 3½x30 | 5.00 | 4½x34 | 7.50 |
| 3½x32 | 5.50 | 4½x35 | 8.00 |
| 4 x31 | 6.00 | 4½x36 | 8.00 |
| 4 x32 | 6.00 | 4½x37 | 8.75 |
| 4 x33 | 6.50 | 5 x35 | 9.00 |
| 4 x34 | 7.00 | 5 x36 | 9.00 |
| 4 x35 | 7.50 | 5 x37 | 9.75 |
| 4 x36 | 7.50 | 5½x36 | 12.00 |
| 4½x32 | 7.00 | 5½x37 | 13.00 |
| | | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

**CHAIN—New German Straight Link (Coil)—**
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
**Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.**
**Passing Link (coil)—4-0, 18c ft.; 3-0, 11c ft.; 2-0, 10c ft.**
**Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.**
**Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.**
**B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 23c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.**
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
**Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.**
**Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.**
**Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.**
**Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable. 25c ft.; 56 Universal, 7c ft.**
**Sash Chain Fasteners—12, 15c set; 100, 45c set.**

**CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.**

**CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.**

| CHOPPERS—Meat and Food— Enterprise | | Universal | |
|---|---|---|---|
| 5 | 4.50 | 0 | 2.50 |
| 10 | 7.00 | 1 | 3.00 |
| 12 | 6.50 | 2 | 3.50 |
| 22 | 11.00 | 3 | 4.75 |
| 32 | 14.00 | 304 | 11.00 |
| | | Russwin | |
| 501 | 2.75 | 0 R | 2.75 |
| 602 | 3.25 | 1 R | 3.25 |
| 703 | 4.50 | 2 R | 4.00 |
| | | 3 R | 5.50 |

**CHISELS—**

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ¼ | .20 | .35 | .55 | .50 | .50 |
| 5-16 | .20 | .35 | .60 | .50 | .55 |
| ⅜ | .20 | .40 | .65 | .55 | .60 |
| ½ | .25 | .45 | .75 | .65 | .75 |
| ⅝ | .35 | .55 | .85 | .70 | .85 |
| ¾ | .50 | .65 | .90 | .90 | 1.00 |
| ⅞ | .65 | .90 | ... | ... | 1.25 |
| 1 | .85 | 1.00 | ... | ... | 1.50 |

**CHURNS—Barrel—No. 0, $9.25 each; 1, $10.50; 2, $11.50; 3, $13.00; 4, $16.75; 5, $19.50.**
Improved Cylinder—No. 1, $6.00; 2, $6.75; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
**Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c each; 20, 90c; 30, $1.25; 40, $1.50.**
Dazey, Tin, without Dasher—2-gal., $5.25; 3-gal., $6.75; 4-gal., $8.25; 6-gal., $10.50.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

**CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.**
Carpenters'—Opens 3 ft., pair, $10.35; 4 ft., $11.50; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common. 2½-inch, 75c each; 3-inch, 85c; 4-inch, $1.25; 5-inch, $1.75; 6-inch, $2.00; 8-inch, $3.00; 10-inch, $4.00; 12-inch, $5.00.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 15c; 33, 20c.

**CLEANERS—Window—**

| Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .45 | 16-inch | .65 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .75 | 16-inch | .75 |
| 14-inch | .60 | | | | |

**CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.**

**CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.**

**CLIPPERS—Bolt—**

| New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.75 | No. 1 | 2.75 |
| No. 2 | 8.00 | No. 2 | 3.75 |
| No. 3 | 10.50 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.35 | 14-inch | 3.00 |

**CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.**

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

**CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.**

**CLOTH, WIRE—**

| Hardware Galvanized Mesh. | Sq. ft. | Screen | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ¾ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05¾ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .13 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .14 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

**COCKS—**

| No. | | Each |
|---|---|---|
| Ball 660— | ½-inch... | 1.60 |
| | ⅝-inch... | 1.85 |
| | ¾-inch... | 2.35 |
| | 1 -inch... | 4.25 |
| | 1¼-inch... | 6.75 |
| 1385 | ½-inch... | 2.65 |
| | ⅝-inch... | 2.85 |
| | ¾-inch... | 3.65 |
| | 1 -inch... | 6.65 |
| | 1¼-inch... | 10.25 |

| No. | | Each |
|---|---|---|
| Floats 395— | 5-inch... | .55 |
| | 6-inch... | .85 |
| | 7-inch... | 1.50 |
| | 8-inch... | 2.35 |
| | 10-inch... | 4.25 |
| Gas Hose— | ⅜-inch... | .55 |
| | ½-inch... | .60 |
| | ¾-inch... | .80 |

Service, Standard—Square or Flat Head—

| | ¼" | ⅜" | ½" | ¾" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

**COOKERS**—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

**COOLERS**—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

**COPPER**—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

**COPPER WARE**—Rome Nickel Plated—

| Tea Kettles. | | Tea Pots. | |
|---|---|---|---|
| 8½ inch..... | 3.50 | 5 pints ..... | 2.75 |
| 9½ inch..... | 3.75 | 6 pints ..... | 3.00 |
| 10½ inch..... | 4.25 | 2 pints ..... | 2.00 |
| Coffee Pots. | | 3 pints ..... | 2.25 |
| 3 pints ..... | 2.25 | 4 pints ..... | 2.50 |
| 4 pints ..... | 2.50 | 5 pints ..... | 2.75 |

**COPPERS. SOLDERING—Family—**

| | |
|---|---|
| 1 | 1.65 |
| 2 | 1.50 |

Tinners—

| | |
|---|---|
| ⅛ pound, per pair | .25 |
| 1 pound, per pair | .40 |
| 1½ pound, per pair | .60 |
| 2 pound, per pair | .80 |
| 3 to 14 pounds | .75 |

**CORD**—Sash, Common—Per Hank: No. 6, $2.15; 8, $3.10; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.10; 8, $3.95; 10, $6.05; 12, $8.75.

**CORD, TINNED PICTURE—**
No. 0, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

**CRAYON**—Lumber, 10c; Soapstone, 5c.

**CULTIVATORS—**
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

**CUTTERS**—Pipe—Barnes, No. 1, $4.00 each; 2, $5.25; 3, $8.60; 4, $16.75; 5; $26.50.
Saunders—No. 1, $4.75 each; 2, $6.50; 3, $11.25.
Trimo—No. 1, $4.00 each; 2, $5.25; 3, $8.60.

**DAMPERS**—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10, 95c.

**DIVIDERS**—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

**DOLLIES—Timber—**
No. 649, 6-inch .....$9.00 No. 650, 8-inch .....$12.50

**DOORS—Ash Pit—**

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

**ASH TRAPS**—Common, 7x9, 80c; Adams Double, 90c.

**DOORS—Screen—**
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.25; 3x7, $4.50.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.00; 2-8, $4.40; 2-10, $4.65.
311 Black 1⅛-in.—2-6x6-6, $4.75; 2-8, $5.00; 2-10, $5.25; 3x7, $5.50.
391 Galv.—2-8x6-8, $6.00; 2-10x6-10, $6.25; 3x7, $6.50; 3x6-8, $6.75.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

**DRILLS—**

Goodell-Pratt Bench Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 8 ..... | 7.25 | 87 ..... | 12.00 |
| 8½ ..... | 9.50 | 97 ..... | 12.75 |
| 9½ ..... | 13.25 | 118 ..... | 7.50 |
| 10½ ..... | 23.60 | | |
| 490½ ..... | 17.80 | Yankee—Millers Falls, Hand— | |
| 1003 ..... | 13.00 | 1 ..... | 3.50 |
| 1005 ..... | 21.50 | 2 ..... | 5.25 |
| 11 ..... | 22.00 | 2B ..... | 4.75 |
| Goodell-Pratt Breast Drills— | | 3A ..... | 4.00 |
| 6 ..... | 5.85 | 5 ..... | 4.00 |
| 07 ..... | 5.50 | 98 ..... | 5.75 |
| 245 ..... | 5.00 | 105 ..... | 3.75 |
| 279 ..... | 13.25 | 806 ..... | 5.50 |
| Millers Falls (Breast)— | | 843 ..... | 4.00 |
| 12 ..... | 6.75 | 1980 ..... | 5.75 |
| 12A ..... | 6.50 | | |

Drill Presses—Millers Falls

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 28 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

Hand Drills—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 ..... | 3.00 | 455 ..... | 9.25 |
| 4½ ..... | 2.70 | 545 ..... | 12.00 |
| 5½ ..... | 5.20 | 550 ..... | 10.50 |
| 5½B ..... | 5.20 | 555 ..... | 13.75 |
| 49 ..... | 2.10 | 1430 ..... | 4.50 |
| 53 ..... | 3.50 | 1445 ..... | 8.00 |
| 54 ..... | 3.50 | 1455 ..... | 9.25 |
| 154 ..... | 5.00 | 1530 ..... | 6.50 |
| 259 ..... | 6.40 | 1540 ..... | 10.00 |
| 329 ..... | 3.40 | 1545 ..... | 12.00 |
| 379 ..... | 3.50 | 1550 ..... | 11.75 |
| 385 ..... | 8.00 | 1555 ..... | 13.75 |
| 445 ..... | 8.00 | | |

Chain Drills—Goodell-Pratt

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 6.60 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

Yankee Automatic

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.80 |

Yankee Chucks and Drill Points

| No. | Set. | No. | Set |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Ea. | | Ea. |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ½ ..... | .90 |
| 1/8 ..... | .23 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

Straight Shank Carbon steel, Short Set—

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| 1/8 ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5-32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

Straight Shank, Wire Gauge Carbon Steel—

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | .16 | | |

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## RETAIL SELLING PRICES—Continued.

**ELECTRICAL APPLIANCES—**

**Universal Goods—**

**Dishes, Chafing—**

**E921** ..... **15.75**
**E940** ..... **25.00**
**E9850** ..... **22.50**

**Grills—**

**E982** ..... **12.50**
**E984** ..... **15.00**

**Heaters, Immersion—**

**E970** ..... **7.00**

**Irons, Curling—**

E9901 ..... 7.25
E99011 ..... 8.00

**Irons, Pressing—**

E901 ..... 10.00
E902 ..... 8.50
E905 ..... 8.50
E9023 ..... 7.50
E9035 ..... 8.50
E9051 ..... **9.50**
E9081 ..... **9.00**

**Irons, Waffle—**

**E930** ..... **20.00**

**Pads, Heating—**

**E9940** ..... **18.50**

**Percolators—**

**E9025** ..... **18.50**
**E9027** ..... **14.00**
**E9029** ..... **15.00**
**E9435** ..... **17.00**
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 13.50

**Ranges, Table—**

E9841 ..... 24.00

**Stoves—**

E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00

**Toasters—**

E945 ..... 9.75
E946 ..... 8.50

**Urns, Coffee—**

E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

**Hot Point Goods—**

Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $23.50.

Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.

Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.

Percolator Sets—414S4, $51.75; 414S6, $41.75; 415S5, $48.75.

Curling Irons—112L1, $8.00; 112L2, $7.00.

Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.

Heating Pads—50142, $10.00; 50151, $12.50.

Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.

Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.

Ovenette—No. 40701, $8.50.

Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.

Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.

**Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.** Attachments, $11.00.

| **ELECTRICAL SUNDRIES—** | **Each** |
|---|---|
| **Attachment Plugs, No. 903, Benjamin** | .80 |
| **No. 500, Bryant** | .20 |
| **Bells, 2½-inch Eclipse, Iron Box** | .85 |
| **3-inch Eclipse, Iron Box** | .85 |
| **Buzzers, Iron Box** | .75 |
| **Watch Case** | .75 |
| | **Pair** |
| **Cleats, 2 and 3 wire, unglazed** | .06 |
| | **Each** |
| **Clusters, No. 92, Benjamin, 2-light** | 1.15 |
| **No. 93, Benjamin, 3-light** | 1.75 |
| **No. 94, Benjamin, 4-light** | 1.75 |
| **Porcelain Rings for Clusters** | .10 |
| | **Foot** |
| **Cord, No. 18, Green and Yellow Twisted Lamp** | .06 |
| **No. 18, Heater, Twisted** | .10 |
| | **Each** |
| **Fuses, 6, 10, 15, 20, 25, 30 amp** | .10 |
| **Globes, 6x3¼, R. I. Ball** | .60 |
| **8x3¼ or 4, Ball** | 1.25 |
| **Knobs, No. 5½, solid** | .03½ |
| **No. 5½, split** | .05 |
| **Lamp Guards, Style A—16 C. P** | .30 |
| **Style H—16 C. P** | .35 |
| **Style H—32 C. P** | .45 |
| **Loxon, 40 watt (guard only)** | .65 |
| **Loxon, 60 watt (guard only)** | .70 |
| **Key for Loxon Guards** | .10 |
| | **Foot** |
| **Loom, 7-32 (250 feet in coil)** | .10 |
| **¼ (250 feet in coil)** | .11 |
| | **Each** |
| **Receptacles, No. 226, Porcelain Cleat** | .25 |
| **No. 195, Freeman Key, brass** | .65 |
| **No. 188, Freeman Key, brass** | .75 |
| **Rosettes, No. 319, Cleat** | .15 |
| **No. 333, Concealed** | .25 |
| **Switches, No. 400, Common Snap** | .50 |
| **No. 403. Indicating Snap** | .50 |
| **No. 459, 3-way Snap** | .85 |
| **No. 4401, Single Pole Push** | .60 |
| **No. 4403, 3-way Push** | .75 |
| **No. 707, Single Pole, 1-way Baby Knife** | .40 |
| **No. 708, Single Pole, 2-way Baby Knife** | .60 |
| **No. 709, Double Pole, 1-way Baby Knife** | .65 |
| **No. 710, Double Pole, 2-way Baby Knife** | .85 |
| **Sockets, ⅛-inch and Pendant Cap Key BB** | .45 |
| Pull Chain | .85 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3¼-inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | **Lb.** |
| Tape, Durafix Friction, ½-lb. rolls | .85 |
| Sticktite Friction, ½-lb. rolls | .85 |
| Paraweld Rubber, ½-lb. rolls | .85 |
| | **Foot** |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | **Lb.** |
| No. 18, Single Bell | .90 |
| No. 20, Twisted Bell | .90 |
| | **100 Feet** |
| **No. 18, Black R. C. Fixture** | **1.40** |

**EMERY**—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

**FASTENERS**—Casement, common brass plated, 30c; Sash common brass plated, 15c, two for 25c.

**FAUCETS**—Cork Lined—
7-inch, each ..... .25
8-inch, each ..... .30
9-inch, each ..... .35

**FIBRE WARE**—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

**FIGURES AND LETTERS (STEEL)—**

| Figures. | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.25 | .20 | | | |
| 3-16 inch | 1.50 | .25 | ⅛ inch | 3.75 | .20 |
| ¼ inch | 2.00 | .30 | 3-16 inch | 4.50 | .25 |
| 5-16 inch | 2.50 | .40 | ¼ inch | 6.00 | .30 |
| ⅜ inch | 3.00 | .60 | 5-16 inch | 7.50 | .40 |
| ½ inch | 4.50 | .85 | ⅜ inch | 9.50 | .60 |
| ⅝ inch | 19.25 | ... | ½ inch | 16.50 | .85 |
| ¾ inch | 29.00 | ... | | | |

**FILES**—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches. 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

**FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75. Am. Heavy: 17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.**

**FLASHLIGHTS—Eveready Daylo—**

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Tubular Nos.** | **2602** | **2604** | **2612** | **2616** | **2619** | **2627** | **2628** |
| **Complete ea.** | **$1.35** | **$1.70** | **$2.00** | **$2.00** | **$2.25** | **$1.35** | **$1.10** |
| **Case & Bulb, ea.** | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| **Tubular Nos.** | **2630** | **2681** | **2682** | **2633** | **2634** | **2638** | **2659** |
| **Complete, ea.** | **$1.55** | **$1.85** | **$2.25** | **$2.75** | **$2.35** | **$3.10** | **$3.25** |
| **Case & Bulb, ea.** | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| **Pocket Nos.** | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| **Complete, ea.** | **$1.25** | **$1.00** | **$1.25** | **$1.00** | **$1.25** | **$1.25** | **$1.50** |
| **Case & Bulb, ea.** | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| **Tubular Battery Nos** | | | | 705 | 706 | 790 | 791 |
| **Battery only, each** | | | | **$ .50** | **$ .25** | **$ .35** | **$ .30** |
| **Pocket Battery Nos** | 700 | 703 | 750 | 751 | 792 | 793 | |
| **Battery only, each** | **$ .30** | **$ .40** | **$ .30** | **$ .40** | **$ .30** | **$ .45** | |

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## RETAIL SELLING PRICES—Continued.

**FLASHLIGHTS—Continued—**

**Kwiklites**

| Tubular Nos... | 5220 | 5221 | 5223 | 5229 | 5331 | 6240 | 6240B |
|---|---|---|---|---|---|---|---|
| Complete, ea... | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |

| Tubular Nos... | 6241 | 6241B | 6249 | 6249B | 6343 | 6343B | 6351 |
|---|---|---|---|---|---|---|---|
| Complete, ea.... | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, ea. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |

| Pocket Nos... | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
|---|---|---|---|---|---|---|---|
| Complete, ea.... | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each..$ .25
Case and Bulb, each .75 .85
Battery only,

| Nos. | 1202 | 1208 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
|---|---|---|---|---|---|---|---|---|
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

**FLATTERS**—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

**FORGES**—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50 Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

**FORKS**—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

**FREEZERS**—Arctic—

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 5.65 |
| 2 | 4.60 | 3 | 6.75 |
| 3 | 5.55 | 4 | 8.25 |
| 4 | 6.80 | 6 | 10.45 |
| 6 | 8.60 | 8 | 13.50 |
| 8 | 11.10 | 10 | 18.00 |
| Toy | 4.00 | 12 | 21.55 |
| White Mountain | | 15 | 25.60 |
| 1 | 4.85 | 20 | 33.20 |

**FROES**—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

**GARBAGE CANS**—(See Cans)—

**GATES**—Molasses and Oil—
Perfection—½-inch, 95c each; ¾-inch, $1.15; 1-inch, $1.85; 1¼-inch, $1.50; 1½-inch, $1.85; 2-inch, $2.50.
Stebbin's Pattern—1-inch, 35c each; 1⅛-inch, 40c; 1⅜-inch, 45c; 1⅝-inch, 50c; 1 13-16 inch, 60c.
Lock Fast—½-inch, $1.15 each; ¾-inch, $1.85; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25.
Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

**GAUGES**—BUTT—Stanley—

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.25 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

**GLASS**—Window—

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting In Glass— | Per light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

**GLASSES**—

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | $ .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

**GLASSES, GAUGE**—Standard—

| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
|---|---|---|---|---|---|
| 6 | .25 | ... | ... | ... | .... |
| 8 | .25 | ... | ... | ... | .... |
| 10 | .25 | .25 | .30 | .55 | .75 |
| 12 | .25 | .30 | .35 | .60 | .90 |
| 14 | ... | .35 | .45 | .70 | 1.05 |
| 16 | ... | .40 | .50 | .85 | 1.25 |
| 18 | ... | .45 | .55 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | .... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

**GLOBES**—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

**GLUE**—Dry—

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| OX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

Imperial Liquid—

| Size ..... | 1 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz.... | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea.. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

Le Page's Liquid—

| Size ..... | 1 Oz. | 2 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz..... | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea... | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

**GOUGES**—Bucks, Firmer—

| Size, inches.... | ¼ | ⅜ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. ..... | 7.75 | 8.25 | 8.75 | 9.30 | 10.10 | 11.10 |
| Sug. Ret., Ea... | 1.00 | 1.10 | 1.20 | 1.25 | 1.35 | 1.50 |
| Size, inches ..... | 1 | 1¼ | 1½ | 1¾ | 2 | |
| List, Doz. ..... | 11.65 | 13.05 | 14.50 | 16.00 | 17.95 | |
| Sug. Ret., Ea. ..... | 1.60 | 1.75 | 2.00 | 2.25 | 2.50 | |

Bucks, Turning—

| Size, inches.... | ¼ | ⅜ | ½ | ⅝ | ¾ | ⅞ |
|---|---|---|---|---|---|---|
| List, Doz. ..... | 4.45 | 4.80 | 5.30 | 5.65 | 6.45 | 7.20 |
| Sug. Ret., Ea... | .60 | .65 | .75 | .80 | .90 | 1.00 |
| Size, inches ..... | 1 | 1¼ | 1½ | 1¾ | 2 | |
| List, Doz. ..... | 8.05 | 10.15 | 12.95 | 15.05 | 18.25 | |
| Sug. Ret., Ea. ..... | 1.15 | 1.40 | 1.75 | 2.00 | 2.50 | |

P. S. & W. Firmer—

| | | | | | |
|---|---|---|---|---|---|
| 160—¼ | inch..... | 1.50 | 1 | inch..... | 2.10 |
| ⅜ | inch..... | 1.50 | 1¼ | inch..... | 2.25 |
| ½ | inch..... | 1.65 | 1½ | inch..... | 2.50 |
| ⅝ | inch..... | 1.70 | 1¾ | inch..... | 2.75 |
| ¾ | inch..... | 1.80 | 2 | inch..... | 3.25 |
| ⅞ | inch..... | 2.00 | | | |

## GALVANIZED WARE

**Boilers, Coffee**

| | |
|---|---|
| 1½ quarts.... | .90 |
| 2 quarts..... | 1.10 |
| 3 quarts..... | 1.35 |
| 4 quarts..... | 1.90 |
| 6 quarts..... | 2.15 |
| 8 quarts..... | 2.60 |
| 10 quarts..... | 3.00 |
| 12 quarts ..... | 3.40 |

**Boilers, Wash**

| | |
|---|---|
| 18 ..... | 2.75 |
| 21 ..... | 3.25 |
| 22 ..... | 3.50 |

**Bowls, Wash**

| | |
|---|---|
| 11 inch diam... | .40 |
| 13-inch diam... | .50 |

**Buckets, Fire**

| | |
|---|---|
| 12 quarts..... | .90 |
| 14 quarts..... | 1.00 |
| 14 quarts..... | 1.25 |

**Buckets, Well**

| | |
|---|---|
| 10 quarts..... | .90 |
| 12 quarts..... | 1.00 |
| 14 quarts..... | 1.10 |

**Cans, Ash**

| | |
|---|---|
| 10 gals..... | 4.80 |
| 16 gals..... | 5.75 |
| 20 gals..... | 6.75 |
| 23 gals..... | 7.75 |

**Cans, Garbage**
5% dis. in lots 3 doz.
Smooth, Pail Handle

| | |
|---|---|
| 2 gals..... | 1.25 |
| 5 gals..... | 1.65 |
| 6 gals..... | 2.00 |
| 8 gals..... | 2.35 |
| 10 gals..... | 2.75 |
| 16 gals..... | 3.25 |

Corrugated, Side Handles

| | |
|---|---|
| 15 gals..... | 6.75 |
| 16 gals ..... | 7.25 |
| 21 gals..... | 8.00 |

**Gasoline Cans**
(1 P & B, 1)

| | |
|---|---|
| 5 gals..... | 3.00 |
| 1 gal. ..... | .85 |

(Side faucet)

| | |
|---|---|
| 5 gals. ..... | 2.50 |

(Top faucet)

| | |
|---|---|
| 5 gals..... | 2.50 |

**Oil Cans**

| | |
|---|---|
| 1 gal ..... | .70 |
| 2 gals. ..... | 1.15 |
| 5 gals. ..... | 2.50 |

(Double seamed)

| | |
|---|---|
| 5 gals. ..... | 2.00 |

(Side faucet)

| | |
|---|---|
| 5 gals. ..... | 2.50 |

**Dippers**

| | |
|---|---|
| 1 quart ..... | .30 |

**Coal Hods**

| | |
|---|---|
| 16 inch..... | 1.00 |
| 17 inch ..... | 1.20 |

**Camp Kettles**

| | |
|---|---|
| 1 gal..... | .40 |
| 1½ gals..... | .55 |
| 2 gals ..... | .70 |
| 3 gals..... | .90 |
| 4 gals..... | 1.05 |

**Cement Pails**

| | |
|---|---|
| 14 quarts ..... | 2.75 |

(Puritan)

| | |
|---|---|
| 14 quarts..... | 3.00 |

**Chamber Pails**

| | |
|---|---|
| 10 quarts..... | 1.35 |
| 12 quarts..... | 1.40 |

**Stock Pails**

| | |
|---|---|
| 14 quarts..... | 1.25 |
| 16 quarts..... | 1.35 |
| 18 quarts..... | 1.55 |
| 20 quarts..... | 1.75 |

**Water Pails**

| | |
|---|---|
| 8 quarts..... | .65 |
| 10 quarts..... | .75 |
| 12 quarts..... | .80 |
| 14 quarts..... | .90 |
| 16 quarts..... | 1.10 |

(Extra quality)

| | |
|---|---|
| 12 quarts..... | 1.25 |

**Refrigerator Pans**

| | |
|---|---|
| 12-inch ..... | .80 |
| 14-inch ..... | .95 |
| 16-inch ..... | 1.15 |

**Water Pots or Sprinklers**

| | |
|---|---|
| 4 quarts..... | 1.10 |
| 6 quarts..... | 1.35 |
| 8 quarts..... | 1.50 |
| 10 quarts..... | 1.75 |
| 12 quarts..... | 2.00 |
| 16 quarts..... | 2.50 |

**Foot Tubs (oval)**

| | |
|---|---|
| 16-inch ..... | .95 |
| 17-inch ..... | 1.00 |
| 18-inch ..... | 1.20 |
| 20-inch ..... | 1.40 |
| 21-inch ..... | 1.75 |

**Wash Tubs**

| | |
|---|---|
| 18-inch ..... | 1.75 |
| 20-inch ..... | 2.00 |
| 22-inch ..... | 2.25 |
| 24-inch ..... | 2.75 |

(Extra heavy)

| | |
|---|---|
| 20-inch..... | 3.25 |
| 22-inch..... | 3.35 |
| 24-inch..... | 3.60 |

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## RETAIL SELLING PRICES—Continued.

**GRAPHITE**—Flake, per lb., 80c.

**GREASE—AXLE**—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.35; 25 lb. pails, $3.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

**GRINDSTONES**—

| Loose— | Cwt. | | |
|---|---|---|---|
| 15 to 40 lbs. | 6.50 | 19 inch | 1.50 |
| 40 to 200 lbs. | 6.50 | Mounted—Hand— | |
| Over 200 lbs. | 7.00 | 7 inch | 3.00 |
| Fixtures and Axle— | | 8 inch | 3.25 |
| 15 inch | 1.25 | 10 inch | 4.00 |
| 17 inch | 1.40 | 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

**HACKSAWS**—

| Lenox, Power— | | | | | |
|---|---|---|---|---|---|
| Lgth. | Wdth. | Lt. | Heavy. | | |
| 8" | 9-16 | .90 | .... | | |
| 10" | ⅝ | 1.15 | .... | | |
| 10" | ¾ | 1.35 | 1.95 | | |
| 10" | 1 | .... | 2.45 | | |
| 12" | ⅝ | 1.35 | .... | | |
| 12" | ¾ | 1.60 | 2.35 | | |
| 12" | 1 | 2.30 | 2.95 | | |
| 14" | ⅝ | 1.70 | .... | | |
| 14" | ¾ | 1.90 | 2.75 | | |
| 14" | 1 | 2.65 | 3.50 | | |
| 16" | ¾ | 2.15 | 3.15 | | |
| 16" | 1 | 3.05 | 3.90 | | |
| 17" | ¾ | 2.80 | .... | | |
| 17" | 1 | 3.25 | 4.15 | | |

| Hand, Lenox— | | |
|---|---|---|
| Length. | Each | Doz. |
| 8-inch | .10 | .75 |
| 9-inch | .10 | .85 |
| 10-inch | .10 | 1.00 |
| 11-inch | .10 | 1.10 |
| 12-inch | .15 | 1.20 |
| Hand, Victor— | | |
| 8-inch | .10 | .85 |
| 9-inch | .10 | .95 |
| 10-inch | .15 | 1.10 |
| 12-inch | .15 | 1.25 |

**HACK SAW FRAMES**—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.80; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

**HAMMERS**—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

**HAMMERS**—Maydole Carpenter's Nail—No. 1, $2.25 each; 1½, $2.10; 2, $2.00; 11, $2.25; 11½, $2.10; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 200, $3.00, 611½, $3.15; 710, $2.75; 711, $2.25; 711½, $2.10; 712, $2.00; 811½, $2.35.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.35; 770½, $2.85; 771, $2.65; 772, $2.40; 773, $2.15; 774, $2.00: 775, $1.85; 776, $1.75; 777, $1.65; 778, $1.50.

**HAMMERS**—

| | | | |
|---|---|---|---|
| Plumb's Carpenter's Nail— | | 1371 | 1.75 |
| K1 | 1.25 | 1372 | 1.75 |
| TC 1½ | 1.25 | 1373 | 1.85 |
| A 11 | 1.20 | 1374 | 2.00 |
| A 11½ | 1.15 | 1375 | 2.15 |
| A 12 | 1.10 | 1376 | 2.35 |
| C 11½ | 1.50 | 1377 | 2.50 |
| O 12 | 1.45 | 1379 | 2.90 |
| P 80 | 2.25 | Plumb's Riveting— | |
| P 81 | 2.15 | 220 | 1.25 |
| P 82 | 2.00 | 221 | 1.25 |
| P 83 | 1.90 | 222 | 1.35 |
| P 84 | 1.80 | 223 | 1.50 |
| P 85 | 2.25 | 251 | 1.40 |
| P 86 | 2.15 | 252 | 1.50 |
| P 87 | 2.00 | 253 | 1.60 |
| Plumb's Engineer's— | | 254 | 1.70 |
| 261 | 2.00 | Plumb's Brick— | |
| 262 | 2.10 | 461 | 2.00 |
| 263 | 2.25 | 462 | 1.75 |
| 264 | 2.40 | 3154 | 1.15 |
| Plumb's Machinist's Ball Pein— | | 3155 | 1.35 |
| 18 | .60 | Plumb's Prospector's Pick | |
| 1370 | 1.75 | 470 | 2.75 |
| | | 471 | 2.85 |

**HANDLES**—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 29c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

| | Hickory. | Maple. | | Hickory. | Maple. |
|---|---|---|---|---|---|
| 2¼x4 | 1.60 | 1.15 | 2¾x4½ | 2.15 | 1.50 |
| 2¼x4½ | 1.80 | 1.25 | 2¾x5 | 2.35 | 1.70 |
| 2½x4½ | 1.85 | 1.35 | 2¾x5½ | 2.25 | 1.75 |
| 2½x5 | 2.10 | 1.40 | 3 x5 | 2.75 | 1.90 |
| 2½x5½ | 1.85 | 1.35 | | | |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 70c; Extra Select, 90c.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.35. Crosscut, Disston, No. 112, $1.00; No. 118, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

**HANGERS, BARN DOOR**—Richards-Wilcox—

| No. With Brackets | | | |
|---|---|---|---|
| 20½B for 31 track | 4.00 | 44-1 for 63 track | 2.00 |
| 27½B for 31 track | 5.50 | 44-2½ for 65 track | 4.00 |
| Without Brackets | | Myers No. 3 | 3.00 |
| 30 for 30 track | 2.40 | Myers No. 4 | 2.40 |
| 135-1 for 31 track | 3.50 | Lanes No. 25 | 1.40 |
| 38-1 for 61 track | 1.65 | Wilbern, rnd. tr., No. 5 | 3.00 |

**HANGERS, PARLOR DOOR**—Complete with track—

| Richards-Wilcox, Double. | | | |
|---|---|---|---|
| No. 11, 14-in. | 5.00 | 14 | 7.15 |
| Size. No. 221 | | 15 | 8.25 |
| 25 | 12.00 | 16 | 9.40 |
| 26 | 12.00 | 17 | 10.50 |
| 27 | 13.15 | 18 | 11.60 |
| 28 | 14.25 | Prouty, No. 5S | 4.85 |
| 29 | 15.40 | Prouty, No. 5D | 9.75 |
| 210 | 16.50 | Lanes, No. 0105 | 4.85 |
| | | Lanes, No. 0105A | 4.65 |
| Richards-Wilcox, Single. | | Lanes, No. 0105NT | 3.75 |
| No. 11, 7-in. | 2.50 | Lanes, No. 105A | 9.45 |
| Size No. 221 | | Lanes, No. 105 | 9.75 |
| 13 | 6.00 | Lanes, No. 105NT | 7.75 |

**HASPS**—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

**HATCHETS**—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
**Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.**
Flooring—Plumb, $3.50; White $4.00.
Broad—1 Plumb, $3.00; 2, $3.25; 3, $3.50; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—8 White $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
**Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.**

**HEADS—MOP**—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 90c each; No. 015, $1.15; No. 018, $1.35; No. 020, $1.50.

**HINGES**—
Wrought Brass—No. 75, 35c pair; No. 76, 80c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-in., 45c; No. 5906, 1⅛-in., 55c; No. 5008, blued, ⅞-in., 40c.
Counter Flap—No. 9001, $1.65.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.00; 12-in., $2.75.
Gate Hinges—No. 124, 80c; 234-254, $1.00; 274, $1.25.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 75c; ⅝-in., $1.00; ¾-inch, $1.50.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1½x1½, $6.00; 1½x2, $9.50; 1¾x2¾, $12.50.

**BUTTS**—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c; 3-in., 70c; 4-in., $1.25; 5-in., $2.45.

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## RETAIL SELLING PRICES—Continued.

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 30c; 3x3, 50c; 289SF2, 30c; 45c; 289N, 50c; 65c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 80c; 5x5, $1.35. 241H, 2x4, 50c; 3x3, 60c; 4x4, 80c; 5x5, $1.35. 241N, 3x3, 65c; 4x4, 85c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c· 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 10c; 15c; 25c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 40c; 3-in., 45c; 3½-in., 50c. 291N, 2½-in., 45c; 3-in., 50c; 3½-in., 55c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.
Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.
Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.
Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.
Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.
Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.
Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.
Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.
Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.
Ham Boilers—No. 8, $7.15 each: No. 9, $7.75.
Waffle Irons, regular style, $2.75.

| No. | 40, steel | .20 | .25 | .30 | .40 | .45 | .50 | .95 |
|---|---|---|---|---|---|---|---|---|

HOOKS AND EYES—(Price per dozen)—

| | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .85 | ... | .65 | ... |
| 1 | .75 | ... | .50 | ... |
| 2 | .60 | ... | .45 | ... |
| 3 | .50 | ... | .35 | ... |
| 4 or 104 | .40 | ... | .30 | ... |
| 5 or 105 | .35 | ... | .25 | .75 |
| 6 or 106 | .25 | 1.25 | .20 | .60 |
| 7 or 107 | .20 | .60 | .15 | .45 |
| 8 or 108 | .15 | .75 | .10 | .40 |
| 9 or 109 | .15 | .60 | .10 | .35 |
| 10 or 110 | .10 | .50 | .10 | .30 |
| 11 or 111 | .10 | .40 | .10 | .25 |
| 12 or 112 | .10 | .30 | .10 | .20 |
| 13 or 113 | .10 | .25 | .10 | .15 |
| 14 or 114 | .10 | .20 | .10 | .10 |

Gate Hooks and Eyes—

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel | .30 | .25 | .30 | .40 | .45 | .50 | .90 |
| No. 1040, brass | .85 | .90 | 1.50 | 1.50 | 1.75 | 2.00 | 4.40 |

Gross lots, 35% off list.

Ceiling— Ea.
2½-inch cast iron .45
2¾-inch cast iron 1.50
2¾-inch, other finishes 1.60
Cast, coppered .40
Wire, coppered .40
Wire, Japanned .45
Wire, tinned .45
Wire, nickel plated .75
Wire, brass plated .70

Coat and Hat— Ea.
Double, cast, heavy .60
Single, cast .40
Medium, cast .90
Heavy, cast 1.25
Cast, nickel plated 1.25
Cast, copper finish 1.25
Cast, brass finish 1.25
Cast bronze, all fin 4.75
Porcelain, solid 2.00
Wire, Japanned .25
Wire, tinned .40
Wire, nickel plated .50

Clothes Line— Ea.
Malleable iron, Jap .10
Malleable iron, Galv .15

Grass— Ea.
14-in., 16-in., 18-in .05
Bronzed .65
12-in. enameled, green .60
12-in, enameled, black .75
Finest quality steel .90
Forged tool steel .60

Hammock— Ea.
To screw .15
With plate .15

Hay Fork— Ea.
⅝-inch pl. wr'ght steel .30
¾-inch pl. wr'ght steel .45
¼-inch galvanized .15
⅜-inch galvanized .15
7-16-inch galvanized .20
½-inch galvanized .25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ⅝-in., 27c; 6 ply, ½ in., 27c; 6 ply, ⅝-in., 33c; 7 ply, ½-in., 30c; 7 ply, ⅝-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ⅝-in., 30c.
Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ⅝-in., 45c; Second quality, ½-in., 32c; ⅝-in., 42c; Third quality, ½-in., 26c; ⅝-in., 32c.

IRON—Bars, Small Lots (Cutting Extra).

| | | |
|---|---|---|
| Common Bar | .06 lb. | Base |
| Angle Iron, ½-inch | .10 | |
| Angle Iron, 3-16-inch | .08 | |
| Angle Iron, ¼-inch and heavier | .07¾ | |
| Rd., sq. and sq. twisted— | | |
| ¼-inch and smaller | 7.50 | Base |
| 5-16 inch | 7.00 | |
| ⅜ to 2¾-inch | 6.50 | |
| 3-inch and larger | 7.50 | |
| Flats, all sizes | 6.50 | |

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single | 1.05 |
| 1⅝-inch—Block | .55 | 1¾-inch Double | 1.25 |
| 1¾-inch Single | .80 | 2-inch Double | 1.45 |
| 2-inch Single | .85 | 2⅛-inch Double | 1.55 |
| 2⅛-inch Single | .90 | 2⅜-inch Double | 1.65 |
| 2⅜-inch Single | 1.00 | 2⅝-inch Double | 1.70 |

IRONS—Sad. Common, 25c lb.
Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each.

KITS—Lunch—
Thermos—391-395, $3.75; 392-396, $4.00· 393-397, $4.25; 394-398, $5.00.
Universal—310, $4.25; 410, $4.50; 510, $5.00; 320, $4.75; 4070, $6.00; 3070, $4.00.

KNIFE—Corn—
Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—
Iron handled, set, $1.75.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—
Maple base, each, 5c; doz., 35c.

LACING—Belt—

| Rawhide, Cut | | | |
|---|---|---|---|
| Size ¼, per ft | .04 | 2, coil | .70 |
| Size 5-16, per ft | .04½ | 3, coil | .80 |
| Size ⅜, per ft | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft | .07½ | | |
| Size ⅝, per ft | .09 | Hooks | Doz. |
| Size ¾, per ft | .10½ | 10 | .05 |
| Wire | | 8, 9, 10 | .05 |
| 0 and 1, coil | .60 | 6, 7 | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

Hot Blast Lanterns
Little Star Tin Lanterns .90
Hy-Lo Tin Lanterns .90
Victor Tin Lanterns .95
Monarch Tin Lanterns .95
O. K. Tin Lanterns .100
No. 2 Royal Tin Lants. 1.10

Cold Blast Lanterns
Junior Tin Lanterns 1.00
Junior Brass Lanterns 1.75
Junior Brass Nickel-plated Lanterns 2.00
No. 2 Crescent Tin Lanterns 1.35
No. 2 Blizzard Tin Lanterns 1.45
Same, Brass Fount and Top 2.00
No. 2 Large Fount Blizzard Lanterns 1.65
Little Wizard Tin Lanterns 1.10
No. 2 Wizard Tin Lanterns 1.45
Same, Brass Fount and Top 2.00
No. 2 Large Fount Wizard Lanterns 1.65
Same, Brass Fount and Top 2.10
Dash and Wagon Lanterns
Buckeye Dash Lant'ns 1.25

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## RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel. fin... 2.35
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish ..... 4.75
Same, Nickel-plated on Tin ..... 5.25
Same, all Brass..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 2.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts.. 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, tin..... 7.75
Same, Brass Founts..10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment ..$24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 17c lb.; Sheet (full), 25c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each; 150, 55c.
Wire Twisted—50 foot 20 gauge, 40c; 75 foot 20 gauge, 55c; 100 foot 20 gauge, 65c; 50 foot 18 gauge, 60c; 75 foot, 18 gauge, 75c; 100 foot 18 gauge, 90c.
Wire, Solid—100 foot, 9 gauge, 80c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅝-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.25; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs..... 1.75
Long Cutter, Standard, 6 lbs..... 1.75
Pick, Standard, 6 lb..... 1.75
Handled, D E 3..... 1.00
Handled, C E 3½..... 1.65
Handled S Q 3½..... 1.25

MAULS—Post—10-lb., $1.50 each; 18-lb., $2.00; 16-lb., $2.25; 18-lb., $2.75; 20-lb., $3.00.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior .....42.00
Medium .....48.00
Senior .....65.00
Force Feed .....80.00

MOPS—Handled—

| Brown Daisy | | O-Cedar | | Cotton | |
|---|---|---|---|---|---|
| 6 | 1.00 | 4 | 1.00 | 120 | .80 |
| 8 | 1.15 | 8 | 1.50 | 140 | .90 |
| 7BD | 1.25 | 10B | 1.25 | 180 | 1.00 |
| 9BD | 1.50 | 11B | 1.25 | 220 | 1.25 |

MOP STICKS—No. 2, 25c each: No. 7, 35c each; No. 18, 35c each; No. 70 or Janitor's, 75c each.

MOWERS—Lawn
Great American—
15-inch ..... 24.00
17-inch ..... 26.00
19-inch ..... 29.00
21-inch ..... 32.00
Common—
12-inch ..... 9.00
14-inch ..... 9.50
16-inch ..... 10.00
Pennsylvania—
14-inch ..... 22.00
16-inch ..... 25.00
17-inch ..... 36.00
19-inch ..... 40.00
21-inch ..... 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch ..... 1.35
6-inch ..... 1.50
7-inch ..... 1.85
8-inch ..... 2.15
Nettleton's—
6-inch ..... 2.00
8-inch ..... 2.25
10-inch ..... 2.50
12-inch ..... 2.75
14-inch ..... 3.35
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Common, 5-inch..... 1.50
Common, 6-inch..... 1.75
Jeweler's, 3½-inch... 1.90
Jeweler's, 4½-inch... 2.10

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ ..... 2.25
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .30 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. |
|---|---|
| 012 | 5.25 |
| 055 | 5.75 |
| 0200 | 5.25 |
| 450 | 5.50 |
| **Perfection—** | |
| 121 G | 6.25 |
| **Pinney & Boyle—** | |
| 13 | 3.25 |
| 17 | 4.00 |
| 550 | 5.50 |
| 700 | 5.50 |
| 750 | 6.50 |
| 755 | 6.75 |
| 17 G | 4.25 |
| 122 G | 7.50 |
| 33 | 3.50 |
| 37 | 4.15 |
| 37 G | 4.25 |

PACKING—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.75.

PADS—Sweat—No. 68 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

**PADLOCKS—Corbin—**

| No. | Each. |
|---|---|
| 958 | .35 |
| 2802¼ | .45 |
| 2822¼ | .65 |
| 2869 | 1.25 |
| 2879 | 2.10 |
| 2880 | 2.35 |
| 2881 | 3.00 |
| 2883 | 4.50 |
| **Miller—** | |
| 1 | 1.85 |
| 016 | .35 |
| 18 | .40 |
| 18 B | .40 |
| 19 | .40 |
| 21 | .50 |
| 75 | .55 |
| 76 | .65 |
| 78 | 1.00 |
| 96 | .55 |
| 96C | .75 |
| 121 | .55 |
| 5441 | 1.15 |
| **Slaymaker—** | |
| 1902 | .75 |
| 1903 | .60 |
| 9902 | .85 |
| 9902 N C | .75 |
| 21090 | 1.00 |
| **Yale—** | |
| 223 | 1.00 |
| 225 | 1.40 |
| 453 J | .45 |
| 453 X | .45 |
| 568 | 1.85 |
| 565 | 2.25 |
| 585 | 2.50 |
| 635 | 2.25 |
| 645 J | .80 |
| 803 | 2.50 |
| 805 | 2.50 |
| 805½ | 3.00 |
| 818 | 2.75 |
| 815 | 2.50 |
| 823 | 3.00 |
| 833 | 3.50 |
| 843 | 4.00 |
| 853 | 4.50 |
| 8454 | 3.50 |

**PAINT SUNDRIES—**

**Alcohol—(Denatured)—**

| | |
|---|---|
| 1 gallon | 2.20 |
| 5 gallon | 1.90 |

**Alum—**

| | |
|---|---|
| Pwd, less than 100 lbs, lb. | .17 |

**Benzine—**

| | |
|---|---|
| New cans, casd, gal | .60 |
| Old cans, uncsd, gal. | .40 |

**Coal Tar—**

| | |
|---|---|
| 5-Gal. Gal. | .50 |
| 1-Gal Gal. | .65 |

**Creosote—**

| | |
|---|---|
| Gal. | .35 |

**Distillate—**

| | |
|---|---|
| Light, gal | .40 |

| **Glue—** | Lb. |
|---|---|
| No. 2 Gelatine | .50 |
| Chicago White | .50 |

**Kalsomine, White—**

| | |
|---|---|
| Bbls, 280 lbs. | .08 |
| Kegs, 100 lbs. | .08½ |
| 4 25-lb. pkgs. bulk | .09 |
| 25 lbs., bulk | .09 |
| Less 25 lbs. | .09¼ |
| 100 lbs. 5-lb. pkgs. | .09 |
| Less 100 lbs. pkgs. | .09¼ |

**Lamp Black—Bear Brand—**

| | |
|---|---|
| 1-S, lb. pkg. | .45 |
| ½-S | .30 |
| ¼-S | .20 |

**Linseed Oil, Boiled—**

| | |
|---|---|
| 5's Gal. | 2.13 |
| 1's Gal. | 2.40 |
| ½'s ½-Gal. | 1.30 |
| ¼'s Qt. | .70 |
| ⅛'s Pt. | .40 |

**Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.**

| **Oil—** | Gal. |
|---|---|
| Floor | .75 |
| Gloss | 1.50 |
| Lard, No. 1 | 1.80 |
| Lin-O-Oil | .90 |
| Neatsfoot No. 1 | 2.40 |
| Neutral | .60 |
| Paraffine | .70 |

**Paint, Dry Colors—**

| | |
|---|---|
| Umber | .12 |
| Chrome Green, Med | .20 |
| Graphite | .06 |
| Princess Metallic | .06 |
| Sienna | .11 |
| Venetian Red | .08 |
| Yellow Ochre | .05 |

**Painters' Petroleum—**

| | |
|---|---|
| 1-Gal. Gal. | .40 |

**Paints, Ready Mixed—1st grade, white—**

| | |
|---|---|
| Gals. Gal. | 4.40 |
| ½-gals. ½-Gal. | 2.30 |
| Quarts Qt. | 1.25 |
| Pints Pt. | .70 |
| ½-pints ½-Pt. | .40 |
| **1st Grade, Colors—** | |
| Gals. Gal. | 4.25 |
| ½-gals. ½-Gal. | 2.25 |
| Quarts Qt. | 1.20 |
| Pints Pt. | .65 |
| ½-pints ½-Pt. | .35 |
| **2d Grade, White or Colors—** | |
| Gals. Gal. | 2.90 |
| ½-gals. ½-Gal. | 1.60 |
| Quarts Qt. | .95 |
| **Inside Floor—** | |
| Gals. Gal. | 2.90 |
| ½-gals. ½-Gal. | 1.60 |
| Quarts Qt. | .95 |
| **Porch—** | |
| Gals. Gal. | 4.25 |
| ½-gals. ½-Gal. | 2.25 |
| Quarts Qt. | 1.20 |

**Plaster Paris—**

| | |
|---|---|
| Less sack, lb. | .03 |

**Putty, Bladder—**

| | |
|---|---|
| Less than 100 lbs. | .07½ |

| **Putty, Bulk—** | Lb. |
|---|---|
| 1-lb. Cans | .15 |
| 2-lb. Cans | .12½ |
| 3-lb. Cans | .09½ |
| 5-lb. Cans | .09 |
| 10-lb. Cans | .08½ |
| 25-lb. Cans | .08 |
| 85 lb. Cans | .06½ |
| **Rosin—** | |
| Lb. | .14 |
| **Tints, Kalsomine—** | Lb. |
| Barrels, 280 lbs. | .09 |
| Kegs, 100 lbs. | .09½ |
| 100-lb. bulk | .10 |
| 25-lb. bulk | .10½ |
| Less 25 lbs. | .12 |
| 100 lbs. 5-lb. pkgs. | .09½ |
| Less 100 lbs. 5-lb. pkgs. | .10 |

**Turpentine—**

| | |
|---|---|
| 5's Gal. | 2.17 |
| 1's Gal. | 2.30 |
| ½'s ½-Gal. | 1.25 |
| ¼'s Qt. | .70 |
| ⅛'s Pt. | .40 |

**Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.**

**PANS—Acme Frying—**

| | | | |
|---|---|---|---|
| No. 00, each | .20 | No. 4, each | .50 |
| No. 0, each | .30 | No. 5, each | .60 |
| No. 1, each | .35 | No. 6, each | .75 |
| No. 2, each | .40 | No. 7, each | .85 |
| No. 3, each | .45 | | |

**PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.**

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 4.25 | 3.25 |
| No. 1-1000 | 8.00 | 6.25 |
| No. 2-500 | 6.25 | 4.25 |
| No. 2-1000 | 12.00 | 8.35 |
| No. 3-500 | 9.00 | 6.80 |
| No. 3-1000 | 16.50 | 13.40 |

Red Resin—17-lb., $1.60; 20-lb., $1.85; 25-lb., $2.35; 30-lb., $2.75.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.**

**INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.**

**ROOFING—**

| Standard or Cronolite | |
|---|---|
| 1 ply square | 3.00 |
| 2 ply square | 3.75 |
| 3 ply square | 4.50 |
| Malthoid or Rubberoid Rooing— | |
| 1 ply | 3.75 |
| 2 ply | 4.75 |
| 3 ply | 5.75 |
| Malthoid Junior | 4.00 |
| Roofing Cement—Preservative | |
| Bbls., per gal. | .90 |
| 5 Gal., per gal. | 1.25 |
| 1 Gal., per gal. | 1.35 |
| Pint | .30 |

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum | .80 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B. & A. | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite | .80 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

**SHEATHING — Red or gray — 20-lb., $1.85 per roll; 25-lb., $2.25; 30-lb., $2.75.**

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 | 3.40 | 4.75 | 2¾x4½ | 3.85 | 4.60 |
| 2¼x4½ | 3.65 | 4.85 | 2¾x5 | 4.00 | 4.65 |
| 2½x4½ | 3.75 | 5.00 | 3 x5 | 4.25 | 5.25 |
| 2½x5 | 3.85 | 5.00 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.50 | 74 | 6.75 |
| 46 | 6.00 | 76 | 7.50 |
| 48 | 6.50 | 79 | 8.25 |
| 52 | 5.50 | 714 | 9.00 |
| 54 | 6.00 | 464 | 7.00 |
| 56 | 6.50 | 466 | 7.75 |
| 58 | 7.25 | 469 | 8.50 |
| 64 | 6.25 | 474 | 7.50 |
| 66 | 7.00 | 476 | 8.25 |
| 69 | 7.75 | 479 | 9.00 |
| 614 | 8.50 | | |

**Percolator Tops, 10c each.**

**PICKS—Drifting, 3-lb. $1.85 each; 4, $1.50; 4½, $1.65; 5, $1.75; 5½, $1.85; 6, $2.00.**
**Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $1.65; 7-8, $1.75.**
**Contractors—8-9 lbs., $2.25.**

**PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.**

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## RETAIL SELLING PRICES—Continued.

PIPE—

| | Standard Black Cut Length Pr. Ft. | Full Length Pr. 100 | Galvanized Cut Length Pr. Ft. | Full Length Pr. 100 | Cutting and Threading Cuts Threads Each | Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .06 | 5.25 | .08 | 7.75 | .03½ | .072 |
| ¼-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ⅜-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ½-inch | .09 | 7.50 | .11 | 10.00 | .03½ | .072 |
| ⅝-inch | .11 | 9.75 | .14 | 12.50 | .03½ | .072 |
| 1 -inch | .16 | 14.20 | .20 | 18.75 | .03½ | .072 |
| 1¼-inch | .22 | 19.20 | .27 | 25.20 | .04¾ | .09½ |
| 1½-inch | .27 | 23.00 | .35 | 30.00 | .06 | .12 |
| 2 -inch | .35 | 30.80 | .45 | 40.40 | .08½ | .16¾ |

PIPE—Gas and Water (black)—⅛ inch, 6c foot; ¼ inch, 7c; ⅜ inch, 7c; ½ inch, 9c; ¾ inch, 11c; 1 inch, 16c; 1¼ inch, 22c; 1½ inch, 27c; 2 inch, 35c.
Galvanized—⅛ inch, 8c foot; ¼ inch, 9c; ⅜ inch, 9c; ½ inch, 11c; ¾ inch, 14c; 1 inch, 20c; 1¼ inch, 27c; 1½ inch, 35c; 2 inch, 45c.

PIPE, STOVE—Nested, Full Joints—3-inch, 40c joint; 4-inch 40c; 5-inch, 40c; 6-inch, 45c; 7-inch, 45c; 8-inch, Japan, 40c; 4-inch, Japan, 45c; 5-inch, Japan, 45c; 8-inch, Galvanized, 40c; 4-inch, Galvanized, 45c; 5-inch, Galvanized, 55c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 25c.
Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price, each.

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Caps | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Couplings | .10 | .15 | .10 | .15 | .10 | .15 | .15 | .20 |
| Crosses | .15 | .20 | .15 | .20 | .25 | .40 | .35 | .55 |
| Elbows, 90 degree. | .10 | .15 | .10 | .15 | .10 | .15 | .10 | .15 |
| Elbows, 45 degree. | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Elbows, Reducing | .15 | .20 | .15 | .20 | .15 | .20 | .20 | .30 |
| Elbows, Street | .10 | .15 | .10 | .15 | .15 | .20 | .25 | .35 |
| Floor Flanges | .20 | .40 | .20 | .40 | .25 | .50 | .25 | .50 |
| Lock Nuts | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| *Reducers | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Return Bends Close | .20 | .30 | .20 | .30 | .25 | .35 | .30 | .45 |
| Tees | .15 | .20 | .15 | .20 | .15 | .25 | .15 | .25 |
| Unions | .25 | .35 | .25 | .35 | .25 | .40 | .30 | .45 |

| | 1 Blk. | 1 Gal. | 1¼ Blk. | 1¼ Gal. | 1½ Blk. | 1½ Gal. | 2 Blk. | 2 Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .15 | .10 | .20 | .15 | .25 | .20 | .40 |
| Caps | .20 | .25 | .25 | .40 | .30 | .45 | .45 | .75 |
| Couplings | .20 | .30 | .25 | .40 | .30 | .50 | .45 | .60 |
| Crosses | .55 | .85 | .60 | 1.00 | .75 | 1.35 | 1.20 | 2.10 |
| Elbows, 90 degree. | .20 | .30 | .30 | .45 | .35 | .60 | .60 | 1.00 |
| Elbows, 45 degree. | .25 | .40 | .50 | .75 | .55 | .80 | .80 | 1.20 |
| Elbows, Reducing | .25 | .35 | .35 | .60 | .45 | .70 | .80 | 1.30 |
| Elbows, Street | .25 | .40 | .35 | .60 | .40 | .70 | .80 | 1.30 |
| Floor Flanges | .30 | .55 | .35 | .70 | .40 | .85 | .60 | 1.25 |
| Lock Nuts | .15 | .25 | .25 | .35 | .25 | .35 | .30 | .55 |
| Plugs | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| *Reducers | .25 | .35 | .25 | .45 | .30 | .50 | .55 | .90 |
| Return Bends Close | .55 | .85 | .75 | 1.25 | .95 | 1.50 | 1.35 | 2.40 |
| Tees | .20 | .35 | .35 | .60 | .50 | .80 | .80 | 1.40 |
| Unions | .40 | .55 | .50 | .80 | .65 | 1.00 | .85 | 1.30 |

NIPPLES—

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 4-inch Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 5-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| 6-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| Close | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| Long | .10 | .15 | .15 | .25 | .20 | .30 | .30 | .45 |
| 4-inch Long | .10 | .15 | .15 | .20 | .20 | .35 | .25 | .45 |
| 6-inch Long | .12 | .25 | .20 | .30 | .20 | .35 | .25 | .45 |
| 6-inch Long | .15 | .25 | .20 | .35 | .25 | .45 | .35 | .50 |

FITTINGS—From 2½ to 4-inch—Black only.

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Bushings | .30 | .40 | .55 | .70 |
| Caps | .65 | .95 | 1.15 | 1.60 |
| Couplings | .60 | .90 | 1.20 | 1.50 |
| Crosses | 1.90 | 3.15 | 3.45 | 6.00 |
| Elbows, 90 degree | 1.05 | 1.60 | 2.10 | 3.40 |
| Elbows, 45 degree | 1.10 | 1.50 | 2.10 | 3.00 |
| Plugs | .25 | .35 | .50 | .55 |
| *Reducers | .85 | 1.25 | .... | 2.10 |
| Tees | 1.25 | 1.95 | 2.50 | 3.95 |
| Unions | 1.75 | 2.35 | 4.10 | 4.90 |

NIPPLES—

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Close | .35 | .40 | .60 | .75 |
| 5-inch Long | .50 | .60 | .90 | 1.00 |
| 6-inch Long | .60 | .70 | .90 | 1.00 |
| 8-inch Long | .80 | 1.00 | .... | 1.40 |
| 10-inch Long | .75 | 1.20 | .... | 1.70 |

*Reducers 1-inch and larger reducing to ⅛-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, 4.15; 18, $4.00; 19, 4.15.
Block, Stanley—No. 60, $3.65 each; 60½, $3.35; 61, $3.25; 65, $4.25; 100, 80c; 101, 65c; 102, $1.25; 103, $1.65; 110, $1.65; 120, $2.35; 180, $2.40; 181, $3.85; 203, $2.00; 220, $2.40.
Iron, Bailey—No. 2, $5.35 each; 3, $5.60; 4, $6.15; 4½, $7.00; 5, $7.00; 5½, $8.00; 6, $9.10; 7, $10.50, 8, $12.50; 2C, $5.75; 3C, $6.00; 4C, $6.65; 4½C, 7.65; 5C, $7.65; 5½C, $8.60; 6C, $9.75; 7C, $11.25; 8C, $13.25.
Iron, Stanley—No. 602, $6.15 each; 603, $6.65; 604, $7.25; 604½, $8.40; 605, $8.40; 605½, $9.00; 606, $10.50; 607, $12.00; 608, $14.25; 602C, $5.50; 603C, $7.00; 604C, $7.75; 604½C, $9.00; 605C, $9.00; 605½C, $9.75; 606C, $11.50; 607C, $13.00; 608C, $15.75.
All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.
Wood Bottom, Bailey—No. 22, $4.00 each; 23, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.
Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—
Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75; 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch. $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 312 5-inch, $3.50; 6, $4.00; 7, $4.50; 8, $5.00; 9, $6.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 86, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 87, 18-inch, $6.25; 24-inch, $7.25; 87G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 84V, 6-inch, $2.25; 8-inch, $2.75.
Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 18, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.
Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 80 | .85 |
| 5-inch | .75 | No. 81 | .95 |
| 6-inch | .85 | | |

POLISH (AUTO)—Duroiac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Duroiac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, $1.00.
O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.75.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.50; 01, Black Eagle, 45c; 95 Black Eagle, $1.75; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 20c; 1, Rising Sun, 15.

POTS—Fire.

| Gasoline, C & L. | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22.75 | 10 Quart | 1.75 |
| 21 | 19.25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22.75 | Tin— | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.35 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.75; 2, $5.25; 3, $6.00; 4, $7.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

**RAZORS (SAFETY)—**

| No. | | No. | |
|---|---|---|---|
| **Eveready** | | | |
| 700, each | $1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 3.00 | | |
| **Gem** | | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| **Enders** | | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| **Durham Domino** | | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| **Gillette** | | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B Blades, pkg. | .50 |
| 12 X B Blades, pkg | 1.00 | | |
| **Auto Strop** | | | |
| 1, set | 5.00 | 2541, set | 5.00 |
| 15, set | 6.00 | 600 B Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

**REVOLVERS—**

| Colts, Model | Each. |
|---|---|
| Police Positive | 34.00 |
| Police Positive Special | 35.50 |
| Police Positive Target | 36.00 |
| Army Special | 38.00 |
| New Service | 39.00 |
| Single Action | 36.75 |
| **Harrington & Richardson** | |
| 203, 223 | 11.50 |
| 203 B, 223 B | 12.00 |
| 204, 224 | 12.00 |
| 204 B, 224 B | 12.50 |
| 263, 273 | 12.50 |
| 263 B, 273 B | 12.75 |
| 264, 274 | 12.75 |
| 264 B, 274 B | 13.00 |
| **Iver Johnson—** | |
| 300, 303, 323 | 16.50 |
| 300 B, 303 B | 16.75 |
| 304 | 16.75 |
| 324 B | 17.25 |
| 343, 353 | 17.75 |
| 343 B, 353 B | 18.00 |
| 344, 354 | 18.00 |
| 344 B, 354 B | 18.50 |
| 364 B | 19.25 |
| 365 B | 19.50 |
| **Smith & Wesson—** | |
| 1905 Military, Police | 34.50 |
| Regulation Police | 32.50 |
| 1903 Hand Ejector | 30.50 |
| 38 S. & W. Perfected | 30.50 |
| 1908 Military | 35.00 |
| 1911 Target | 35.00 |
| New Departure 38 | 30.50 |
| **Marlin—** | |
| 20 TD—Octagon Brl. | 18.50 |
| 27 TD—Round Brl. | 21.80 |
| TD—Octagon Barrel. | 24.55 |
| 29 TD—Round Brl. | 15.60 |
| 1897 TD—Round Brl. | 22.75 |
| TD—Octagon Barrel. | 24.80 |
| **Remington—** | |
| 4 TD—Octagon Brl. | 15.54 |
| 6 TD—Round Brl. | 10.46 |
| 8 A TD—Round Brl. | 73.27 |
| 12 TD—Round Brl. | 28.48 |
| TD—Octagon Brl. | 31.95 |
| 14 A TD—Standard | 58.36 |
| TD—Carbine | 57.25 |
| 16 A TD—Standard | 44.61 |
| **Savage —** | |
| 1899 250-3000 | 60.00 |
| 1899 TD, Feath'wt | 55.00 |
| 189 SF | 48.00 |
| 1904 TD, Single shot | 9.75 |
| 1914 TD, Hammerless | 28.50 |
| **Stevens—** | |
| Little Scout | 8.00 |
| Crack Shot | 10.00 |
| Marksman | 12.25 |
| Favorite | 14.00 |
| 70 TD, .22 | 19.00 |
| 1919, .22 | 26.75 |
| **Winchester—** | |
| 1886 SF—Round Brl. | 48.00 |
| TD—Round Brl | 56.75 |
| 1890 TD—Oct. Fancy | 57.50 |
| TD—Oct. Plain. | 30.00 |
| 1892 SF—Round Brl. | 37.50 |
| SF—Oct. Brl. | 38.50 |
| TD—Oct. Brl. | 45.75 |
| SF—Carbine | 32.00 |
| 1894 SF—Round Brl. | 35.00 |
| SF—Oct. Brl. | 42.00 |
| SF—Carbine | 35.50 |
| TD—Oct. Brl. | 54.50 |
| 1895 SF | 47.00 |
| 1895—Govt. Model | 50.50 |
| 1895 TD | 59.25 |
| 1902 TD—.22 | 10.00 |
| 1903 TD—Plain | 42.50 |
| TD—Fancy | 69.00 |
| 1904—TD—.22 | 10.00 |
| 1906 TD | 27.50 |
| 1907 TD | 58.00 |

**RIFLES—No. and Model—**

| Daisy Air— | Each |
|---|---|
| 25 | 5.25 |
| 40 | 5.25 |
| 3 | 3.00 |
| 30 | 2.85 |
| 11 | 2.85 |
| 12 | 2.00 |
| **King Air—** | |
| 4 | 2.25 |
| 5 | 2.65 |
| 21 | 1.35 |
| 22 | 1.50 |
| 304 B | 17.25 |
| 323 B | 17.00 |
| 324 | 17.00 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.
Copper—With Burrs—

| Size. | ½ Lbs. | Lbs. | Size. | ½-Lbs. | Lbs. |
|---|---|---|---|---|---|
| 7—St'r Lgths | .50 | .75 | 7—Asst. | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .50 | .85 |
| 10 " | .50 | .85 | 10 " | .50 | .90 |
| 12 " | .50 | .90 | 12 " | .50 | .95 |

Copper Iron, with Burrs—08 Asst., 25c ½-lb. box; 010, 30c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ¾-in., Steel, Brass-Covered, 18c ft.; 3, ⅝-inch, Steel, Brass Plated, 13c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.10; ¼ to 5-16, $1.10 lb.; ⅜ to ¾, $1.10; ⅞ to 1, $1.15.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(86), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8618 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.
Aluminoid, Zig Zag—4 ft., $1.75; 5 ft., $2.00; 6 ft., $2.25.

**SAWS—One Man—Cross-cut—**

| | Disston | Chinook | Chinook |
|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 |
| 3½ ft. | 4.60 | 6 ft. | 8.65 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 |

Simonds Falling same price as Royal Chinook Cross Cut.

**SAWS—Hand—**

| 12 Disston or 69 Atkins. | | No. 7 Disston | |
|---|---|---|---|
| 20 inch | 4.15 | 18 inch | 2.50 |
| 22 inch | 4.65 | 20 inch | 2.65 |
| 24 inch | 5.00 | 22 inch | 2.85 |
| 26 inch | 5.25 | 24 inch | 3.10 |
| 28 inch | 5.75 | 26 inch | 3.20 |
| 30 inch | 6.00 | 28 inch | 3.75 |
| **D8 Disston, or 51 Atkins** | | **No. 120 Disston** | |
| 18 inch | 3.00 | 26 inch | 5.75 |
| 20 inch | 3.25 | 28 inch | 6.00 |
| 22 inch | 3.65 | **No. 112 Disston—** | |
| 24 inch | 3.85 | 26 inch | 4.15 |
| 26 inch | 4.00 | 28 inch | 4.50 |
| 28 inch | 4.65 | **D100 or D20 Disston—** | |
| 30 inch | 5.00 | 26 inch | 4.00 |
| | | 28 inch | 4.40 |

Simonds Hand and Cross-cut Saws—Prices on Application.

**SAWS—Miscellaneous—**

| Back | | Compass No. 2 | |
|---|---|---|---|
| 12-inch | 2.50 | 12-inch | .85 |
| 14-inch | 2.85 | 14-inch | .90 |
| 16-inch | 3.25 | 16-inch | .95 |
| 22 inch | 4.00 | **Kitchen No. 2** | |
| 24 inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| **Butcher No. 10** | | **Mitre** | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

**Nest, Complete**

No. 3 ..... 2.50

**Pruning**

No. 50 California, 12 in. 1.85

**Buck—**

Com Sgl Brace V tooth ..... $1.75
Com Dbl Brace Tuttle tooth ..... 2.50
Com. Dbl Brace V tooth ..... 2.75
No. 150 Special ..... 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

**SAW CLAMPS**—No. 3, $2.00; 0, $1.85. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

**SAW SETS—**

201 G. & P. ..... 1.05
Spec. Morrill ..... 2.00
105 Morrill ..... .60
1 Morrill ..... 1.85
10 ..... 1.20
77 ..... 1.00

**X CUT—**

Morrill No. 3 ..... 1.85
Baker No. 3 ..... 2.35
Colonial ..... 1.35
7 Taintor ..... 1.75
28 Triumph ..... 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2 ..... 4.00
Morin No. 2½ ..... 4.60
Morin No. 3 ..... 2.00

**SAW TOOLS—**

Clipper Outfit ..... .80

**Morrill's Raker Gauge—**

No. 1 ..... 1.50
No. 6 ..... 2.25
No. 9 ..... 2.50

Atkins Raker Swage .. .40
5-M Tooth Gauge ..... .25
Jointers Pikes Perf ... .75
Jointers No. 7 Sterns .70

**Setting Tool Disston—**

No. 100 ..... .80

**No. 4 Setting Blocks—**

No. 4 Blocks, Morin .. 2.00
Swages No. 0 Disst ... 4.75
Swages, Whitings .... 1.00
Atkins, Rex ..... 1.00
Atkins, Excelsior ..... .85

**SCALES**—Family, testing without scoop, $3.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50 30c each; 51, 60c; family, $6.50; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.85; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—No. 2, $2.40 each; 3, $2.50; 4, $2.60; 5, $2.75; 6, $2.85; 7, $2.90; 8, $3.00; 9, $3.10; 10, $3.25.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood, Steel Frame—18x33, $1.10; 24x33, $1.25; 24x37, $1.35; 30x37, $1.65.

**SCREWS—Cap and Set—**

**Machine—Brass, Flat or Round Head—**

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .30 | .35 | .40 | .45 | ... |
| 4 | .35 | .40 | .45 | .50 | .60 |
| 6 | .45 | .50 | .55 | .60 | .75 |
| 8 | .65 | .75 | .85 | .90 | 1.10 |
| 10 | .90 | 1.05 | 1.20 | 1.40 | 1.70 |
| 12 | 1.20 | 1.40 | 1.55 | 1.70 | 2.00 |
| 14 | 1.50 | 1.75 | 2.00 | 2.30 | 2.75 |
| 16 | 2.40 | 2.65 | 2.90 | 3.15 | 3.65 |
| 18 | 3.00 | 3.40 | 3.70 | 4.00 | 4.75 |
| 20 | 3.80 | 4.15 | 4.55 | 5.00 | 5.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in |
|---|---|---|---|---|
| 4 | .75 | .90 | 1.15 | 1.40 |
| 6 | 1.00 | 1.25 | 1.55 | 1.90 |
| 8 | 1.35 | 1.55 | 1.90 | 2.25 |
| 10 | 2.00 | 2.20 | 2.50 | 2.85 |
| 12 | 2.35 | 2.70 | 3.10 | 3.50 |
| 14 | 3.10 | 3.45 | 3.85 | 4.25 |
| 16 | 4.00 | 4.55 | 5.15 | 5.75 |
| 18 | 5.20 | 5.70 | 6.35 | 7.10 |
| 20 | 6.60 | 7.45 | 8.25 | 9.00 |

**Iron, Flat or Round Head—**

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .30 | .35 | .40 | .45 |
| 8 | .35 | .40 | .40 | .45 | .55 |
| 10 | .55 | .55 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .80 |
| 14 | .75 | .75 | .80 | .85 | 1.00 |
| 16 | ... | .95 | 1.00 | 1.05 | 1.20 |
| 18 | ... | ... | 1.35 | 1.45 | 1.60 |
| 20 | ... | ... | ... | 1.75 | 1.95 |

| Size | 1¼-in. | 1½-in. | 1¾-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .55 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.05 | 1.20 | 1.35 |
| 12 | .95 | 1.15 | 1.30 | 1.45 |
| 14 | 1.15 | 1.35 | 1.50 | 1.75 |
| 16 | 1.40 | 1.70 | 2.00 | 2.35 |
| 18 | 1.95 | 2.25 | 2.55 | 2.90 |
| 20 | 2.25 | 2.55 | 2.90 | 3.20 |

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.25 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.30 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ½ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown. Brass, Flat or Round Head—

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## RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 3.35 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1⅜-in. | 1½-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.80 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

Flat Head, Bright—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .35 | .35 | ... | ... | ... | ... | ... |
| 3 | .35 | .35 | .35 | .35 | .35 | .35 | .40 |
| 4 | .35 | .35 | .35 | .35 | .40 | .40 | .45 |
| 5 | ... | .35 | .35 | .35 | .40 | .45 | .45 |
| 6 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 7 | ... | .40 | .40 | .45 | .45 | .50 | .50 |
| 8 | ... | .45 | .45 | .45 | .50 | .50 | .55 |
| 9 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 10 | ... | ... | .55 | .55 | .55 | .60 | .60 |
| 11 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 12 | ... | ... | .60 | .60 | .65 | .70 | .70 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .80 |
| 14 | ... | ... | ... | .65 | .75 | .80 | .85 |
| 15 | ... | ... | ... | ... | .85 | .85 | 1.00 |
| 16 | ... | ... | ... | ... | .90 | 1.00 | 1.25 |
| 17 | ... | ... | ... | ... | ... | ... | 1.35 |
| 18 | ... | ... | ... | ... | ... | ... | 1.40 |
| 20 | ... | ... | ... | ... | ... | ... | 1.75 |

| Size. | 1¼-in. | 1⅜-in. | 1½-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .55 | .65 | .75 | .80 | .95 | ... |
| 6 | .55 | .60 | .70 | .75 | .80 | 1.00 | 1.50 |
| 7 | .55 | .60 | .75 | .80 | .85 | 1.05 | 1.50 |
| 8 | .60 | .65 | .75 | .80 | .90 | 1.10 | 1.55 |
| 9 | .60 | .70 | .80 | .85 | .95 | 1.15 | 1.55 |
| 10 | .65 | .70 | .80 | .90 | 1.00 | 1.20 | 1.60 |
| 11 | .70 | .75 | .85 | .95 | 1.05 | 1.25 | 1.60 |
| 12 | .80 | .85 | .90 | 1.00 | 1.10 | 1.30 | 1.65 |
| 13 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.35 | 1.70 |
| 14 | .95 | 1.00 | 1.15 | 1.25 | 1.35 | 1.45 | 1.75 |
| 15 | 1.10 | 1.20 | 1.30 | 1.40 | 1.55 | 1.65 | 1.90 |
| 16 | 1.25 | 1.40 | 1.45 | 1.55 | 1.75 | 1.85 | 2.10 |
| 17 | 1.40 | 1.60 | 1.75 | 1.85 | 1.95 | 2.10 | 2.40 |
| 18 | 1.65 | 1.90 | 2.00 | 2.10 | 2.30 | 2.35 | 2.75 |
| 20 | 2.00 | 2.15 | 2.25 | 2.40 | 2.65 | 2.90 | 3.25 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

**SAFETY SET—(Bristo)—**
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

| | ¼, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1¼ | .40 | 2.50 | ... | .... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.50 | .45 | 3.00 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.75 | .50 | 3.30 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.75 | .50 | 3.30 | .70 | 4.60 | .... | .... | .... | .... |
| 2½ | .50 | 3.00 | .55 | 3.60 | .75 | 5.00 | 1.10 | 7.30 | .... | .... |
| 3 | .50 | 3.20 | .60 | 3.95 | .80 | 5.45 | 1.20 | 7.85 | 1.65 | 11.15 |
| 3½ | .50 | 3.40 | .65 | 4.20 | .85 | 5.85 | 1.25 | 8.45 | 1.80 | 12.00 |
| 4 | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.10 |
| 4½ | .60 | 3.85 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.55 | 2.05 | 13.50 |
| 5 | .60 | 4.10 | .75 | 5.10 | 1.05 | 7.00 | 1.50 | 10.10 | 2.15 | 14.30 |
| 5½ | .65 | 4.30 | .80 | 5.40 | 1.15 | 7.50 | 1.60 | 10.70 | 2.25 | 15.10 |
| 6 | .70 | 4.50 | .85 | 5.65 | 1.20 | 7.85 | 1.70 | 11.25 | 2.35 | 15.85 |
| 6½ | ... | ... | .90 | 5.95 | 1.25 | 8.25 | 1.75 | 11.75 | 2.50 | 16.65 |
| 7 | ... | ... | .95 | 6.20 | 1.30 | 8.65 | 1.85 | 12.40 | 2.60 | 17.45 |
| 7½ | ... | ... | 1.00 | 6.55 | 1.35 | 9.05 | 1.95 | 12.95 | 2.75 | 18.25 |
| 8 | ... | ... | 1.05 | 6.85 | 1.45 | 9.50 | 2.05 | 13.50 | 2.85 | 19.00 |
| 9 | ... | ... | ... | ... | 1.55 | 10.25 | 2.20 | 14.65 | 3.10 | 20.60 |
| 10 | ... | ... | ... | ... | 1.65 | 11.10 | 2.35 | 15.75 | 3.30 | 22.10 |
| 12 | ... | ... | ... | ... | ... | .... | 2.70 | 18.00 | 3.75 | 25.30 |

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, $1; 6, $1.15; 8, $1.35; 10, $1.65; 12, $1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00, 31, $4.00; 35, $2.25; 60, $1.00; 180, $3.75.

SCREW DRIVERS—G. & P.—367—1¾, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

| No. | Each. |
|---|---|
| 400 | 2.50 |
| 450 | 2.35 |
| Weed— | |
| 300 | 2.50 |
| 350 | 2.35 |

Grass—

| No. | Each. |
|---|---|
| 200 | 2.50 |
| 250 | 2.35 |
| 100 | 2.50 |
| 150 | 2.35 |

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 14c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 16c full sheet.

SHIELDS—Expansion—Sebco—Per hundred list.

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 25c lb.; 4 and 5-oz. tubes, 10c tube Balls, Nos. 0, 00, 000, 25c lb. Buck, Nos. 1, 2, 3, 25c lb Drop, Nos. 1 to 12, B. BB. BBB, 25c lb. Chilled, 3 to 9, 25c.

SHOVELS—D Handle, Round Point, No. 102, $2.50 each; 201 $2.35; 401, $2.00; 1003, $2.25; 1004, $2.35; 1005, $2.50.
D Handle, Square Point—No. 104, $2.50 each; 203, $2.35; 307, $3.00; 403, $2.00; 404B, $2.00; 1009, $2.65; 1010, $2.50; 1111, $2.25; 1112, $2.35.
Long Handle, Round Point—300, $2.35; 800, $2.50; 400, $1.90; 400A, $2.15; 700, $2.50; 701, $2.50; 800, $2.50; 801, $2.65; 1000, $2.25; 1001, $2.35; 1002, $2.50.
Long Handle, Square Point—No. 103, $2.50 each; 202, $2.35; 304, $2.50; 402, $2.00; 702, $2.50; 1006, $2.25; 1007, $2.35; 1008, $2.50.

SLEDS—Hand and Coaster—

| | |
|---|---|
| Flexible Flyer— | |
| No. 1 | 3.00 |
| No. 2 | 3.50 |
| No. 3 | 4.50 |
| No. 4 | 5.50 |
| No. 5 | 7.50 |
| No. 6 | 15.00 |
| Jr. Racer | 4.25 |
| Racer | 5.00 |
| Tux. Racer | 7.50 |
| Fire Fly— | |
| No. 9 | 1.75 |
| No. 10 | 2.25 |
| No. 11 | 2.75 |
| No. 12 | 3.25 |

SMOOTH-ON—50c lb.

SOLDER—½ and ½, 80c lb.; No. 1, 90-100, 65c; wiping, 40-60, 70c; Wire, 50-50, 85c; Electrical Wire 40-60, 55c.

SPORTING GOODS—

| | Each |
|---|---|
| Official Baseballs | 2.50 |
| Second Grade Baseb'ls | 2.00 |
| Playground B. B., Out or Plain Seam— | |
| 14-inch | 3.00 |
| 12-inch | 2.75 |
| Baseball Bats, league | 1.75 |
| Baseball Masks, " | 10.00 |
| Chest Protectors | 8.50 |
| Official— | |
| Rugby Footballs | 10.00 |
| Soccer Footballs | 12.00 |
| Basketballs | 15.00 |
| Volley Balls | 3.00 |
| Handballs | .35 |
| Boxing Gloves, 8-oz. | 13.50 |
| Striking Bags | 9.00 |
| Championship Tennis Balls | .55 |
| Best Grade Rackets, Sutton | 13.00 |
| Cotton Gym Shirts | .75 |
| White Running Pants | 1.00 |
| Bike Jockey Strap | .75 |
| Rubber Soled Tennis Gym Shoes | 1.95 |
| Rubber Soled Tennis or Gym High | 2.25 |
| Basketball Shoes | 5.00 |

SPRAYERS—Myers' Bucket Pump, 8 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 10c; 9-32, 10c; 11-32, 10c; 13-32, 10c; ½, 15c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch, 20c each; 10-inch, 25c; 11-inch, 30c; 12-inch, 40c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 55c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 89 in steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—3-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

**STAPLES**—Fence Wire—Polished, 8c lb.; galvanized, 9c
Poultry Wire—¾-inch, 15c lb.

**STARRETTS TOOLS**—Add to Catalogue—

| | |
|---|---|
| Micrometers, 50% | |
| Thickness Gauges, 50% | End Meas. Rods, 50% |
| Gr. Flat Stock, 50% | Caliper Gauges, 50% |
| Handy Equiv. Table, 50% | Micrometer Cases, 50% |

Balance of Book (not itemized) add to list 40%.

**STEEL**—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

**STONES**—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

**STOP AND WASTE**—

| | | | |
|---|---|---|---|
| ½ | 1.60 | 1 | 3.75 |
| ⅝ | 2.25 | 1¼ | 5.75 |
| ¾ | 2.75 | | |

**STRIP**—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾-inch, 7c ft.

**SUPPORTS**—Wagon Tongue—

| Lindquist's— | | Haggard Spiral— | |
|---|---|---|---|
| 1 | 2.00 | 0 | 1.35 |
| 2 | 2.50 | 1 | 1.75 |
| 3 | 3.25 | 2 | 1.90 |
| | | 3 | 2.15 |

**SWEEPERS, CARPET**—Bissel's American Queen, $7.50; Club, $14.00; Elite, $8.75; Gold Medal, $7.00; Grand Rapids (Nic), $7.50; Grand Rapids (Jap), $6.25; Grand (Jap), $8.00; Parlor Queen, $7.75; Princess, $7.25; Prize, $7.00; Universal (Nic), $7.00; Universal (Jap), $6.00.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

**TACKS**—Bills Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire ¼-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

438 Cut, or 488 Wire ½-lb. papers. No. 3, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—324. No. 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—304 Cut, ¼-lb. papers. No. 1½, 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued ½-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

**TAPES—MEASURING—(Lufkin)—(Starrett)—**

| No. | Asses' Skin, Each |
|---|---|
| 710 | .85 |
| 713 | 1.25 |
| 715 | 1.75 |
| 716 | 2.00 |
| 730 | .90 |
| 733 | 1.45 |
| 735 | 1.80 |
| 736 | 2.25 |
| **Linen** | |
| 1030 | 1.40 |
| 1033 | 2.25 |
| 1035 | 2.90 |
| 1036 | 3.35 |
| **Metallic** | |
| 500 | 4.00 |
| 502 | 6.00 |
| 505 | 7.50 |
| 506 | 9.00 |

| Pocket | |
|---|---|
| 143 | .95 |
| 145 | 1.10 |
| 165 | .25 |
| 3143 | .60 |
| 3175 | .50 |
| **Steel** | |
| 240 | 6.00 |
| 243 | 7.00 |
| 245 | 9.25 |
| 246 | 12.00 |
| 260 | 6.25 |
| 263 | 7.50 |
| 265 | 9.75 |
| 266 | 12.75 |
| 550 | 5.50 |
| 553 | 7.00 |
| 555 | 9.25 |
| 556 | 12.00 |
| **Surveyors'** | |
| 276 D | 14.75 |
| 5100 | 11.00 |

**STEEL TAPES**—

| | | | |
|---|---|---|---|
| 100 | 6.00 | 200 D | 6.00 |
| 103 | 8.25 | 203 | 9.75 |
| 105 | 12.00 | 203 D | 9.25 |
| 106 | 14.25 | 205 | 14.25 |
| 200 | 6.00 | 205 D | 13.50 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

**TAPE**—Friction—½ lb., 45c; 2 oz., 15c; 1 oz., 10c.

**TENTS**—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.30 | 16x16 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.35 | A or Wedge— | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.85 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.35 | 10.85 | 12.25 |
| 7x16 | 9.85 | 12.50 | 14.10 |

**THIMBLES**—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

**TIN**—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7 $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

**TOGGLE BOLTS**—Sehco No. 1—Per hundred list.

| Length | Diameter— ¼-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.30 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sehco No. 5—With either round or flat head machine screws—

| Length | Diameter— ¼-in. | 3-16-in. | ¼-in |
|---|---|---|---|
| 3-inch | 2.68 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

**TORCHES**—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $11.00; 38, $11.75; 31, $12.50; 32, $13.00; 48, $15.00; 62, $17.00; 112, $11.75.

**TRAPS**—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.
Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.

**TROWELS**—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

**TWINE**—Cotton—Wrapping, $1.25 lb. Budding, $1.25.

Flax—18 BB, 80c lb.; 24 BB, 80c; 18 BC, 90c; 24 BC, 90c; 36 BC, 90c; 1018 Bc, 90c; 1024 Bc, 90c; 1036 Bc, 90c; 30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 10.75 |
| 9 | 10.25 |
| 28 A | 4.25 |
| 29 A | 4.50 |
| 128 B | 4.50 |
| 129 B | 4.75 |
| 229 B | 4.75 |

**Wash Bowls**

| | |
|---|---|
| 07 | .25 |
| 08 | .30 |
| 7 | .40 |
| 8 | .50 |

**Covered Buckets**

| | |
|---|---|
| 11 | .20 |
| 12 | .30 |
| 13 | .35 |
| 14 | .45 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .85 |
| 2 | 1.00 |
| 3 | 1.15 |
| 04 | 1.25 |
| 30 | .85 |
| 40 | 1.00 |
| 600 | 1.75 |
| 675 | 1.85 |

**Milk Cans**

| | |
|---|---|
| 1 | .40 |
| 3 | .70 |
| 4 | .90 |
| 01 | .40 |
| 03 | .70 |
| 04 | .90 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 9.00 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 31 | .60 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .25 |
| 13 | .30 |
| 14 | .35 |
| 15 | .50 |

**Cups**

| | |
|---|---|
| 09 | .20 |
| 010 | .25 |
| 23 | .30 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .20 |

**Cutters**

| | |
|---|---|
| All sizes | .15 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .30 |
| 03 | .45 |
| 4 | .25 |
| 9 | .30 |
| 10 | .35 |
| 32 | .30 |
| 34 | .35 |
| 35 | .40 |
| 42 | .50 |
| 203 | .75 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .20 |
| 30 | .20 |
| 35 | .20 |
| 120 | .25 |
| 125 | .30 |
| 130 | .35 |
| 220 | .75 |
| 225 | .85 |
| 230 | 1.25 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .55 |
| 02 | .60 |
| 027 | .55 |
| 029 | .75 |
| 047 | 2.25 |
| 049 | 3.00 |
| 067 | 2.75 |
| 069 | 3.75 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .45 |
| 200 | .65 |
| 240 | .85 |
| 280 | 1.05 |
| 320 | 1.30 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.65 |
| 4 Melon | 2.25 |
| 08 Jelly | .15 |
| 15 Jelly | .35 |
| 61 Cake | .50 |
| 62 Cake | .65 |

**Dairy Pails**

| | |
|---|---|
| 10 | .90 |
| 12 | 1.00 |
| 14 | 1.10 |
| 40 | .85 |
| 60 | .45 |
| 80 | .50 |
| 100 | .55 |
| 104 | 1.25 |
| 105 | 1.50 |
| 120 | .65 |
| 124 | 1.50 |
| 125 | 1.65 |
| 140 | .70 |
| 144 | 1.65 |
| 512 | 2.25 |
| 514 | 3.00 |

**Bread Pans**

| | |
|---|---|
| 01 | .25 |
| 03 | .30 |
| 15 | .20 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 130 | .60 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .20 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.35 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 30 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 300 | .15 |
| 301 | .20 |
| 302 | .30 |
| 304 | .40 |
| 306 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .35 |
| 8 | .45 |
| 9 | .55 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .40 |
| 2 | .45 |
| 4 | .65 |
| 6 | 1.00 |

**Tea Pots**

| | |
|---|---|
| 240 | .35 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .30 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 8 | .20 |
| 10 | .40 |
| 20 | .50 |
| 33 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 133 | .65 |

**VALVES—**

Standard Globe and Angle Valves—

| | |
|---|---|
| ⅛ | .95 |
| ¼ | .95 |
| ⅜ | 1.00 |
| ½ | 1.30 |
| ¾ | 1.65 |
| 1 | 2.35 |
| 1¼ | 3.30 |
| 1½ | 4.55 |
| 2 | 6.90 |

Standard Gate Valves—

| | |
|---|---|
| ⅛ | 1.95 |
| ¼ | 1.90 |
| ⅜ | 1.90 |
| ½ | 2.05 |
| ¾ | 2.55 |
| 1 | 3.50 |
| 1¼ | 4.60 |
| 1½ | 6.25 |
| 2 | 9.25 |

**WAGONS—Boys'—**

American

| No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5.00 |

Samson

| | |
|---|---|
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

Wagners—

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 13.00 |

Coaster—Star—

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

Mars-Wells—

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

**WASHERS**—Cast Iron—Size ½ to 2, 13c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

**WASTE**—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

**WAX**—Floor 95c lb.

**WEANERS**—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

**WEDGES**—Truckee-Alki, lb. 20c; Oregon-Atha, 16c; Cedar-Atha, 22c, Cedar-Alki, 18c; Falling, 27c; Saw, 22c.

**WHEELBARROWS**—Brick—No. 10 B, $15.25 each; 20, $15.00..
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $17.00; 5, $19.00; 10, $25.00.

**WICKS—**
Oil Cook Stove Wicks—New Perfection with wire carrier, each. 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each. 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

**WIRE—**

| Per 100 lbs. | Plain Fence. Black. | Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganito Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

**WIRE CLOTH**—See Cloth.

**WOODENWARE—**

| Spoons | | Trays, Chopping | |
|---|---|---|---|
| 13-inch | .15 | 0—10x18 ins. | .75 |
| 15-inch | .15 | 3—11x22 inch | 1.25 |

**WOOL**—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 25c each.

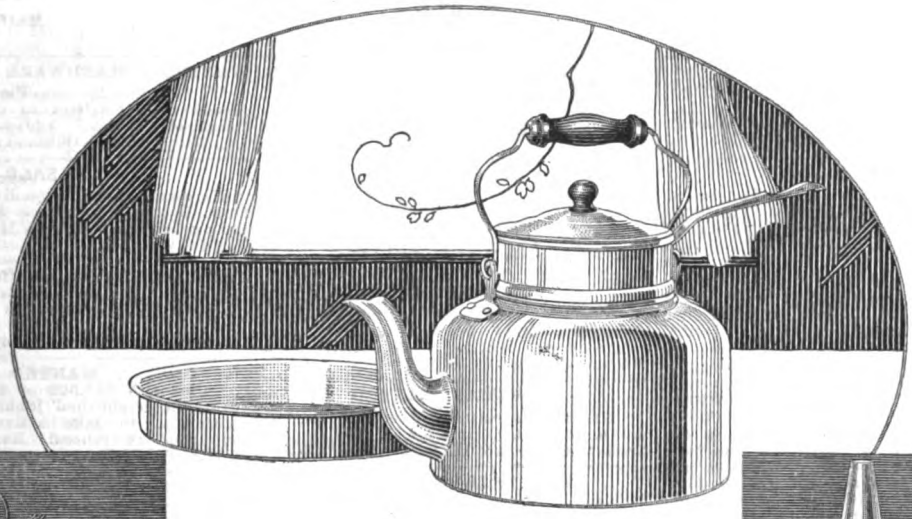
**WRINGERS**—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.00; 00, $5.25; 8, $5.25.

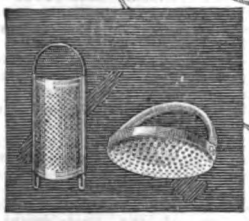
**WRENCHES—**

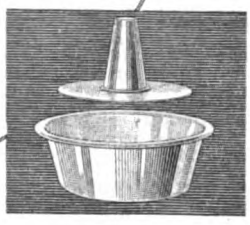
| | Agr. | Coes | Crescent | Stillson Trimo | Barcalo N. |
|---|---|---|---|---|---|
| 6-inch | 1.00 | 1.65 | 1.15 | 1.65 | 1.15 |
| 8-inch | 1.15 | 2.00 | 1.40 | 1.85 | 1.40 |
| 10-inch | 1.35 | 2.35 | 1.70 | 2.10 | 1.75 |
| 12-inch | 1.75 | 3.60 | 2.50 | .... | 2.65 |
| 15-inch | 2.15 | 4.15 | 3.75 | .... | 4.00 |
| 18-inch | .... | 5.35 | 5.50 | 4.10 | .... |
| 21-inch | .... | 6.50 | .... | .... | .... |

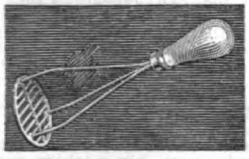
**ZINC**—Full sheets, 35c lb.; less than sheets, 40c lb.

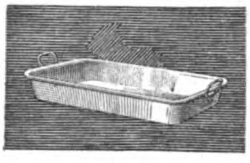
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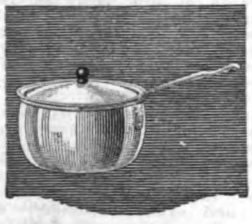


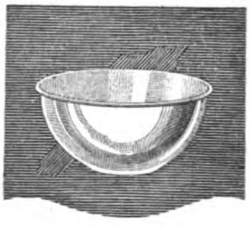












A·G·M·CO. VIKO ALUMINUM

## *Always Dependable —A Money-Maker*

The modern housewife's marked preference for aluminum cooking utensils is easy to understand. Aluminum is light in weight, therefore easy to handle. It is tough, durable, and neither chips nor cracks. Moreover, it is an excellent conductor of heat.

But the modern housewife wants aluminum ware that is sturdily constructed and well designed, a *branded* ware that she can identify when she wants to buy again. Thousands are asking for VIKO, The Popular Aluminum — first, because Viko gives perfect satisfaction in use; second, because Viko is popular in price.

*You* can make money on Viko.

*Ask Your Jobber*

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
*Makers of Everything in Aluminum*

# VIKO

## The Popular Aluminum

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# Business Opportunities

**FOR SALE**

125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.

**FOR SALE**

Good paying Hardware and Implement business in Sebastopol, Sonoma Co. Stock about $5,000. McB., care HARDWARE WORLD.

**WANTED**

Experienced general hardware road Salesman. Age about 30. State experience and record. Drawing account and bonus. Eastern Washington. Splendid opportunity for right man. Address XYZ, care HARDWARE WORLD.

**FOR SALE**

**A general merchandise business in the best irrigated valley in Nevada, has been established for 10 years, and is a money maker. Stock will run $25,000 to $30,000; did over $80,000 business last year. Owner wishes to retire and will sell at inventory price. Business includes $7,000 gents' furnishing and dry goods, $6,000 groceries and the balance in hardware, paints, plumbing supplies. Address Nevada, care HARDWARE WORLD.**

**UNUSUAL OPPORTUNITY**

First-class hardware man with about $5,000.00 capital can purchase half interest in a hardware store and be actively employed in its management. Store now being operated in connection with a lumber yard, but to be incorporated and run in a separate building by itself. Splendid location in a growing community in one of the best sections in So. Calif. Add. C. L. B. W., care HARDWARE WORLD.

**FOR SALE**

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

**FOR SALE**

A first class, clean hardware stock for sale in one of the best towns in North Dakota, situated on the main line of the N. P. R. R. Population 1500; good schools and churches. Stock of $10,000.00; store in the heart of the city; fire-proof building. A money maker for a live wire. Address N. D., care HARDWARE WORLD.

**WANTED—SALESMAN**

Want responsible Sales Organization or individual representative covering retail Hardware and Paint Stores in Washington, Oregon, Idaho and Montana. Excellent opportunity for attractive side line. Established factory product of merit and reputation. References required and given. Address Burnett Chemical Company, 421 West 18th Street, Los Angeles, California.

**WANTED**

Young man wanted who is willing to learn the Automotive Equipment business from the wholesale basis. We want a good live young man to take care of our catalogue department, who wants to make himself useful and who would like to learn the business in all its details. Address Automotive Equipment, care HARDWARE WORLD.

## GENERAL HARDWARE AND IMPLEMENT BUSINESS FOR SALE

Established and paying well. In livest town in San Joaquin Valley, and exceptionally good location. Stock consists of general line of builders' hardware, kitchenware, automobile supplies, paints and oils. Some valuable exclusive agencies. Write Box 638, HARDWARE WORLD.

**FOR SALE CHEAP**

50,000 prs. 2x2 and 2½x2½ tight pin sheradized steel butts; 60,000 4½-in. Hinge Hasps. Union Steel Spec. Co., 5605 Wayne, Chicago.

**SALESMAN WANTED**

Hardware salesman for central California point with population of 1500. Address C. G. F., care HARDWARE WORLD.

**FOR SALE OR LEASE**

Rolling Mill complete. 8, 10, 16 and 18 inch Mill for rolling steel and iron. Best reason for selling. With or without real estate. A chance of a lifetime. Address Box 43, care HARDWARE WORLD.

**FOR SALE**

The best paying Hardware and Implement business in Fresno County, California. We make this statement with the full knowledge that such an assertion sounds broad, but evidence will be available to really interested parties. Address Hardware, care HARDWARE WORLD.

**SALESMAN WANTED**

High grade salesman calling on wholesale and large retail trade in Oregon and Washington to sell several leading factory lines, on commission. Socket Wrenches, Electric Lamps, Blow Torches, Towel Bars, Metallic Gas Tubing, Automobile Tubes, etc. Good opportunity for the right man. Add. H. G. E., care HARDWARE WORLD.

**POSITION WANTED**

**As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.**

**FOR SALE**

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**FOR SALE**

Hardware, Electrical and Sporting Goods store. Established 38 years in one of the busiest growing sections of San Francisco. Owner wishes to retire. Bargain for cash buyer. Address Box 2744, care HARDWARE WORLD.

**EXECUTIVE WANTED**

An established wholesale heavy hardware company, located in a Western State, wants a man with either office or traveling experience in the line. Must be willing to cooperate with the other two members of the firm actively interested. The business is excellently located in a proven field. The opening requires a man ready to enter business for himself and A1 associates. The position requires and justifies an investment. Address M. F. G., care Hardware World.

**WANTED — HARDWARE SPECIALTIES**

We can give due consideration to selling Hardware Specialties to the trade on a commission basis. Address Starks Mfg. Co., 325 13th St., Oakland, Calif.

**FOR SALE**

**Hardware Stock in good town 100 miles from Spokane. Invoice $6,000. Write for particulars. Address H. B. R., HARDWARE WORLD.**

**FOR SALE: 200,000 feet galvanized screen wire. Full rolls, widths 18 to 48 inches, 14 and 16 mesh.**
**Curry Fly Trap Company, Tulsa, Okla.**

**WANTED**

**Party with $15,000 or $20,000 cash to invest in established jobbing business in California, to take active part. Must give good references. Box 409, HARDWARE WORLD.**

**TRADE RHYMES $1.00**

**Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.**

**FOR SALE**

**Only exclusive Auto Accessory and Tire Store in one of the best county seat towns in the San Joaquin Valley, Calif. All new stock, good fixtures and good lease. Family affairs demand that present owner return East. Invoice about $7,000. Address Forced Sale, care of HARDWARE WORLD.**

**SYSTEMATIZE YOUR STOCK BINS**

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

**WANTED**

Accountant not over thirty-five years old, experienced in hardware store work on single and double entry system, familiar with names and prices on hardware merchandise. Must be willing to travel extensively. State details of education, experience and salary expected. Address reply to Box 437, care HARDWARE WORLD.

**FOR SALE**

The only complete hardware stock in town of 2,000 for sale. Will invoice from $12,000 to $15,000. The business runs from $35,000 to $40,000 per year. Selling on account of old age; business established for forty-two years. Store and fixtures rent for only $70.00 per month. Fine climate, in one of the best and most prosperous sections of California. A good paying plumbing business is run in connection with it. Draws trade from a territory of from 25 to 30 miles. Address California, care of HARDWARE WORLD.

**TRADE OR SELL**

Have fifteen acres, including apples, peaches, pears and small fruits; six room house, electric lights, city water and telephone. Greenhouse, packing and storage houses, garage, cow barn and corral. All modern conveniences of city home. Ten blocks to accredited grade school, railroad station and postoffice, on well sprinkled road. Will trade this property for Hardware Stock of equal value, or sell for cash. Books show $2600.00 profit and have done no manual labor myself, hiring it all done. An ideal place for someone wanting to retire; perfect climate. Write to F. C. Paist, 430 Symes Bldg., Denver, Colorado.

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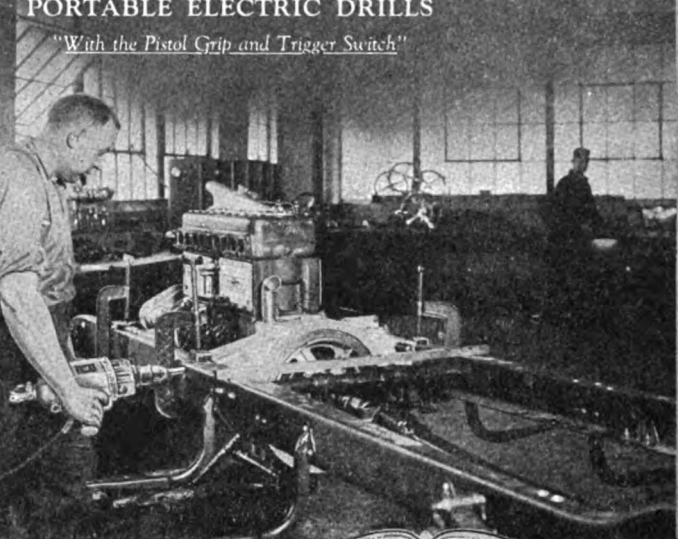
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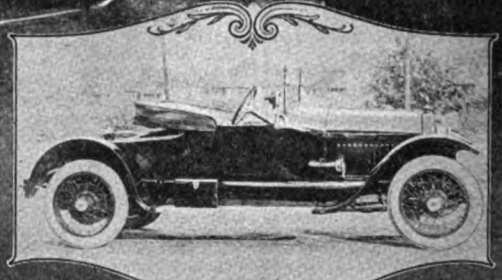
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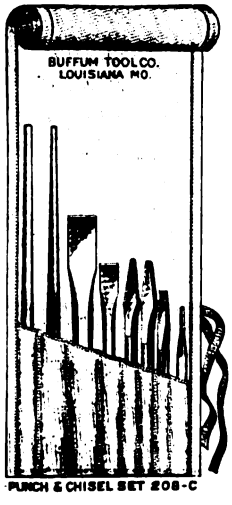
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No. 208C




No. 285-C

OIL FINISH BODY, POLISHED ENDS




No. 313

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1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool
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LIST PRICE **$4.50**

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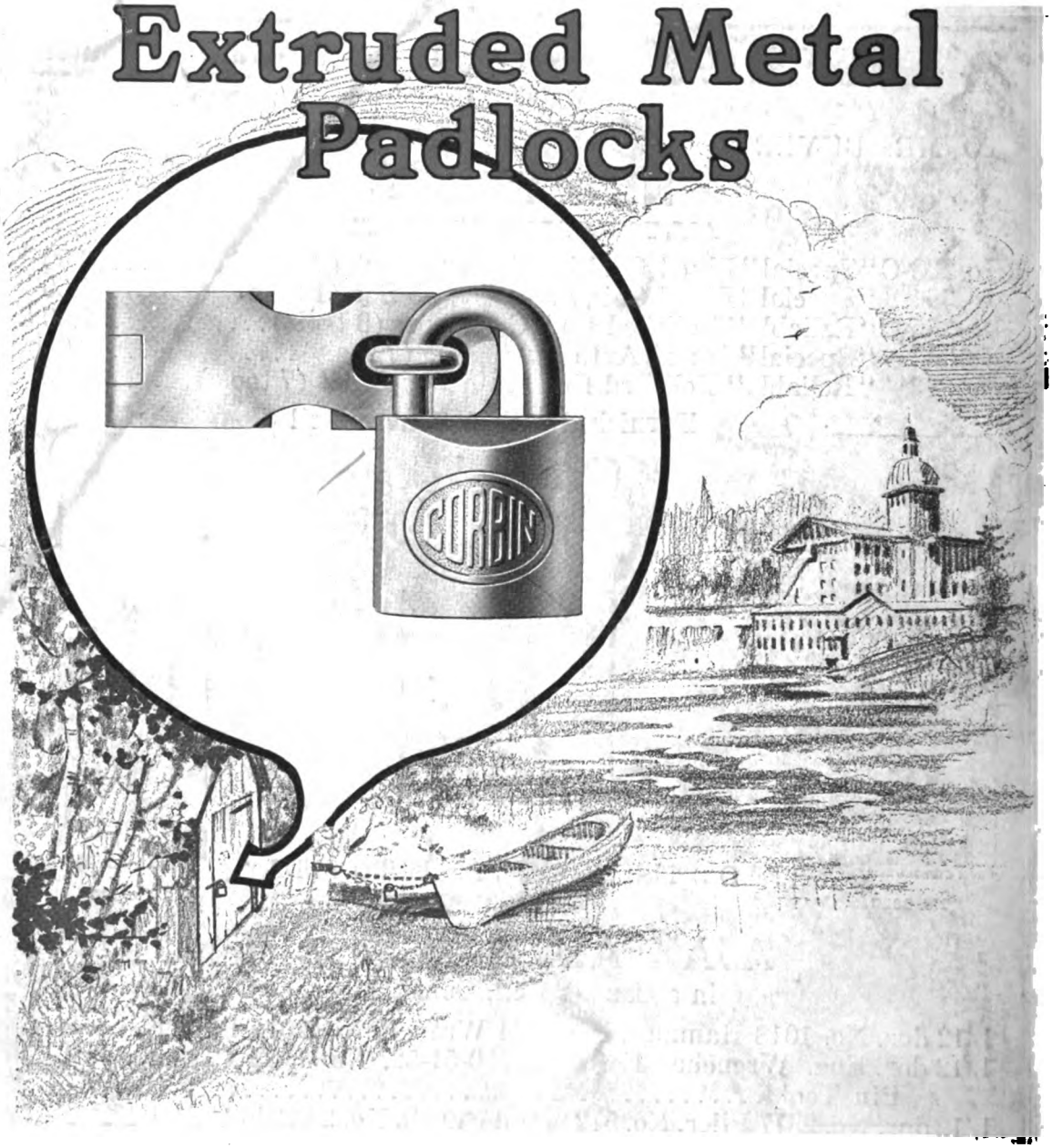
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**693 Mission Street, San Francisco, Cal.**

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THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

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# Hardware World

PLUMBING AND HEATING

OCTOBER 1920





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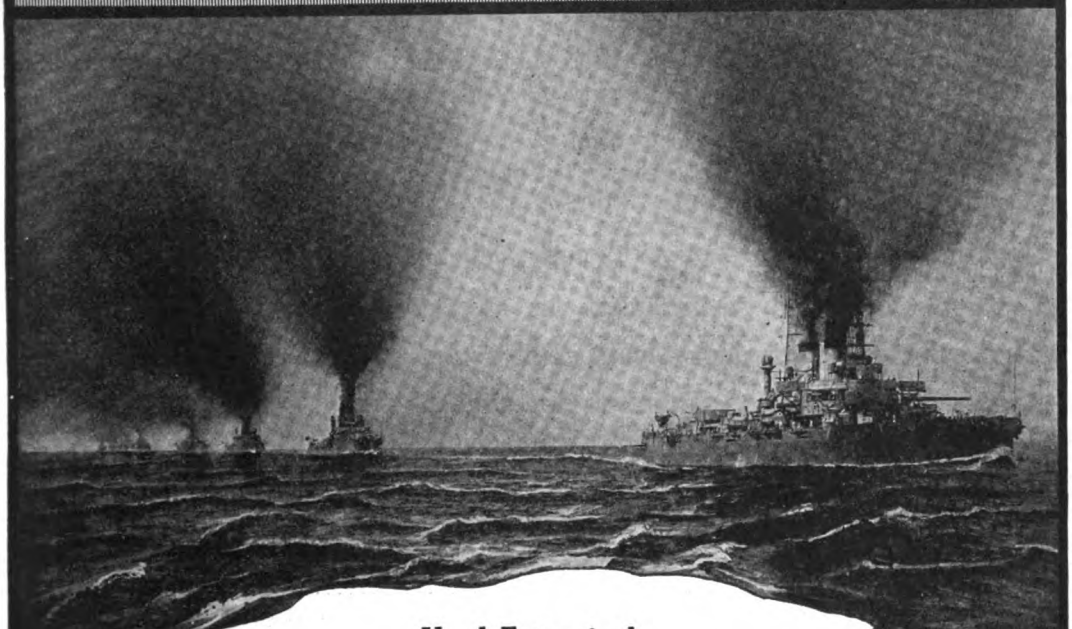
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Hardware World

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1302 Young St. Dallas, Texas

Salt Lake, Utah 204 Scott Bldg.

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo.

507 Pioneer Bldg. Seattle, Wash.

320 Pacific Bldg. Vancouver, B. C., Can.

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## Good Tools
## Make Satisfied Customers

It is generally admitted that Disston Levels cause less trouble from warping than any others. They are made from specially treated hardwood stock—wood that has been scientifically cured in the Disston plant, so treated as to allow the least possible warp.

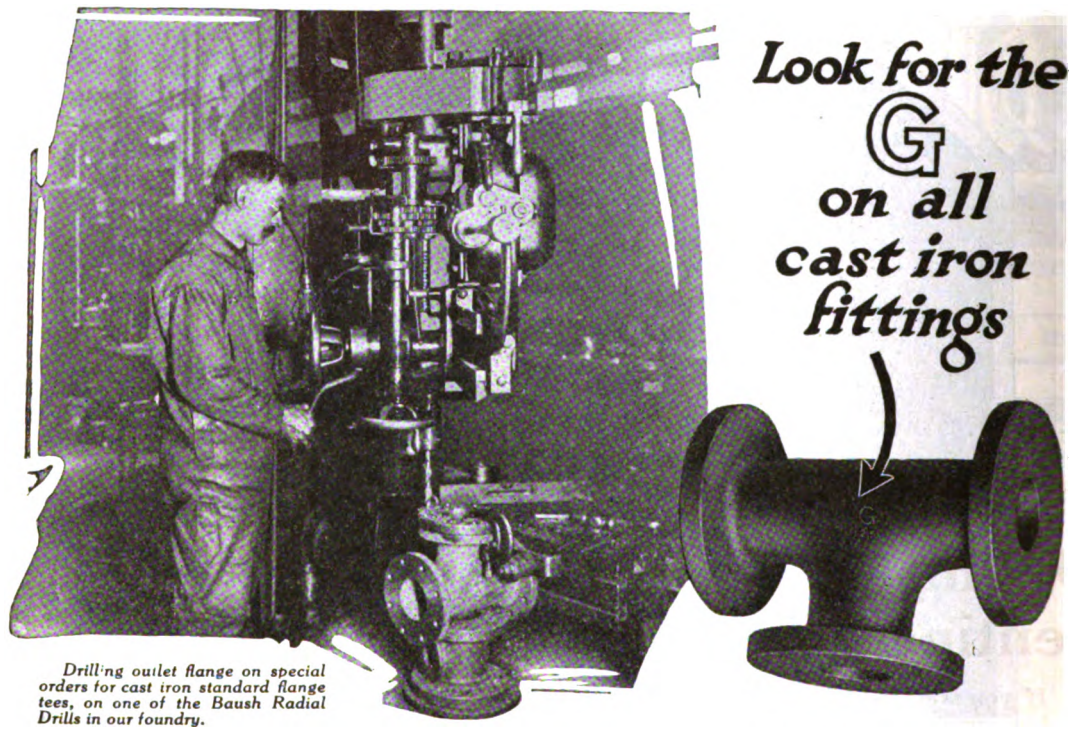
Then, too, Disston has developed the easiest and most positive level adjustment on the market. The turning of two small screws enables anyone to true up the bubble. This is a most simple arrangement to offset the invariable slight variation due to heat, cold, dampness, etc. The adjustment is solid when set, and there are no springs to allow an annoying inaccuracy.

Write us for information on levels.
It will mean more sales for you.

**HENRY DISSTON & SONS, Inc.**
General Offices:
Philadelphia, U. S. A.

# DISSTON
## SAWS AND TOOLS

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*Drilling outlet flange on special orders for cast iron standard flange tees, on one of the Baush Radial Drills in our foundry.*

# Perfect or Imperfect Fittings —It's Up to You

How many pipe fittings do you unknowingly sell which are so roughly made or threaded that the man on the job can't use them?

How often does your plumber or steam fitter customer find this out on the job—where he can't afford to lose time?

How often do faulty fittings have to be forced onto a joint—and afterwards turn out leaky?

And all these fitting troubles come straight home to you—the man who sold the faulty pipe fittings.

## BE SURE OF THE FITTINGS YOU SELL

Satisfied customers are your biggest asset.

There are no "ifs" or "buts" about Grinnell Perfect Fittings. Every one you sell is doubly inspected—in the blank and after threading. Every one will make an easy, perfect joint. "G" fittings HAVE GOT to be right—we use them exclusively in our Grinnell Automatic Sprinkler systems.

Plumbers' time costs money these days. A few minutes spent botching a poor fitting costs a lot more than a good "G" fitting to begin with. Satisfy your customers with double inspected "G" fittings.

## WHERE TO GET REAL SERVICE

Why not test our service with an order for "G" fittings or National Tube Pipe today. Pipe cut and threaded to sketch.

**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**

Digitized by Google



# Drilling Holes for the Sentinel of Business

If you were to examine the cash register's mechanism—its frame parts—indicator shaft supports — registering keys — tubular locks — parts on shafts and pinion lines—printer frames—cabinet—and drawer cabinets—you would marvel at the number of different-sized holes drilled in each of these parts.

Yet, even an inspection of this kind would increase your knowledge and your appreciation of the important part that drill holes play in the servants of modern business. Also, it would cause you to agree that accurate drill holes are a vital part of the tools of business administration.

Those who build the tools of business use Detroit Twist Drills because of their day-to-day record of giving more accurate holes with less regrinding and with less cost for power.

*When You Buy Drills*
*Specify Detroit Twist Drills*

**Detroit Twist Drill Company, Detroit, Mich.**

New York Sales Office: 45 Warren Street






# DETROIT TWIST DRILLS

Digitized by Google




This advertisement appeared in The Saturday Evening Post for August 21

No. 32 Ratchet Brace — the carpenter's stand-by

No. 5 Hand Drill is a favorite for light metal work

Digitized by Google

# Work of Hand, Head and Heart —and your part in it

MEN who work with their hands love good tools. All day long, their tools are their intimate companions. Accurate balance, smooth operation, keenness of cut are part of their very thought.

Men such as these are your best customers. As they build up their kits, or replace tools which, after years of service, have lived their life, they come to your store for Millers Falls Tools. Training-school graduates and seasoned veterans both know that the Millers Falls trademark stands for the best.

Through advertisements in The Saturday Evening Post, the story of Millers Falls quality is being told to your big untouched market—the man who "tinkers" about the house. If he buys his Millers Falls tools from you, he will as well buy hinges, hasps, screws, locks—the hundred-and-one things that a handy man adds to his home and his car.

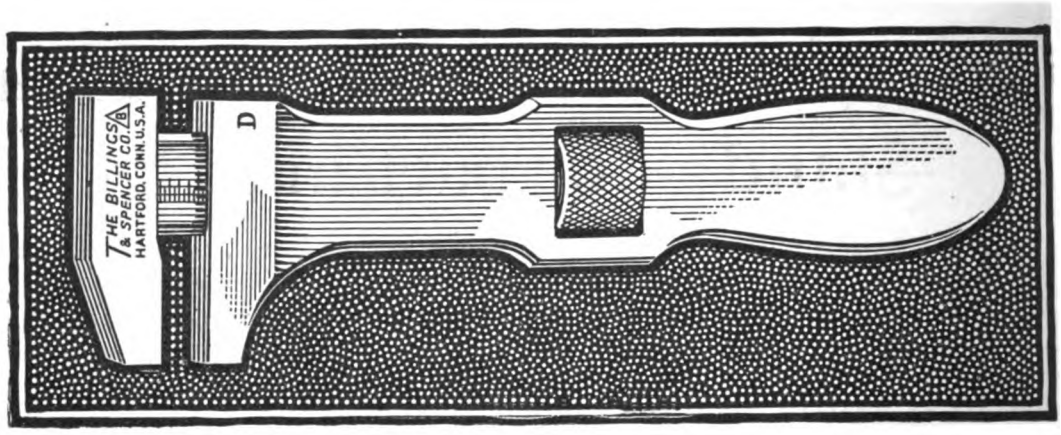
**The Millers Falls Mechanics Handbook will be sent you for ten cents to cover postage**

## MILLERS FALLS COMPANY

*Millers Falls, Massachusetts*




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ONLY Billings & Spencer drop forge this wrench throughout. The difficulty of drop forging a jaw makes others take to easier and cheaper methods. That's the short fact behind the long service.

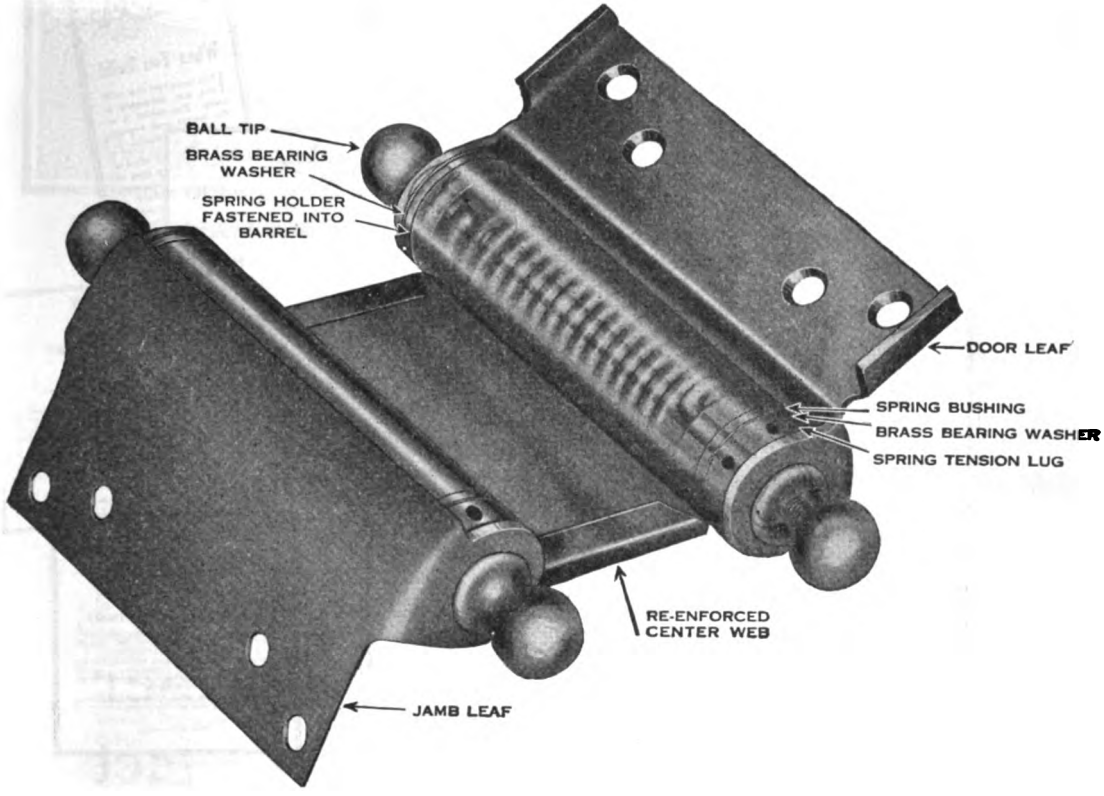
"RELY B ON ME"

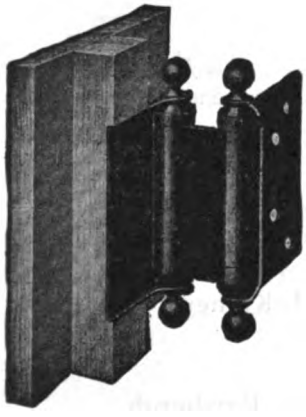
# THE BILLINGS & SPENCER CO.

HARTFORD, CONN.

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# Lawson Nu Jamb Spring Hinges Stand Any Comparison



**THE OLD WAY**

**Requires a hanging strip.**
**Costs more to put on.**
**Takes longer to apply.**
**Does not last as long.**
**The door is not held in place as firmly.**

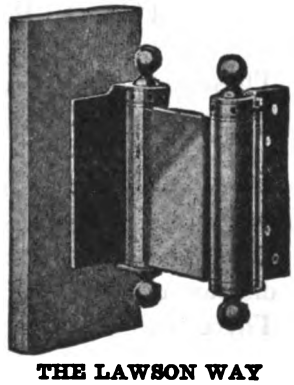
We have spared no expense to make this Nu Jamb Spring Hinge the best on the market.

Dealers, contractors, and architects are invited to make their own comparisons and then judge whether we have succeeded.

**Lawson Manufacturing Co.**
**228-230 W. Superior St.**
**Chicago Illinois**

Eastern Representative
JOHN H. GRAHAM & CO.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. JONAS
Seattle, San Francisco
Los Angeles



**THE LAWSON WAY**

**No hanging strip required. Saves you $1.50 on every door you hang.**
**More easily and more quickly applied.**
**It gives far more solid support fastened to the door jamb than if a hanging strip were used.**
**Approved by leading architects everywhere.**

Digitized by Google




# Hardware Advertisements for your Local Papers

These general hardware advertisements will be sent to any McKinney dealer free. They are for use in your local newspapers and are furnished in electro form. Ample space is afforded at the bottom of each advertisement for display of your name and address. There are six advertisements in the series.

McKinney dealers, using these advertisements, give their store and products valuable publicity. They also become more active in the big nation-wide magazine campaign which is making everyone realize more and more the importance of hinges — those stamped with the name McKinney. Electros upon request.

McKINNEY MANUFACTURING COMPANY, Pittsburgh

**McKINNEY**
***Hinges and Butts***

Digitized by Google



# CONCENTRATE!

Would you rather carry one hundred articles in stock and turn them once a year—or ten, and turn them ten times a season? Answer—obvious.

Apply the principle to your stock of shotgun shells. *Concentrate* your stock on the loads listed below. We know from long experience that these loads meet every requirement and give perfect satisfaction. (They are for 12-gauge guns.)

| | DUPONT SMOKELESS Drams | BALL STITE SMOKELESS Grains | DUPONT BLACK Drams | OUNCES Shot | SIZES Shot |
|---|---|---|---|---|---|
| Large Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 4, 5, 6 or 7 |
| Small and Medium Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 5, 6, 7 or 8 |
| Grouse, Partridge, Prairie Chicken | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | 6, 7 or 7½ |
| Pheasants | 3 | 24 | 3¼ | 1⅛ | 5, 6, 7 or 7½ |
| Geese | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2, 1, or BB |
| Wild Turkey | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2 or 1 |
| Squirrel, Rabbits | 3 | 24 | 3¼ | 1⅛ | 6 or 7 |
| Doves, Pigeons | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | 6, 7 or 8 |
| Quail | 3 or 3¼ | 24 or 26 | 3¼ | 1 or 1⅛ | 7½, 8 or 9 |
| Snipe, Woodcock | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Shore Birds | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Sora Rail | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Trap Loads | 3 or 3⅛ | 24 or 25 | | 1⅛ or 1¼ | 7½ or 8 |

Cut down your investment—eliminate the dead ones. Get quicker turn-over and greater profits by concentrating on these Du Pont loads.

Keep this list handy. Use it when ordering shells. Remember—

**For quick turn-over specify**

DU PONT

**SMOKELESS SHOTGUN POWDERS**

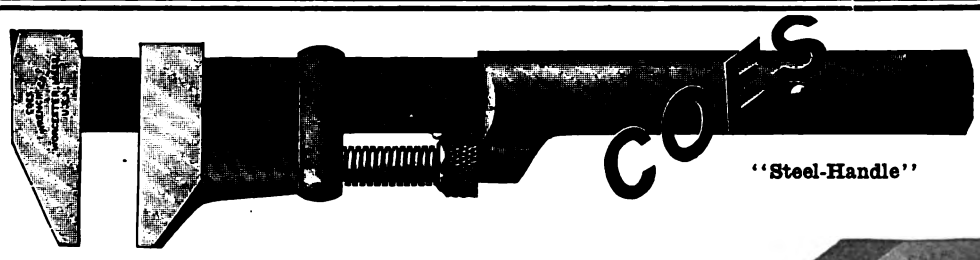
**Most shooters use Du Pont—any shooter will.**

**E. I. du Pont de Nemours & Co., Inc.**

***Sales Dept.*: Rifle and Shotgun Powders Division**

**Wilmington, Delaware**

Digitized by Google




"Steel-Handle"

# The COES Line Is Much Larger Than Most Dealers Think

There's the well known "Knife-Handle" pattern—the most popular wrench ever made for all general purposes.

The strong six parts "Steel-Handle" model —the finest tool on the market for railroads, machine shops and places where steam, dampness, water or insects would injure a wood handle tool.

The mighty "Key-Model" made of heavy steel forgings—the wrench to sell to engineers for work in boiler rooms, also gas and water works, pipe line companies, refrigerating plants, etc. This wrench is unequalled for removing valve bonnets without injury and conserving material. Sizes 28" to 48". 72" to order only.

Most dealers carry the entire line, because they have calls for all these wrenches.

**Your Jobber will supply you.**

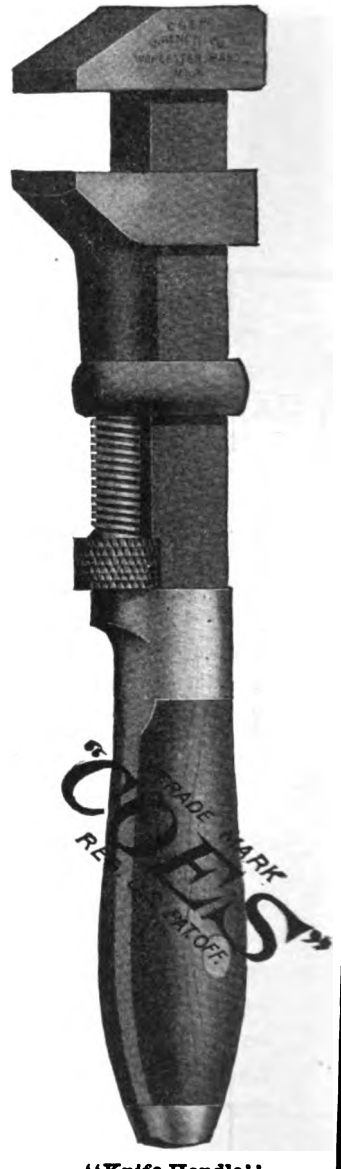
## COES WRENCH CO.

**Established 1841 in**

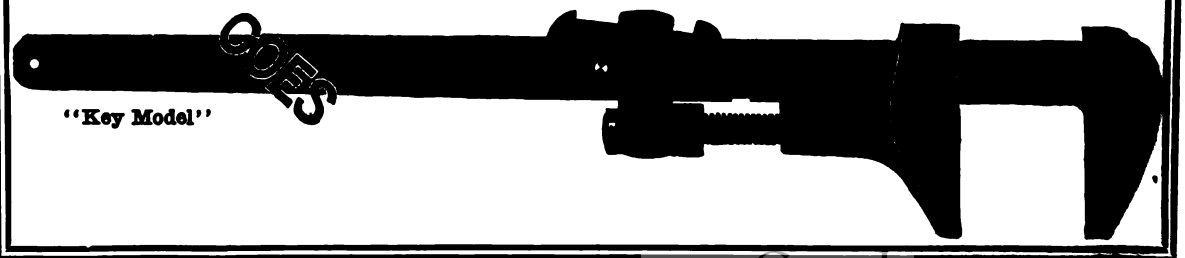
**WORCESTER, MASS.**

J. C. McCARTY & CO. - - 29 Murray Street, New York
JOHN H. GRAHAM & CO. - 113 Chambers Street, New York

**Pacific Coast Agents**
**JOHN H. GRAHAM & CO., 268 Market St., San Francisco**




"Knife-Handle"




"Key Model"

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# Atkins Silver Steel Saws



## GRINDING CIRCULAR SAWS

Saw grinding has a very important bearing on lumber production. If a saw is not ground properly production is interfered with. E. C. Atkins, the founder of this business realized this in the late fifties when he invented and developed exclusive saw grinding machines. Many improvements have been made with the result that *Atkins Silver Steel Saws* are known for their excellent work in the leading saw mills.

*Send for Catalog*

**E. C. Atkins & Co., Inc.**

*Established 1857*

*"The Silver Steel Saw People"*

**Home Office & Factory, Indianapolis, Indiana**

Canadian Factory, Hamilton, Ont.
Machine Knife Factory, Lancaster, N. Y.

*Branches carrying complete stocks in all large distributing centers as follows:*

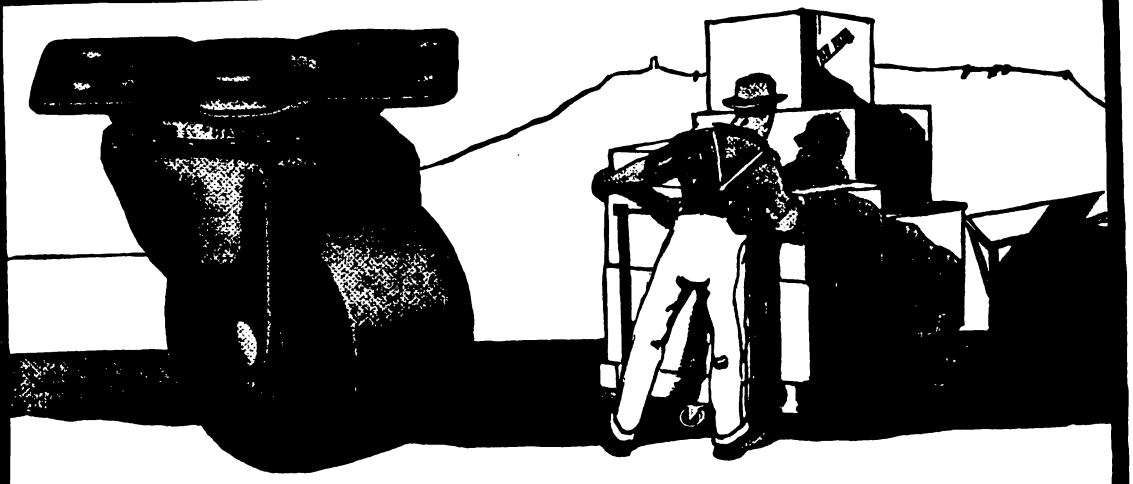
| | | |
|---|---|---|
| Atlanta | New Orleans | Seattle |
| Chicago | New York City | Paris, France |
| Memphis | Portland, Ore | Sydney, N. S. W |
| Minneapolis | San Francisco | Vancouver, B.C. |






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# BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?




## The Bassick Company

Which is a consolidation of—
*The Universal Caster & Foundry Works*
*The M. B. Schenck Company*
*The Burns & Bassick Company*

*Write for descriptive circular No. 200 W*

General Offices
BRIDGEPORT · CONN.

# PRODUCTS


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# STILL TIME

**To get your share of the profits that are bound to be made during**

# GENCO WEEK

***November 8 to 13***




If your window decorator or your cutlery department have not as yet entered in the Genco Week Window Display Contest, have them fill out and mail the coupon today, when we will immediately send display material. Urge your decorator to compete for the

## *$1000 in Cash Prizes*

Genco Week will be more than a window contest week. It will be a shaving service week.

Our advertising in the Saturday Evening Post and particularly in the issue of November 6 (the Saturday before Genco Week) will tell of the personal shaving service that Genco Dealers are prepared to furnish.

Men will be looking for the Genco Windows in their town and will be going into Genco Dealers' Stores to buy the razors that will shave THEM.

A complete supply of dealer helps and brief but thorough salesmen's instructions will be sent to dealers with every set of window display material.

Be sure to have a Genco Display Cabinet on your cutlery counter during Genco Week.

The cabinets are supplied with the special Genco assortments that contain razors for every condition of beard and skin.

If your Jobber cannot supply you, write us.




**Geneva Cutlery Corporation**
**157 Gates Ave., Geneva, New York**

GENEVA CUTLERY CORP'N,
157 Gates Ave., Geneva, N. Y.

Enter us in Genco Window Display Contest. Send us materials and details.

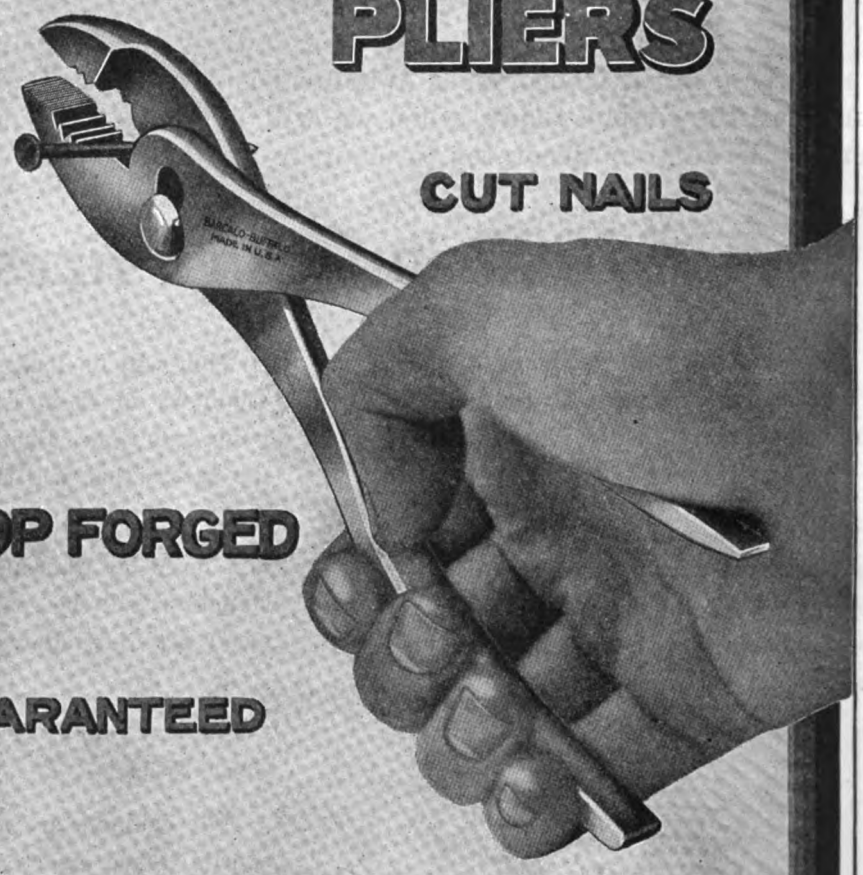
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# BARCALO

## PLIERS




CUT NAILS

DROP FORGED

GUARANTEED

SIZES
6½" - 8" - 10"

BARCALO MANUFACTURING COMPANY
BUFFALO, N.Y., U.S.A.


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# Starrett Dealer Helps

**Show him The Starrett Data Book for Machinists. He's heard about it from one of the thousands of mechanics who have already bought the book. He's seen advertisements, like the one reproduced here, in all the trade magazines.**

**Starrett national advertising has put him—and thousands more—in a buying humor. Close the sale by showing him the book. He'll buy—for "what he wants to know is right there."**

**Also—the more Starrett literature you get into the hands of your customers, the more Starrett Tools they are likely to get into their kits.**

**THE L. S. STARRETT CO.**

***The World's Greatest Toolmakers***
***Manufacturers of Hack Saws Unexcelled***
**ATHOL, MASS.**




42-66

# Sell Starrett Tools

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# THE HONOR OF THE ACCO FAMILY

Weed Chains for Motor Cars!

Anchor Chains for Ships!

Chains for Railroads!

Devices that make travel safe on land and sea, that can be absolutely depended upon to protect human life, are typical of the nature and quality of Acco products.

The workers who make up the Acco family know they are doing more than making commodities merely to be sold.

They know that it is their work that holds millions of motor cars and trucks to slippery roads.

It is their work which enables mighty ships to ride safely at anchor, whether in harbor or helpless on a lee shore.

It is their work which makes possible the safe operation of thousands of railroad trains.

This gives the work of the Acco family honorable and distinctive responsibility which is reflected in every link of every Acco product—"From Plumbers' Safety Chain to Ships' Anchor Chain."

In the Acco family, loyalty to the work itself is rated above everything.

This is true of every worker whether the job is directing all of the numerous plants, or operating a 2,000,000 pound tester, or a typewriter.

The honor of the Acco family is in the hands of each member of it, even to the youngest worker.

These are the reasons why it is possible to say not only that "Every Weed is Guaranteed" but that every link in every chain made by the American Chain Company will hold for the purpose intended.

*The big ACCO Line includes chains for every purpose—from Plumbers' Safety Chain to Ships' Anchor Chain—all Styles, Sizes and Finishes.*

## AMERICAN CHAIN COMPANY

INCORPORATED

BRIDGEPORT, CONN., U.S.A.

In Canada-Dominion Chain Co., Ltd., Niagara Falls, Ontario

GENERAL SALES OFFICE: GRAND CENTRAL TERMINAL, NEW YORK CITY

DISTRICT SALES OFFICES: BOSTON, CHICAGO, PHILADELPHIA, PITTSBURGH, PORTLAND, ORE., SAN FRANCISCO

Largest Manufacturers of Chains in the World

All Styles, Sizes and Finishes


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# GOODELL-PRATT

## 1500 GOOD TOOLS

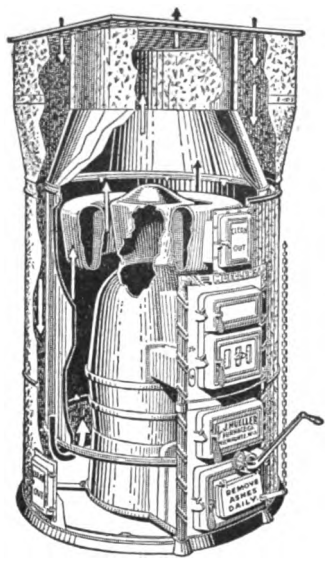



**MR. PUNCH SAYS:**

Take advantage of Goodell-Pratt advertising, use their window and store display material, it is free and their use certainly does favorably influence your customers.

**Goodell-Pratt Company** *Toolsmiths* **Greenfield, Mass., U. S. A.**


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# The "Put-It-Offs" are Good Customers Now

A LOT of people in your territory have been sold on the Mueller Pipeless Furnace through our national advertising. They have been intending to buy but kept putting it off. Now the first tang of fall is in the air and home owners who postponed getting furnaces are stirred to buying action.

They want the Mueller because it can be installed in one day, heats the whole house at a fuel saving of a third to a half, and is so durably built that repair costs are practically eliminated. They are going to buy and you can sell them—if you have a Mueller on your floor.

# MUELLER

## *"The Big 3"*

## PIPELESS FURNACE

The only furnace combining these three construction features that insure economy and heating efficiency:

1. **Large and Properly Proportioned Register Face**—Insures delivery of big volume of warm moist air and rapid distribution of air to every room in the house.

2. **Spacious Unobstructed Air Passages**—Permit withdrawal of large volume of cool air from rooms while delivering an equally large volume of warm air into them.

3. **Vast and Scientifically Designed Heating Surface**—Insures full benefit from fuel burned. Prevents hard firing, overheated castings and big fuel waste.

## Write for the Mueller Sales Plan

Let us tell you how we have laid the groundwork for big sales through national advertising in publications having a big circulation in your territory. Get our plans for co-operation and our attractive offer. Write for this now.

## L. J. MUELLER FURNACE CO.

**Makers of Heating Systems of All Types Since 1857**

**233 Reed Street** **Milwaukee, Wis.**

**DISTRIBUTORS**

**The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.**

**Richards & Conover Hardware Co., Kansas City, Missouri, and Oklahoma, Okla.**

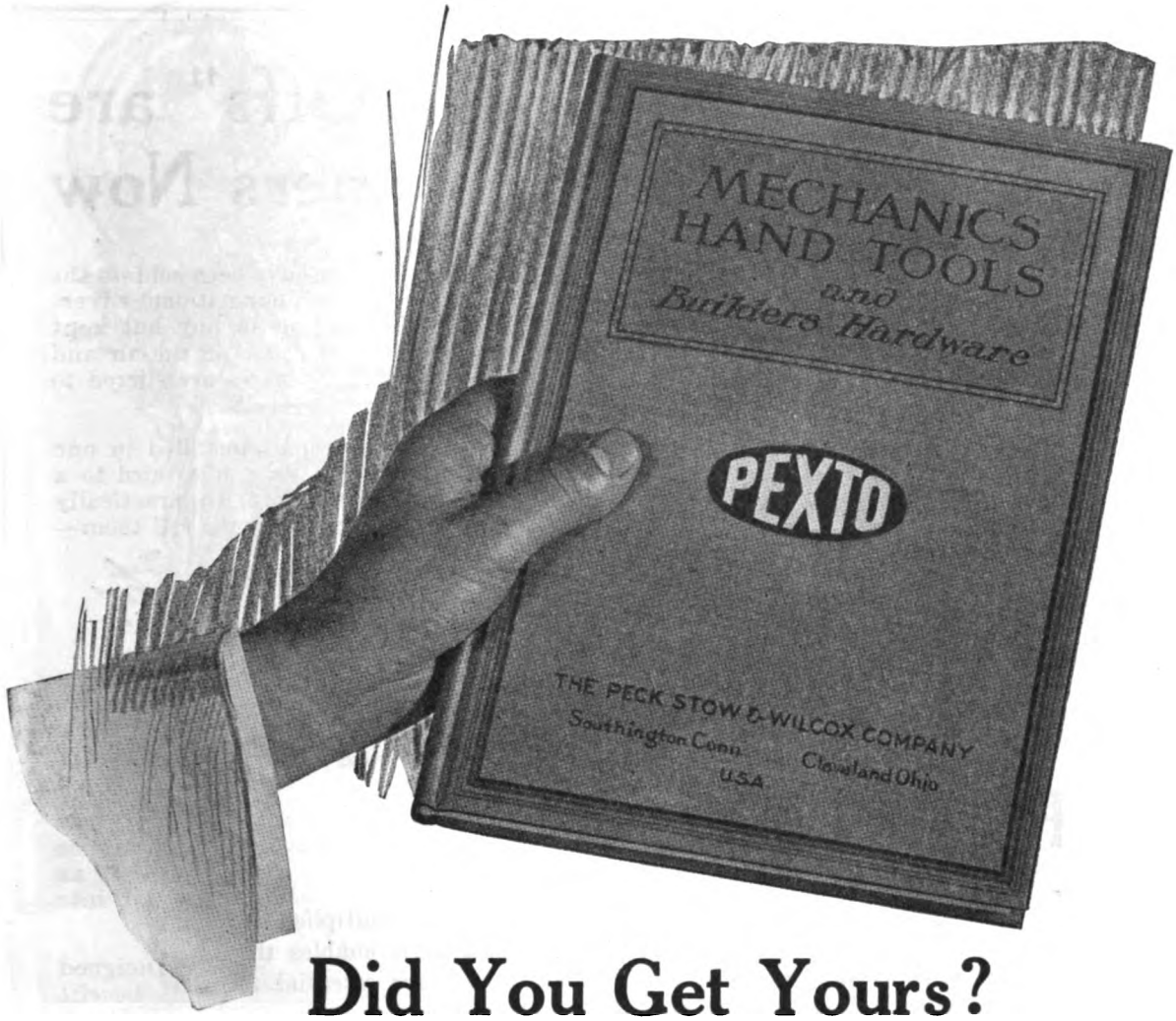
**Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.**

**Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska, and Denver, Colo.**

**The Jackson Hardware Co., Aberdeen, So. Dakota.**

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Omaha, Neb.; Portland, Oregon; Wenatchee, Spokane, Seattle, Washington.

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# Did You Get Yours?

***More than a catalog, this wonderful book is a silent salesman of indispensable daily help to hardware buyers, salesmen, clerks, etc.—just off the press.***

Your copy of this remarkable centennial edition is ready. 257 pages of information, covering the most complete line—Pexto—of mechanics' hand tools, builders' and general hardware manufactured by any one maker.

Shows colored illustration of all the principal products with descriptive talks to aid in making sales. Contains news and illustrations of text books for workmen, pruning book for the gardener, standard details for contractors and builders. Explains the new re-hardware idea which increases the builders' hardware business of the merchant. A wonderful book—this centennial edition—which supplants all previous editions of Pexto Catalogs. Your copy will be promptly sent on request.

**THE PECK, STOW & WILCOX COMPANY**

**Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.**

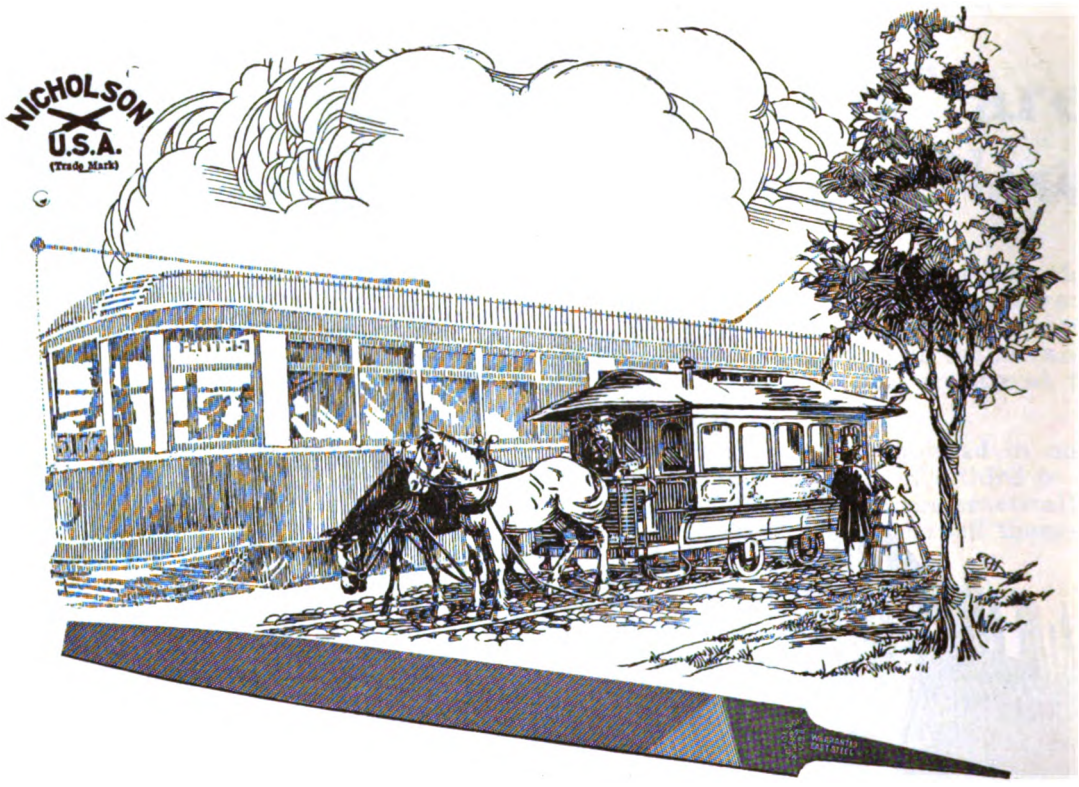
**Southington, Conn.** **Cleveland, Ohio**

Address Correspondence to 233 West Center Street, Southington, Conn.

# PEXTO

## MECHANICS HAND TOOLS AND BUILDERS HARDWARE

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# Rapid Transit

A great mechanical industry of itself, yet multiplied in importance in the industrial world because it enables the strategical concentrations of workers that are essential to today's production in unprecedented volume.

## NICHOLSON FILES

have kept apace with the manufacturing developments that have built up modern interurban and street railways and have served faithfully in car building and repairing plants. Day by day, year by year, better files, more of them. And always of the uniformity of cutting quality that has won them staunch friends among those who know and value good files.

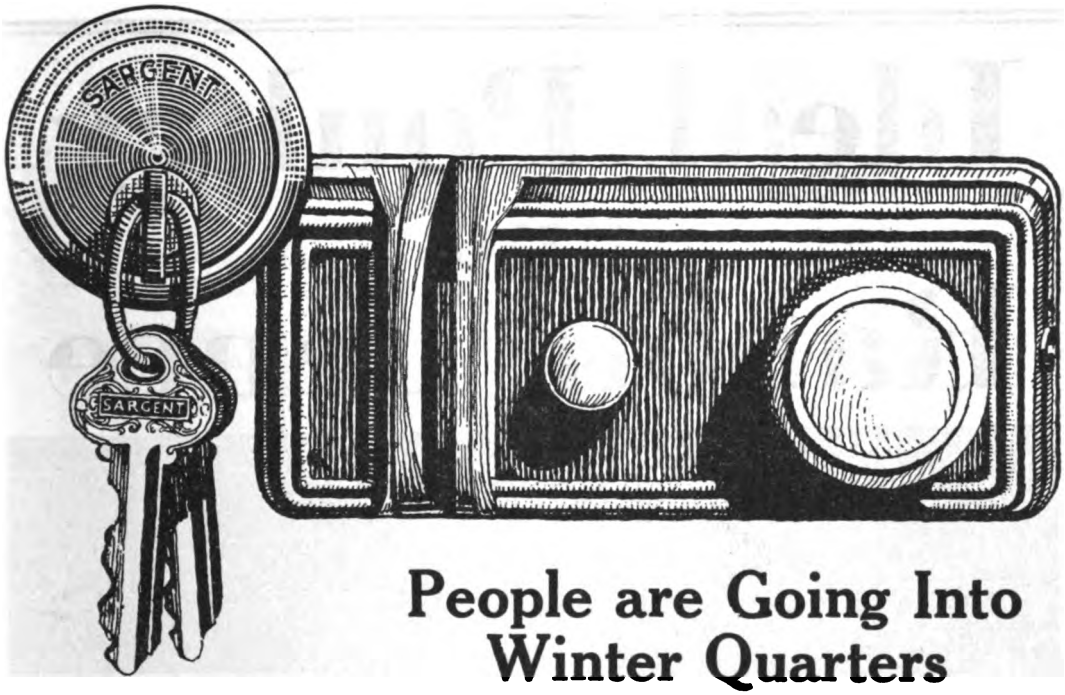



Write for our Catalogue and for File Filosophy—a most instructive booklet about files and their uses

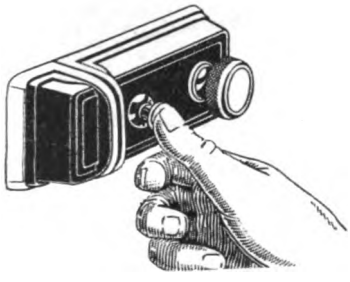
**NICHOLSON FILE CO.**

**PROVIDENCE, R.I., U.S.A.**

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# People are Going Into Winter Quarters



With the advent of Fall, people begin on those little odd jobs around the house preparatory to making themselves comfortable and secure for the winter.

This is the time to let your customers know that you carry Sargent Cylinder Day and Night Latches.

It is surprising, when you think of it, how a small article like a latch, when properly merchandised, will boost turnover.

Think of all the doors in your neighborhood which have insecure fastenings—not only those on dwellings, but store doors and apartment doors. Every one is a sale if you go after it.



For safety, security and strength, Sargent Cylinder Day and Night Latches have no equal. They have many special features, chief of which is the PUSH BUTTON STOP, found only in Sargent Day and Night Latches. They are simple, convenient and safe, and there is no possibility of their getting out of order by forcibly closing the door.

Make Sargent Day and Night Latches your standby. Keep them before your customers, and before your salesmen as well.

**SARGENT & COMPANY**

Hardware Manufacturers

New Haven, Conn.

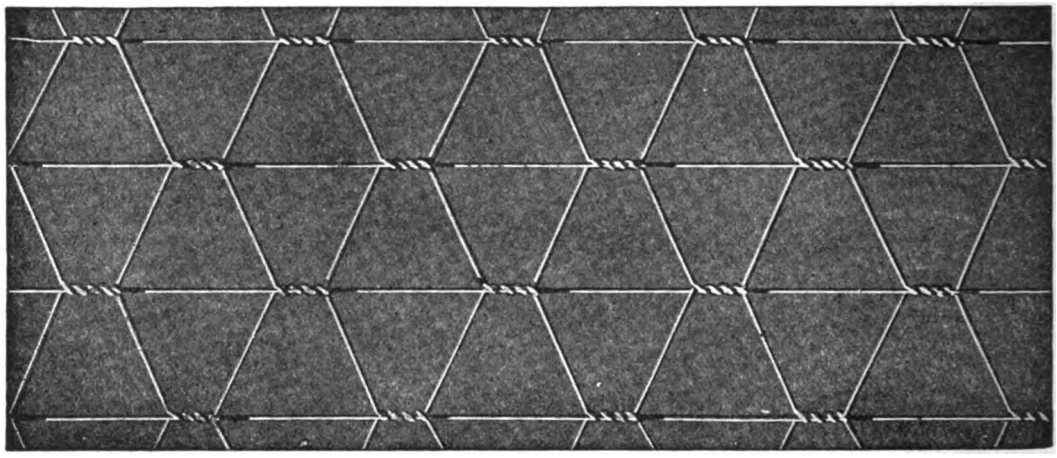
New York Chicago

**SARGENT**

**LOCKS AND HARDWARE**

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# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

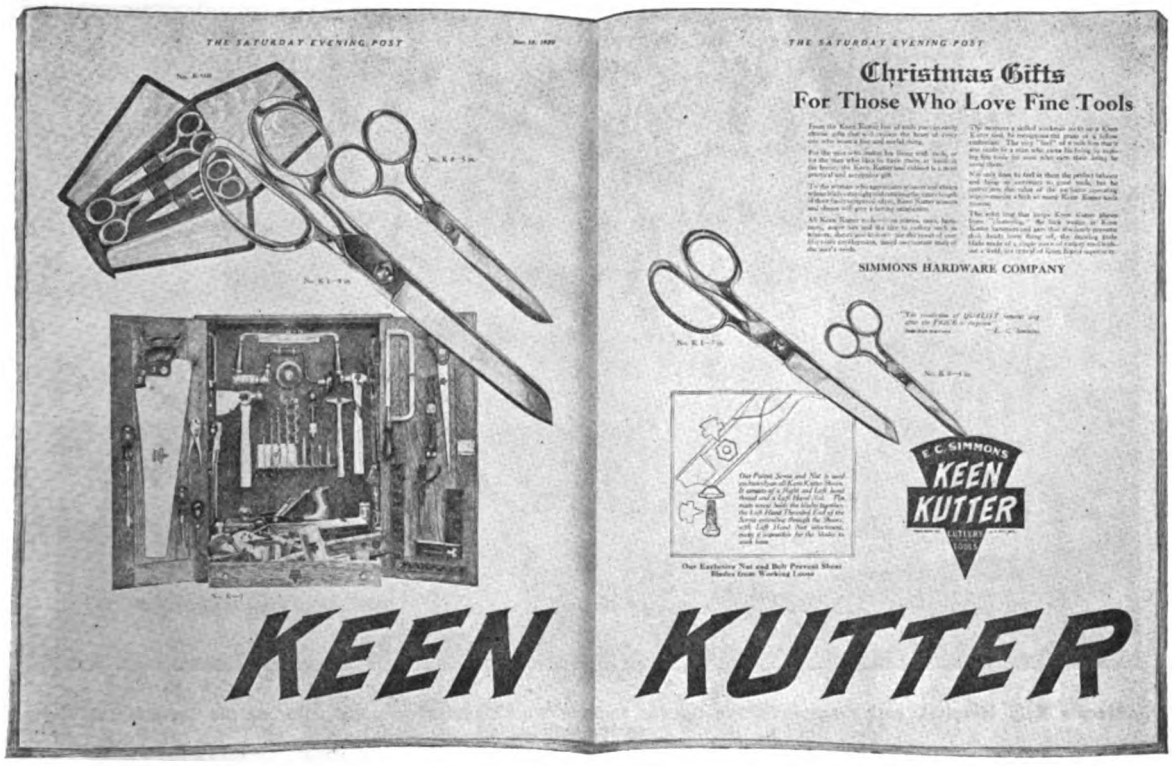
**UNITED STATES STEEL PRODUCTS COMPANY**

**SELLING AGENTS**

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition


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# Reaching Your Entire Tool and Cutlery Trade




Telling the hardware trade about Keen Kutter quality.

THOSE who buy and use tools and cutlery see Keen Kutter advertising time and again. Every advertisement carries to the skilled mechanic, the occasional user of tools or the women of the homes a straight selling talk on the advantages of Keen Kutter marked goods—their thorough development, their proved quality, their absolute guarantee of satisfaction or money back.

Double page spreads in the Saturday Evening Post reach practically every class of your trade. Practically every union carpenter is reached more directly through pages in The Carpenter. And there is page after page in the Federationist, the official publication of the American Federation of Labor. Your trade in the rural section is reached by Keen Kutter advertising in the leading farm papers of the West.

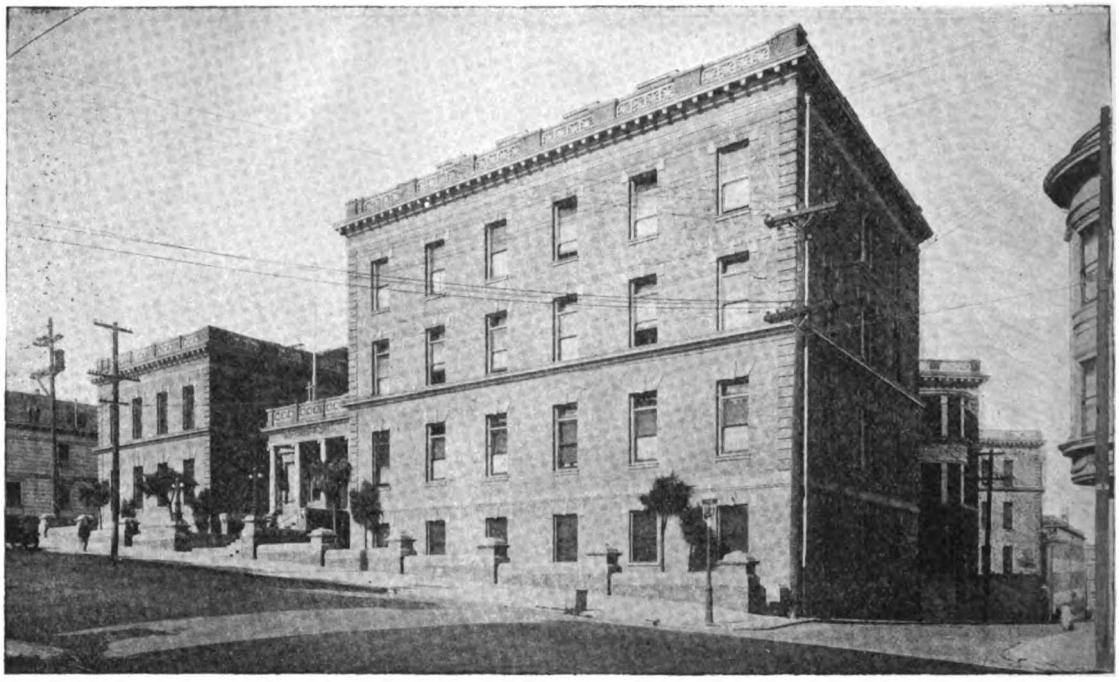
Turn this sales influence to profit—link your store with this intensive Keen Kutter selling campaign. Show the advertisements in your windows. Make use of the S. A. S. (Simmons Advertising Service). Its complete direct advertising service is yours for the asking.

*"The recollection of QUALITY remains long after the PRICE is forgotten"*

Trade Mark Registered *E. C. Simmons*

**SIMMONS HARDWARE COMPANY**

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Mary's Help Hospital, San Francisco. The Guilfoy Cornice Works used Toncan Metal for all the Sheet Metal Work on this building.

# Toncan Increased His Business Over 50%

The Guilfoy Cornice Works of San Francisco has been a constant user of Toncan Metal for many years. In a letter dated July 15, 1920, Mr. Thos. J. Guilfoy says of Toncan:

> **"Since Toncan Metal was placed on the market, I have increased my business over 50%, and the reason is easily explained, to wit:**
>
> **"In using Toncan Metal I am giving my client the best metal in the market, barring copper, for cornices, gutters, skylights, and other sheet metal work on buildings, and my customer soon realizes, that he has very few repairs on a Toncan Metal job, against steel; consequently, when he builds again I have no trouble in securing the job against my competitors. Most of them use steel, because it is a fraction cheaper, but my contention is that I am in reality the gainer, because Toncan Metal is more pliable, consequently takes less time to form, saving considerable labor, which more than offsets the difference in cost."**

Its supreme lasting qualities and easy working qualities have made Toncan a favorite among sheet metal men everywhere. Ask nearest distributor for full information.

## The Stark Rolling Mill Co., Canton, Ohio

COAST DISTRIBUTORS

**THE BERGER MFG. CO. OF CAL.**
San Francisco, Los Angeles

**HOLBROOK, MERRILL & STETSON**
San Francisco. Los Angeles

**THE FAILING-McCALMAN CO.**
Portland, Ore.

Build for Bigger Better Business with TONCAN METAL Lasting, Economical Satisfactory-USERS KNOW

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# MAKE YOUR SALE A SUCCESS

## *Handle*

# *American Maid Aluminum Ware*

## *The Popular Price Line*

*A Good Sales Feature*



*A Quick Profit Maker*

## *"American Maid"*

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the American Maid line.

Mr. Dealer: You will find every housewife an enthusiastic buyer for American Maid Ware—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

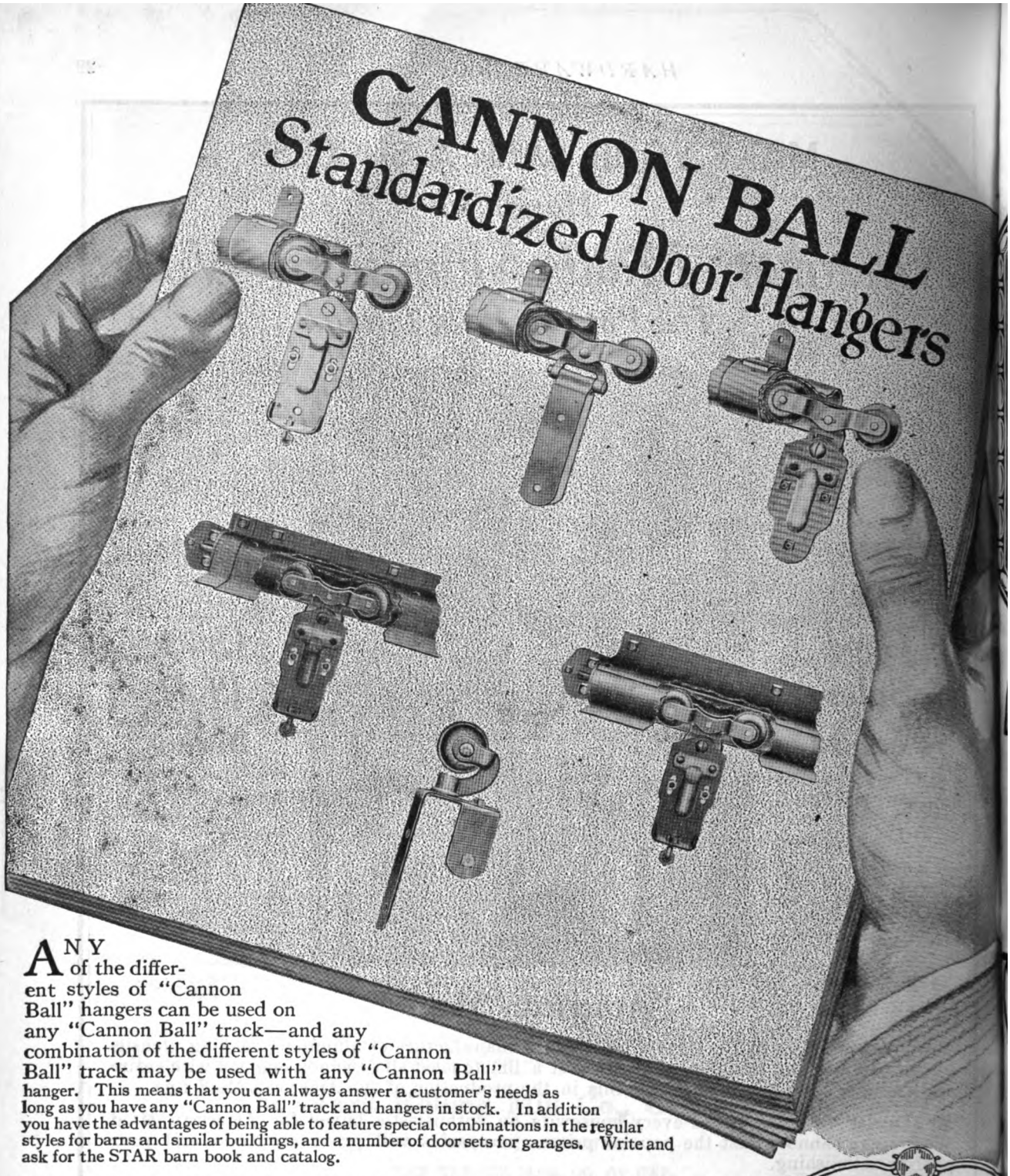
**ASK YOUR JOBBER FOR AMERICAN MAID ALUMINUM WARE**

**Manufacturers**

# *ILLINOIS PURE ALUMINUM CO.*

**LEMONT, ILLINOIS, U. S. A.**


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ANY of the different styles of "Cannon Ball" hangers can be used on any "Cannon Ball" track—and any combination of the different styles of "Cannon Ball" track may be used with any "Cannon Ball" hanger. This means that you can always answer a customer's needs as long as you have any "Cannon Ball" track and hangers in stock. In addition you have the advantages of being able to feature special combinations in the regular styles for barns and similar buildings, and a number of door sets for garages. Write and ask for the STAR barn book and catalog.

**Hunt, Helm, Ferris & Co.** *Complete Barn Outfitters* **Harvard, Ill.; Albany, N. Y.**

**Designers and Manufacturers of**

# STAR Equipment

**The STAR Line**

***"Something to Sell the Year Round"***

**Barn Equipment**
**Litter Carriers**
**Water Bowls**
**Feed Trucks**
**"Harvester" Hay Tools**
**Door Hangers**
**Garage Equipment**
**Coaster Wagons**
**Tank Heaters**
**and Other Farm Specialties**

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# Rid-Jid

## Open End, Folding Ironing Table




Retails for $5.00

*Cannot Wiggle, Wabble, Jiggle, Slip or Slide*

Combines utmost rigidity and strength. Cannot bend, break or collapse; all joints protected by metal plates. Opens or closes with one motion. Weight, 14 lbs. Only 2½ inches thick when folded.

# The Only Ironing Table Nationally Advertised

**A sure-fire, staple commodity and housekeeping necessity to keep the old pot boiling by bringing a steady stream of customers into your store and a constant flow of money into your till. Prove it at our risk.**

## Special Offer

If you are not now handling Rid-Jid Ironing Tables and will write us promptly and mention your Jobber's name, we will ship you direct from our nearest factory, Express Charges PREPAID by us, one-quarter dozen (three) Rid-Jid Ironing Tables.

This Trial Order will be billed at $9.87 through your Jobber, and if you return any part of the shipment to us within 30 days (at our expense) the charge for the goods returned will be cancelled.

Note: This Special Offer is extended only to merchants not now handling the Rid-Jid and ALL orders for more than one-quarter dozen, from new or old dealers, will be filled only in the regular way—through Jobbers.

RID-JID PRODUCTS CORPORATION
WAUKEGAN Dept. 14 ILLINOIS
(Western Factory at Portland, Ore.)

**on't fail to see our big, attractive Rid-Jid advertisements appearing every month in HE SATURDAY EVENING POST —and— GOOD HOUSEKEEPING MAGAZINE**

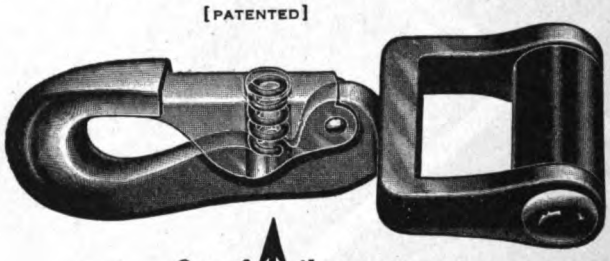
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ANCHOR BRAND HARDWARE PRODUCTS

# INCREASED PROFITS FOR WIDEAWAKE HARDWARE DEALERS

## LOXPRING HARNESS SNAPS

[PATENTED]



*One of* ↑ *the many*

**THE SPRING IS LOCKED IN**

Even if the tongue should become spread, ***the spring cannot fall out.*** It is fastened securely at the bottom and held in position at the top. Extra thickness of metal at points exposed to wear gives "LOXPRING" Snaps extra life.

A good way to speed up your turnover is to sell your customers what they want. After they have used "LOXPRING" Snaps ***they will never accept any other.***

***There Is a "LOXPRING" Snap for Every Desirable Purpose***

**NORTH & JUDD MANUFACTURING CO.**
**NEW BRITAIN, CONNECTICUT**
**WHOLESALE ONLY**

**BRANCH SALES OFFICES**

NEW YORK,
127 DUANE STREET

CHICAGO,
326 W. MADISON ST.

BY INVITATION MEMBER OF

**BRANCH SALES OFFICES**

ST. LOUIS,
608 VICTORIA BLDG.

SAN FRANCISCO,
POSTAL TEL. BLDG.

205


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REMINGTON UMC

# National Match Victories

REMINGTON UMC

AT CAMP PERRY, OHIO
WON WITH

Remington

TRADE MARK

# AMMUNITION

## WIMBLEDON CUP MATCH

The historic Wimbledon Cup Match, the blue ribbon military long range rifle shooting event, was won by Lieut. Lewis A. Yancy, U. S. Navy, with Remington Palma 180 grain .30 caliber cartridges. Lieut. Yancy made a new record of 100 possible and one extra Bullseye.

Capt. C. J. Van Amburg was third with 99 and Chamberlin, of Michigan, fifth with 99, both shooting Remington ammunition.

## OTHER EVENTS

**THE PRESIDENT'S MATCH**

Lieut. Michael Foddy, Thirteenth Cavalry, U. S. Army, won the President's Match and established a new record with Remington Palma 180 grain .30 caliber Springfield cartridges, scoring 296x300. Lieut. Foddy hit the 4-inch spotter 19x20 shots at 600 yards. His mean vertical deviation was two inches.

**HERRICK TROPHY MATCH**

With a new record score of 1735 x 1800 for a team of eight men shooting 15 shots each at 800, 900 and 1000 yards, the Massachusetts Civilian Team won the Herrick Trophy, shooting Remington ammunition under Palma Match conditions.

**ADJUTANT GENERAL'S CUP MATCH**

John W. Hession, New York A. C., making a 100 possible score and 21 Bullseyes over—a new world's record of 31 consecutive Bullseyes at 1000 yards—won the Adjutant General's Cup with Remington Palma 180 grain .30 caliber Springfield cartridges.

**GOVERNOR'S CUP MATCH**

Capt. C. J. Van Amburg, scoring 149 x 150 with Remington Palma 180 grain .30 caliber cartridges, won the Governor's Cup.

**CATROW CUP MATCH**

John W. Hession, New York A. C., won the Catrow Cup Match, making a perfect score of 105, and 14 extra Bullseyes, shooting Remington Palma 180 grain .30 caliber cartridges.

**ADJUTANTS' GENERAL MATCH**

Adjutant General Richard D. LaGarde, U. S. A., won the Adjutants' General Match, shooting Remington ammunition, with a score of 93 x 100.

*For Best Results Use*
*Remington Ammunition*

**REMINGTON ARMS COMPANY, INC.**

Successor to
The Remington Arms Union Metallic Cartridge Co., Inc.

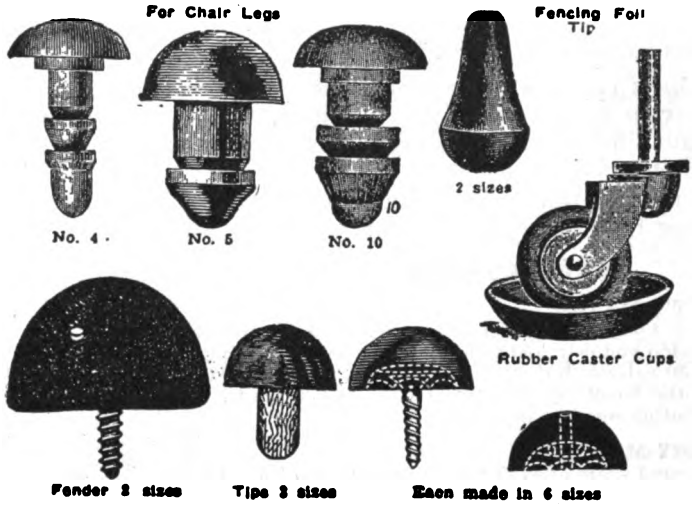
**Woolworth Building, New York City**

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# Some High Grade Standard

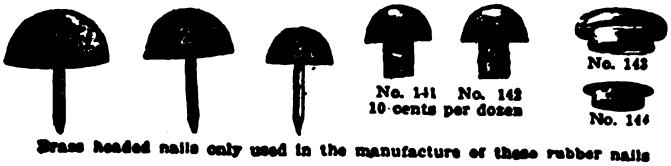
# Rubber Tips and Bumpers

## That ought to be in your stock










Brass headed nails only used in the manufacture of these rubber nails

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.







# THE ELASTIC TIP COMPANY

**370 Atlantic Avenue.**

**Boston, Mass., U.S.A.**

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# This Attractive Counter Display

**now furnished with**

# DOMES *of* SILENCE

EACH set of four is separately boxed. One-quarter gross sets to the display. DOMES *of* SILENCE when attached to furniture legs, save floors, rugs and furniture. They are made of case hardened steel and wear indefinitely. The counter display in your store will reap the benefits of extensive national advertising.

## *Order From Your Jobber Today*

Special assortment "F-2" consisting of one-quarter gross sets each of the following fast selling sizes: $\frac{7}{8}$", $\frac{3}{4}$", $\frac{5}{8}$", $\frac{1}{2}$".

**Henry W. Peabody & Co.** **17 State Street, New York City**

***Domes of Silence Division***

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## Here are the jobbers who already have the *NEW* Domes of Silence display package in stock:

**Los Angeles, Cal.**
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
No Sweat or Mar Mfg. Co.
Harper & Reynolds
Southwest Hdwe. Co.
**San Francisco, Cal.**
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co.
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Weil Co.
**Sacramento, Cal.**
The Schaw-Batcher Co.
**Oakland, Cal.**
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.
**San Diego, Cal.**
Whitney & Co.
**Denver, Colorado**
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.
**Bridgeport, Conn.**
The Bassick Co.
**Hartford, Conn.**
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knock & Co.
**New Haven, Conn.**
The John E. Bassett & Co.
Bronson & Townsend Co.
**Cairo, Ill.**
Woodward Hdwe. Co.
**Chicago, Illinois**
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
**Decatur, Ill.**
Morehouse & Wells Co.
**Evansville, Indiana**
Clifford Hdwe. Co.
**Indianapolis, Ind.**
Van Camp Hdwe. & Iron Co.
**Des Moines, Iowa**
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.
**Fort Dodge, Iowa**
Prusia Hardware Co.
**Ottumwa, Iowa**
Haw Hardware Co.
**Sioux City, Iowa**
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.
**Atchison, Kansas**
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.
**Salina, Kansas**
Lee Hdwe. Co.
**Louisville, Ky.**
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.
**New Orleans, La.**
United Hdwe. Co.
A. Baldwin & Co., Ltd.
**Lewiston, Maine**
Hall & Knight Hdwe. Co.
**Portland, Me.**
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.
**Baltimore, Md.**
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.
**Boston, Mass.**
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
I. B. Hunter Co.
Bigelow & Dowse Co.
**Cambridge, Mass.**
J. L. Hammett Co.
**Fitchburg, Mass.**
Fitchburg Hdwe. Co.
**Pittsfield, Mass.**
Pierson Hdwe. Co.
**Springfield, Mass.**
Carlisle Hdwe. Co.

**Detroit, Mich.**
Buhl Sons Co.
Standart Bros. Co., Ltd.
**Saginaw, Mich.**
Morley Bros.
**Grand Rapids, Mich.**
Foster, Stevens & Co.
Michigan Hdwe. Co.
**Minneapolis, Minn.**
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
**Duluth, Minn.**
Kelly-How-Thomson Co.
Marshall-Wells Co.
**St. Paul, Minn.**
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.
**Kansas City, Mo.**
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.
**St. Joseph, Mo.**
Wyeth Hdwe. & Mfg. Co.
**St. Louis, Mo.**
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Witte Hdwe. Co.
**Lincoln, Nebraska**
Pieper Bros.
**Omaha, Neb.**
Wright & Wilhelmy Co.
**Keene, N. H.**
Spencer Hdwe. Co.
**Newark, N. J.**
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover
**New York City**
Mashack Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Ullman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blumberg & Co.
R. Christensen
Benz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Sickels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hesslein & Co., Inc.
Underhill, Clinch & Co.
**Binghamton, N. Y.**
Crocker & Odgen Co.
Babcock, Hinds & Underwood
**Buffalo, N. Y.**
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers
**Elmira, N. Y.**
Barker, Rose & Clinton Co.
**Ithaca, N. Y.**
Treman, King & Co.
**Kingston, N. Y.**
L. S. Winne & Co.
**Plattsburgh, N. Y.**
M. P. Myers & Co., Inc.
**Rochester, N. Y.**
Mathews & Boucher
**Schenectady, N. Y.**
Clark, Witbeck Co.
**Syracuse, N. Y.**
Burhans & Black, Inc.
**Troy, N. Y.**
J. M. Warren & Co.
**Utica, N. Y.**
Roberts Hdwe. Co.

**Watertown, N. Y.**
W. W. Conde Hdwe. Co.
**Canton, Ohio**
Canton Hdwe. Co.
**Chillicothe, Ohio**
Spetnagel Hdwe. Co.
**Cincinnati, Ohio**
The Kruse & Bahlmann Hdwe. Co.
The Kruse Hdwe. Co.
**Cleveland, Ohio**
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.
**Columbus, Ohio**
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.
**Toledo, Ohio**
The Bostwick Braum Co.
**Marietta, Ohio**
The Union Hdwe. Co.
**Portland, Oregon**
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.
**Allentown, Pa.**
C. Y. Schelly & Bro.
**Erie, Pa.**
Palace Hdwe. Co.
**Huntingdon, Pa.**
C. H. Miller Hdwe. Co.
**Lancaster, Pa.**
Herr & Co.
Reilly Bros. & Raub
**Philadelphia, Pa.**
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
**J. Jacob Shannon & Co.**
**Pittsburgh, Pa.**
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
**S. A. Maxwell & Co.**
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.
**Reading, Pa.**
Bard Hdwe. Co.
Stichter Hdwe. Co.
**Scranton, Pa.**
Weeks Hdwe. Co.
**Providence, R. I.**
Belcher & Loomis Hdwe. Co.
**Dallas, Texas**
Butler Bros.
Huey & Philip Hdwe. Co.
**Laredo, Texas**
A. Deutz & Bro.
**El Paso, Texas**
Krakauer, Zork, Moyes, Sucs, Inc.
**San Antonio, Texas**
Geo. Potchernick
Heusinger Hdwe. Co.
**Salt Lake City, Utah**
Strevell Paterson Hdwe. Co.
**The Salt Lake Hardware Co.**
Zion Co-operative Mercantile Inst.
**Richmond, Va.**
Virginia Carolina Hdwe. Co.
**Tacoma, Wash.**
F. S. Harmon & Co.
**Bellingham, Wash.**
Morse Hdwe. Co.
**Seattle, Wash.**
Spelger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.
**Spokane, Wash.**
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.
**Everett, Wash.**
Pacific Hdwe. Co., Inc.
**Washington, D. C.**
Barber & Ross
**Parkersburg, West Va.**
W. H. Smith Hdwe. Co.
**Milwaukee, Wis.**
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.
**Green Bay, Wis.**
Morley, Murphy Hdwe. Co.
**LaCrosse, Wis.**
V. Tausche Hdwe. Co.

**Henry W. Peabody & Co.** *Domes of Silence Division* **17 State St., New York City**

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# The GUARANTEED ROPE

## "Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."




COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

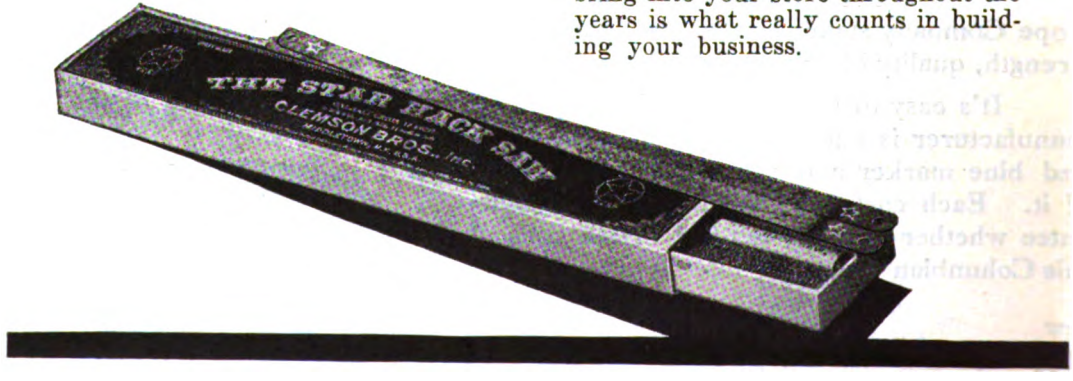
Branches:— New York, Chicago, Boston, Baltimore, Houston

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**"Will he come back again?"**

That's the big question that every thinking dealer should ask when his customer takes his purchase under **his arm and goes toward the door. The amount of one sale may be small, but the profit one customer may bring into your store throughout the** years is what really counts in building your business.




# STAR HACK

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Every time you include extra satisfaction in the package of goods you sell a customer, you have wrapped up the seed of repeat sales that will grow into a larger business.

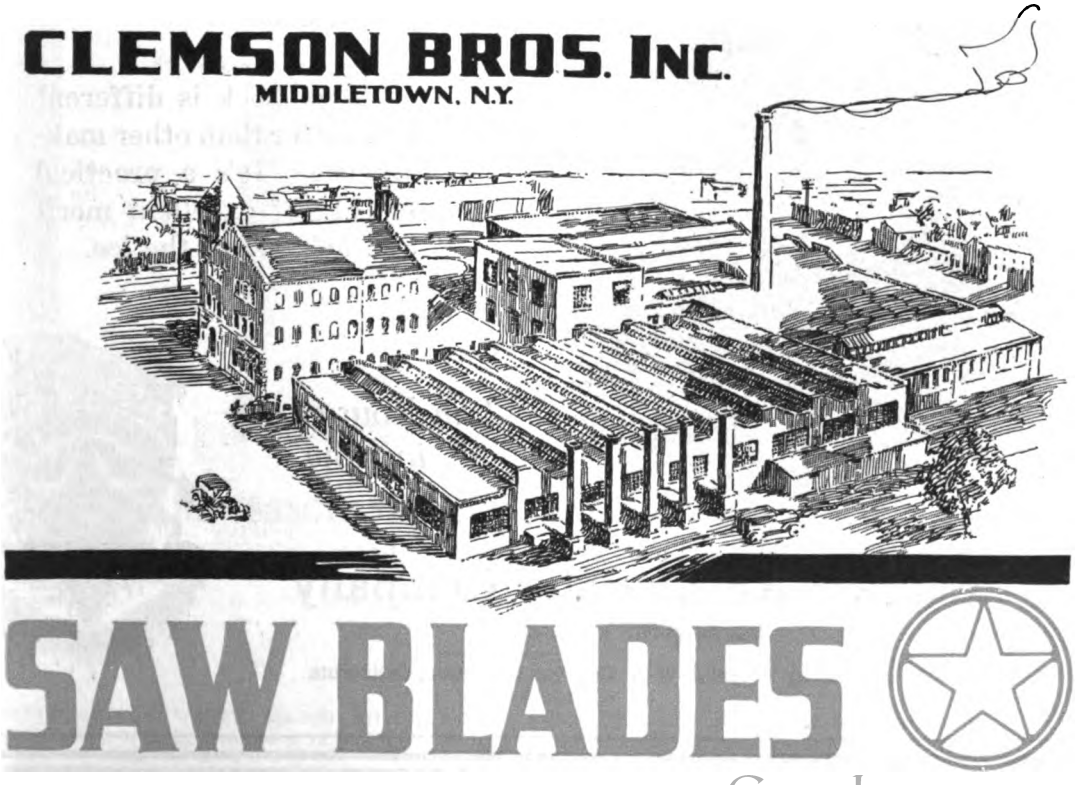
Star Saws in the famous green box have been the standard hack saws in the hardware and supply trades for 37 years because no other saw begins to give the same results in cutting all kinds of metal under all kinds of conditions.

For years Star Blades have been as staple in the trade as sugar in a grocery store. They are the kind of business builders on which wise dealers always standardize.

Star Hack Saws are now sold by Clemson Bros., Inc., Middletown, N. Y., who have made these famous saws since the beginning in 1883. This new policy of selling our own product enables us to give both trade and consumer a more direct and effective service than ever before. We stand behind our product to help you in every way to make it profitable.

Our large national advertising on Star Hack Saws, which has been making these saws more than ever the largest selling blades, will be continued on a larger, broader scale than ever the coming year.

When ordering through jobbers, be sure to specify "Star" and accept no substitutes. Send any inquiries or direct orders to our factory address and they will have every attention.



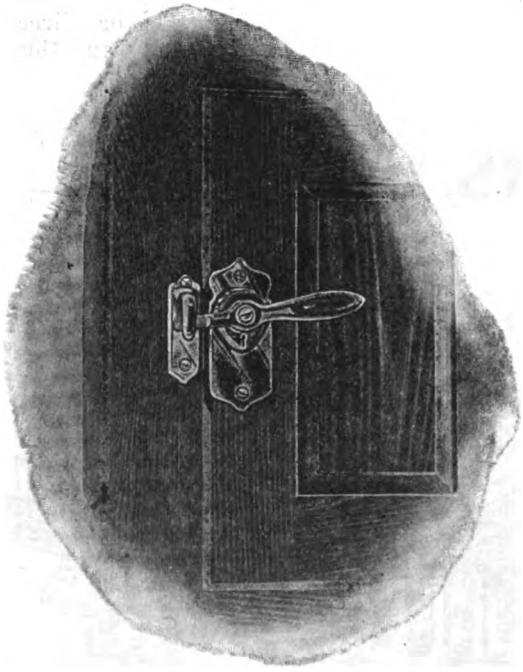

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# This Jams the Door Snug to the Door Jambs

**IT'S THE BALDWIN REFRIGERATOR LOCK**
**"BALDWIN" PATENT AND DESIGN**

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your Order in Now*




**Baldwin Refrigerator Company**
**Burlington, Vermont**

**Stock carried by Heyman-Weil Co. San Francisco, California**


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# Take Mops—for instance

**There are more mops used in your district than you would believe unless you stopped to figure it out—or unless you are already carrying *Masco Mops* and know the demand.**



## A MASCO MOP FOR EVERY USE

For the Office Building, Hotel, Club and Hospital
DANDY, STAR, DAISY, MASCO, THREAD

For Steamships and Yachts
LILY, LOTUS, LUNA, THREAD

For the House-keeper
LILY, THREAD, EUREKA, MASCO, STAR, DAISY

For Factories, Mills and Railroads
DANDY, DAISY, EUREKA, STAR

YOUR **MASCO** MOP CUSTOMERS

**Managers of Office Buildings, Hotels and Clubs, Hospitals, Public Buildings, Factories and Mills, Railroads, Steamships.**

**Owners of Yachts, Motor Boats. Apartment Owners. House holders**

## It pays well to carry *Masco Products*









MASCO PRODUCTS

## Massasoit Manufacturing Company

FALL RIVER MASS.

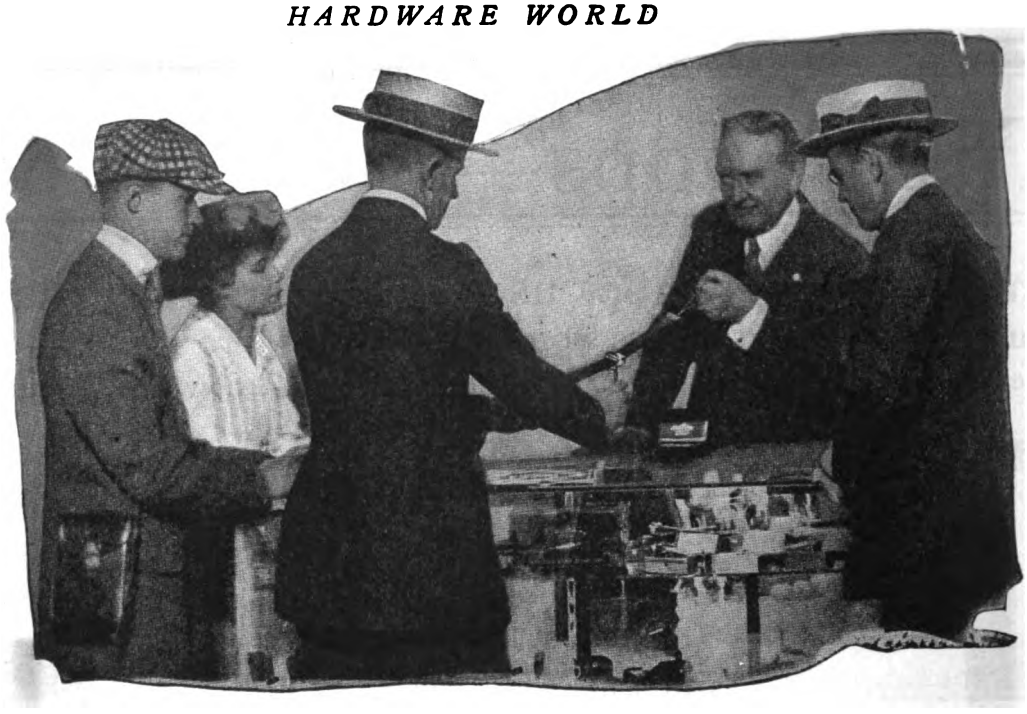
*Manufacturers of Masco Products*

MASCO PRODUCTS

**Other Masco Products**

MACHINED COTTON WASTE, MASCO MOTOR WASTE, POLISHING AND CLEANING CLOTHS, DISH AND TOILET MOPS, CAULKING COTTON, COTTON WICKING, BLEACHED AND PREPARED COTTON

Digitized by Google



# Why dealers who demonstrate make the biggest sales



*AutoStrop Razors sell themselves when the salesman demonstrates them. Show the customer how the blade opens for cleaning like the leaf of a book.*

*To clean, simply rinse and dry. No parts to unscrew — nothing to take apart and reassemble. The same lever that releases the blade adjusts it for close, medium or light shaving.*

## *Live merchants everywhere find that it pays to "show how it works"*

WITH the average man seeing is believing. Five minutes of "seeing how it works" will do more to convince him than hours of carefully prepared selling talk. Just let him once try out the article and test it for himself and the chances are ten to one he will buy it.

Big profits are coming to hundreds of dealers who realize that the best way to sell an AutoStrop Razor is to ***demonstrate*** it—to ***show*** the customer how it works, and to let him try it for himself. When the prospect sees how easy it is to strop, how it can be cleaned and dried, all without taking apart or removing the blade, how a touch of the thumb adjusts it for a close, medium or light shave, the sale is made.

There is no good reason why ***your*** razor showcase should not become one of the most important and profitable in your whole store. When well demonstrated, the AutoStrop Razor practically sells itself.

### *What demonstration has done for others*

One dealer in New Jersey has thought of a novel way to get customers to demonstrate for themselves. To anyone who can make the mechanism of the AutoStrop Razor cut or injure the strop while restoring the edge, he offers an AutoStrop Razor free. Due to this scheme his store has become known for miles around as "Razor Headquarters."

A dealer in a small Iowa town gives his customers a chance to try the AutoStrop Razor for themselves, and finds there is nothing like a demonstration to increase sales. For the past two years he has averaged more than $3,000 a year—selling AutoStrop Razors.

And so it goes—everywhere men who own 3 and 4 kinds of razors are being appealed to by the AutoStrop Razor guarantee of at least 500 cool, smooth shaves from each twelve blades.

Digitized by Google

# How successful dealers handle a demonstration

These dealers who are making a success of their razor business do not, of course, wait for the customer to ask for help.

No matter what a man comes into the store to buy, the talk is led around to shaving economy and the AutoStrop Razor — then for a real demonstration. The customer is shown how it takes only 10 seconds to renew the keen, fine edge of the AutoStrop razor blade—how it can be rinsed and dried in less than half a minute—how easy it is to insert a blade when a new one is finally necessary. Then he is urged to handle and try out the razor for himself.

These are practical business-building ideas that have proved their worth with other dealers. They will help a lot toward making your store stand out in the community — toward giving it a personality that will attract customers and hold them.

*Dealers*: Write for our merchandising plan and other dealer helps. We can help you to duplicate the success you have just read about.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris



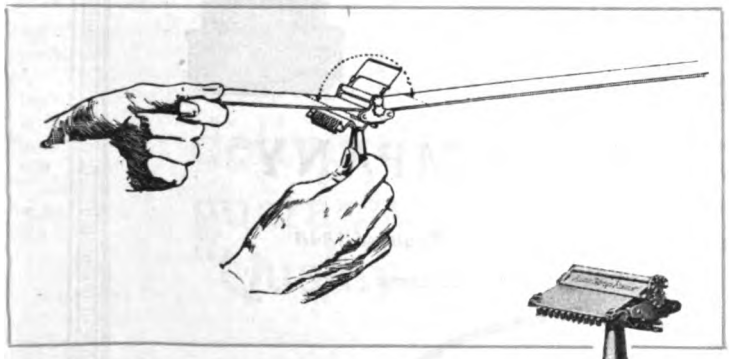
320 newspapers are carrying the story of the AutoStrop Razor to every locality in the United States.

Special advertising, the most effective we have ever run, will reach a total of 25,000,000 live, up-to-the-minute newspaper readers. The selling appeal in these advertisements has been tested and proved. In 1919 this same kind of advertising *trebled* the business.

***A magazine audience of another 20,000,000***

44 big advertisements, some of them two-page ads, every one tested, are running in such big national magazines as Literary Digest, Collier's, American Magazine, The Red Book, Cosmopolitan, Life, and the American Legion Weekly — all men's magazines of big pulling power.

There never was an AutoStrop campaign so comprehensive as this. We are pushing right ahead—will you be with us?

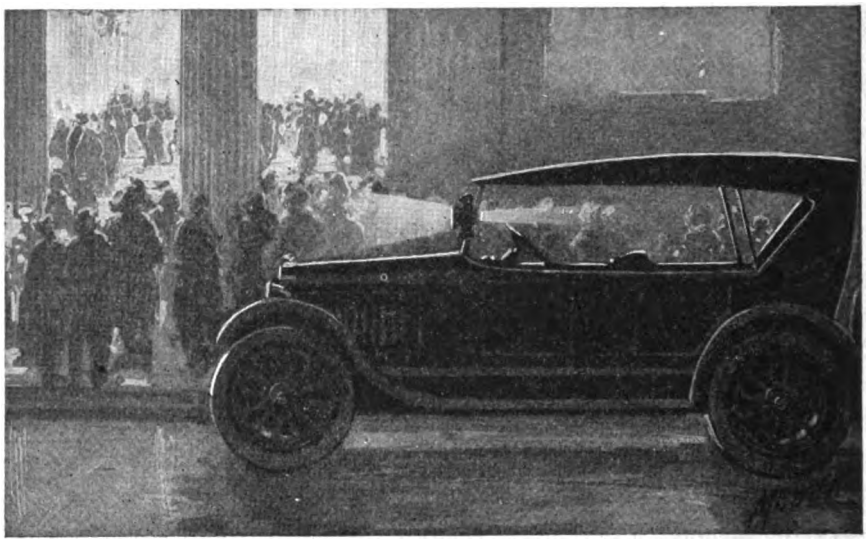





*On razors, strops, blades, etc., hereafter manufactured by us we shall apply the trade mark "Valet" in addition to the trade mark "AutoStrop" as an additional indication that they are the genuine products of the AutoStrop Safety Razor Co., New York*

**AutoStrop Razor** — *sharpens itself*

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# DIETZ "EUREKA"

## PARKING LAMP

(FOR KEROSENE)

**SAVES BATTERIES**

Also Known as "Eureka" Driving Lantern for Horse Drawn Vehicles



# R. E. DIETZ COMPANY

NEW YORK

*Largest Makers of Lanterns in the World. Founded 1840*

Your Jobber Stocks DIETZ Lanterns

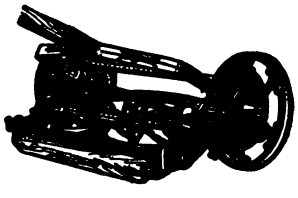
**DIETZ LANTERNS**


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# PENNSYLVANIA
*Quality*
## LAWN MOWERS

NOTWITHSTANDING our announcement of July first that we had discontinued, for the present, the manufacturing of twelve of our less prominent brands, our advance orders from Jobbers, for the season of 1921, specify for a larger number of Mowers than we were able to produce in the the past season.

We hope to make better deliveries, but are unable to guarantee anything except the "Quality" of our product.



PENNSYLVA[illegible]ER WORKS
JOH[illegible]SONS
FOUNDED 1877 PHILADELPHIA

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It's a—

# Queen

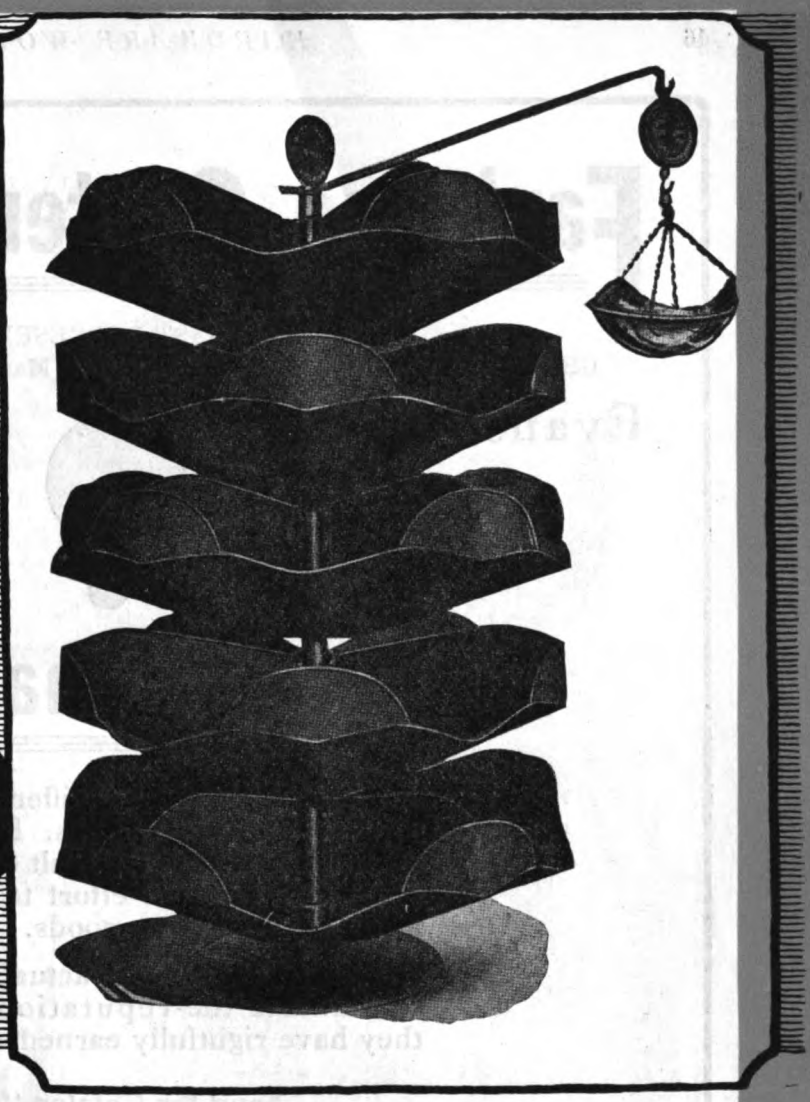
## Incubator

That's Why It's Easy To Sell

Queen Incubator Co., Lincoln, Nebr.

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# Which Way Do You Handle Nails?

MANY a Hardware man has his hands all "Scratched up" getting nails out of a keg—others have grown tired chasing to a bin and using a nail claw—wasting their own time and keeping customers waiting.

The quickest and easiest way to sell nails is with a scoop and an "ECLIPSE" Sectional Revolving Ball Bearing Nail Bin which is

**Used by More Than 9,000 Stores**

The "ECLIPSE" is built with individual revolving sections. Each section works independently of the others and revolves upon ball bearings. The slightest touch will turn any section, even when loaded to full capacity.

This strong all steel fixture holds from 15 to 25 kegs of nails (according to size), and occupies only 4 feet diameter floor space.

Each compartment holds better than a keg of nails, and saves both time and nails in waiting on customers.

The "ECLIPSE" is also a fixture that you will be proud to have in your store.

**Western Branch Offices, LEROY SMITH, 112 Market Street, San Francisco, Cal.**

**Shipments made direct to you upon receipt of order from your Wholesalers and full and complete description sent upon application.**

# THE WELLSTON MFG. CO.
## WELLSTON, OHIO.

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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
**CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.**

Evansville  Indiana

## Casters That Sell

**Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.**

**Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.**

**Send for Catalog "G"**




**Full Size Plate 2-8**

***"Move the FAULTLESS Way"***

Digitized by Google




*Examples of Hercules Powder Co. advertising now appearing in farm papers in every part of the United States.*

*Our advertising is helping our dealers to sell millions of pounds of Hercules Dynamite every year.*

# Sell HERCULES DYNAMITE

The American Farmer is buying dynamite.

Through articles in farm publications—advertising such as that reproduced here—demonstrations given by the Hercules Powder Co.'s Service Men, and through their own experience, farmers have learned that they *must* use explosives to work their land to its fullest capacity.

The demand is created. *Are you ready to supply the explosives?*

Write the Hercules Powder Co. for information regarding the storing and handling of explosives. We can help you in many ways to increase your profits by selling Hercules Dynamite.

**HERCULES POWDER CO.**

1043 Orange Street

Wilmington Delaware

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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST




Pacific Coast Representatives

**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**

## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

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# Domestic Electric Iron

## THE IRON THAT DOES NOT COME BACK FOR REPAIRS

The hardware dealer builds his reputation on the efficiency of the goods he handles. In electric irons he wants a product on which there are **no complaints.** This is the record of the Domestic, from the enthusiastic letters received from dealers the country over. Here is one:

Tucson, Ariz., Aug. 13, 1920.

We have sold a good many Domestic Electric Irons and have never yet received a complaint of any kind. In finish they are not excelled by any iron on the market; they make a neat appearance, are well shaped, and are very reasonable in price.

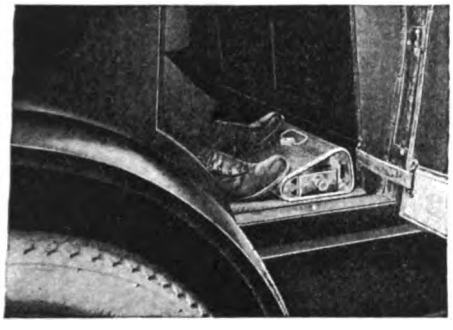
W. J. CORBETT HARDWARE CO.

This is the iron for you to stock—start with a trial order of six or a dozen—get them from your jobber or from us.



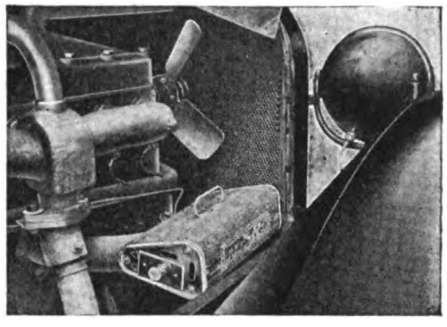
Selling Helps Include New Folders, Electros and Counter Cards. Ask for them.

**The Reputation of the Chicago Flexible Shaft Company is Back of the Domestic Iron — Your Sales Easy, Profitable, Satisfactory**



**In the car while driving— Keeps the passengers warm.**

**Under the hood while standing— Keeps the engine warm.**



## THE DOUBLE USE OF THE CLARK HEATER MAKES LARGER SELLING OPPORTUNITY

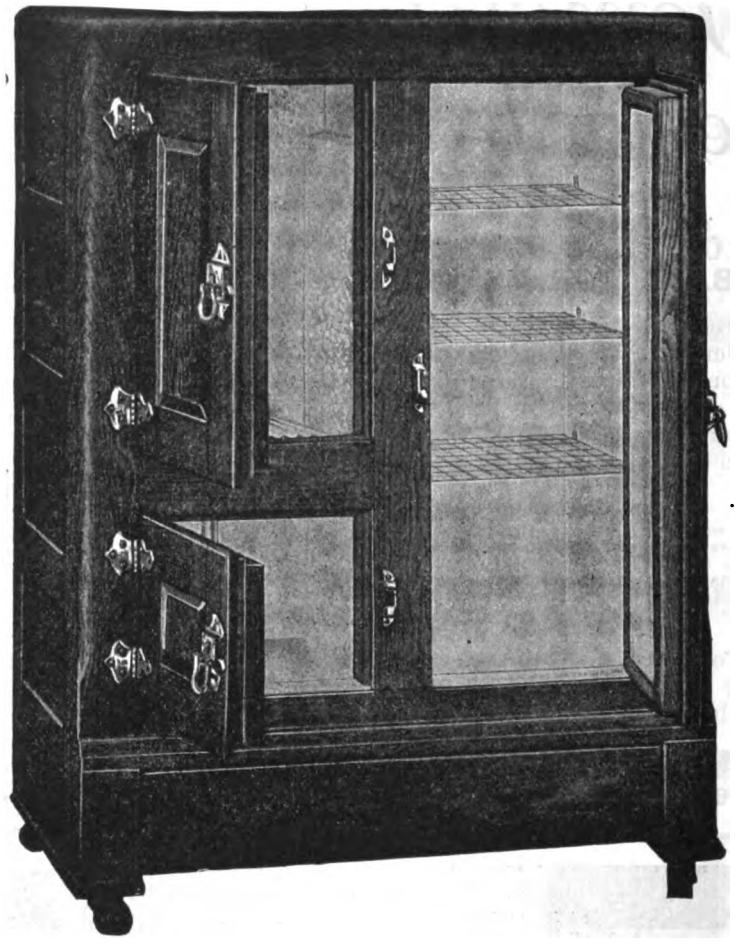
The efficiency and economy of the Clark Heater for comfort in cold weather driving is well known. The autoist will find additional service in the elimination of cold weather starting troubles. Take heater from car and place under the hood on opposite side of engine from carburetor, when car is standing in garage or street. No waste of oil or gas in "warming up."

Increase your sales on heaters this season by telling your customers about this additional use. Order now from your jobber, and be ready for the first cold days.

# CHICAGO FLEXIBLE SHAFT COMPANY

**5604 Roosevelt Road, Chicago, Ill.**

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# *Announcement*

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

**The Monarch Refrigerator Works, Burlington, Vt.**

THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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# This clerk makes no mistakes in adding the items of a sale




She records the price of each article on the new kind of National Cash Register. The register does the adding. The total always is correct.

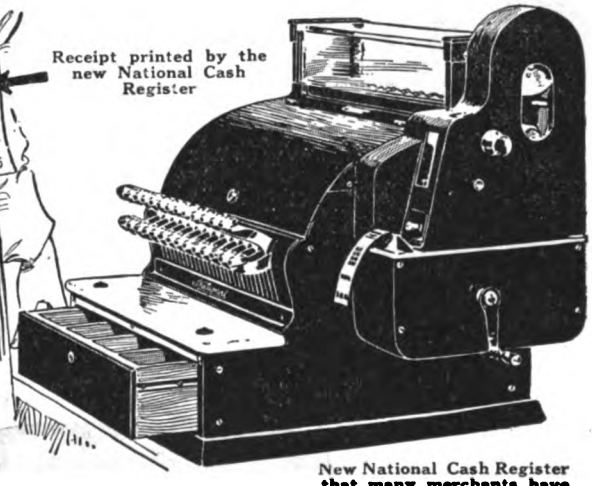
No mental addition, and no mistakes.

The register also does many other important things for merchants, clerks, and customers.

Every merchant should know about this new cash register.

Let our branch manager explain it to you.

Receipt printed by the new National Cash Register



New National Cash Register that many merchants have been looking for

**We make cash registers for every line of business. Priced $75 and up.**

# NATIONAL CASH REGISTER CO.

DAYTON, OHIO.


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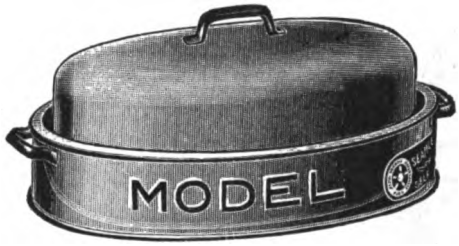
1834 1920

# "MODEL" ROASTERS

## THE ROASTER OF SATISFACTION

**No Basting Over Hot Oven**

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory




Best Shape and Construction For Efficiency

OVAL IN SHAPE (AMPLE CAPACITY)

CENTRAL STAMPING COMPANY

HAS HOT AIR JACKET (Prevents Burning)

CLOSE FITTING HANDLES (Economy of Space)

**TRADE MARK**

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

**TWO SIZES**

**Small Holds**

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

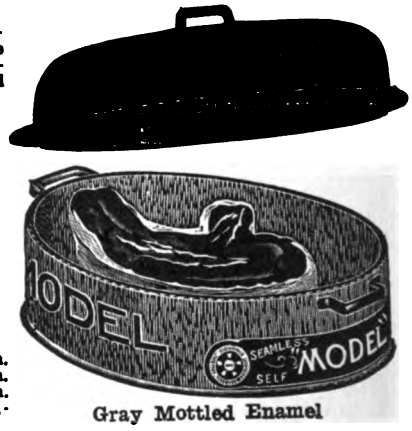
**Large Holds**

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens

Small 10¼-in. x 15½-in. including Handles 17 in.
Large 11⅝-in. x 17⅝-in. including Handles 19¼-inch.




Blue Glazed Enamel




Gray Mottled Enamel

Represented in California by
**BARRETT & ROSS**
Rialto Bldg., Room 329
New Montgomery and Mission Streets
San Francisco, Cal.

In the State of Texas by
**CHAS. A. SCHMIDT, Jr.**
San Antonio, Texas




"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
**FRED A. LEE**
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

## THE CENTRAL STAMPING COMPANY - NEW YORK

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# UNIVERSAL

*"The Trade Mark known in Every Home"*

## Home Needs

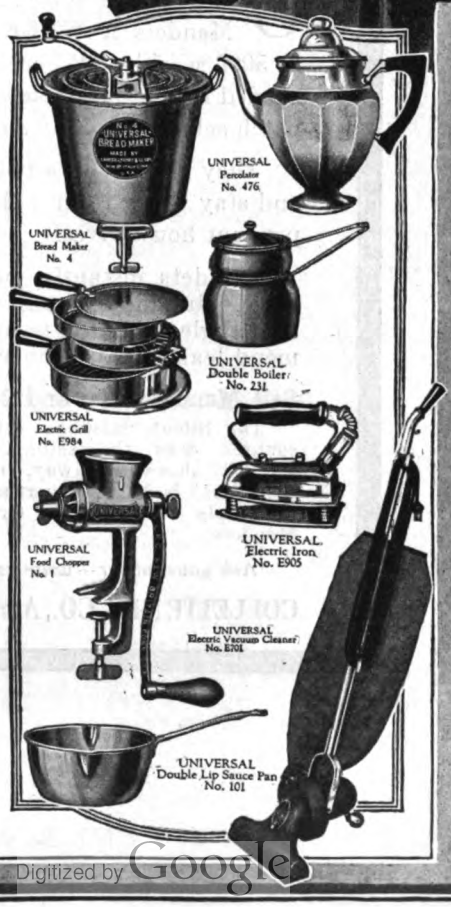



# The Servant Problem
# Its UNIVERSAL Solution

IN they come, out they go, wagging their wails behind them. Bridget succeeds Hilda, Hilda succeeds Susie, Susie succeeds Dinah—and none succeed in staying on the job. About the time the housewife finds a jewel of a maid she acquires appendicitis or a husband, and neither will allow her to work any more.

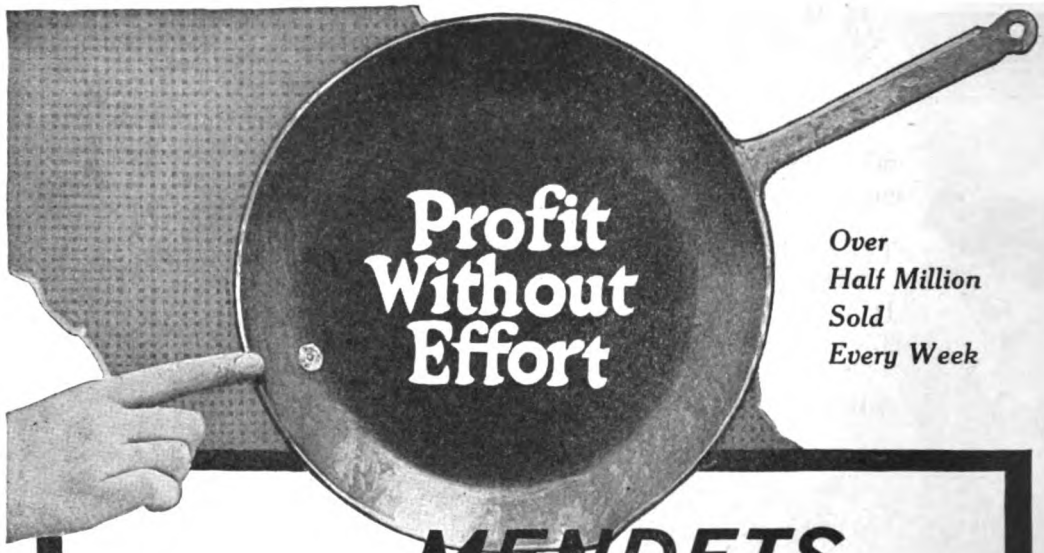
Maids are hard to get, hard to keep but easy to do without when the house is equipped with "Universal" Appliances. The problems of washing, ironing, cleaning and cooking are met with the "Universal" solution.

Within easy reach of every Universal dealer are many women who are ready to put money into Universal Home Needs which they can **keep,** rather than to pay wages to maids who leave. "Universalize" your store. Let it be the furnisher of "The Universalized Home." Don't be satisfied to sell something, but sell **everything** "Universal." It will pay—and pay big.




**LANDERS, FRARY & CLARK**
NEW BRITAIN, CONN.

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*Over Half Million Sold Every Week*

# MENDETS

A PATENT PATCH

TRADE MARK REG. U.S. PAT. OFF.

## *wonderful little Big Profit maker*

ONE chain of stores in the country sells over 25,000 packages of Mendets A WEEK. A score of other concerns sell from 500 to 5000 weekly. Wherever there are pans and kettles, Mendets are needed for both convenience and economy. That's why this patented patch sells so speedily and in such big volume.

They go on with a twist; require no heat, solder, cement, or rivet; and stay water-tight. Mendets save millions of dollars annually for prudent housewives.

Mendets instantly mend graniteware, aluminum, iron, and tin; fit any angle; stand extreme heat; also mend leaks in all rubber goods.

**Sell Mendets, 10c and 25c Packages**

The Silent Salesman cabinet on your counter does the selling. The slogan, "Don't throw it away, mend it with Mendets" is being advertised to millions of people every week. Order by name, Mendets.

***Ask your jobber--- write us for details***

**COLLETTE MFG. CO., Amsterdam, N.Y.**




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80 per cent of the leading Hardware Jobbers carry PYREX.

They admit PYREX is a profitable line.

It's an all-year-round seller, and always attracts the eye of the housekeeper.

A display of PYREX is all that is needed to sell it.

# PYREX

## TRANSPARENT OVEN DISHES

### *Are all-year-round sellers*

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

Genuine PYREX is guaranteed by the name stamped in every piece.

A booklet "How to Sell More" will be posted to buyers and salespeople, free on request.

*Pyrex Sales Division*
**CORNING GLASS WORKS**
*World's Largest Makers of Technical Glass*
555 Tioga Avenue, Corning, N. Y.




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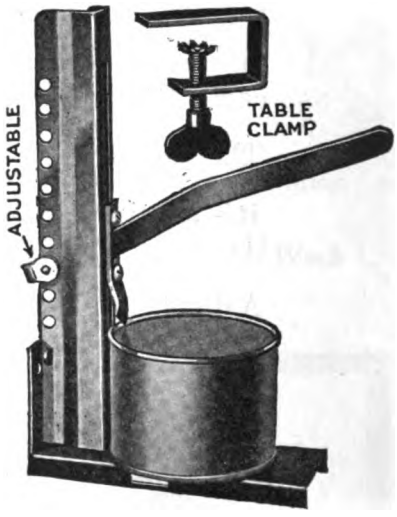
# The Ingenius Yankee Still Works

His Newest Is

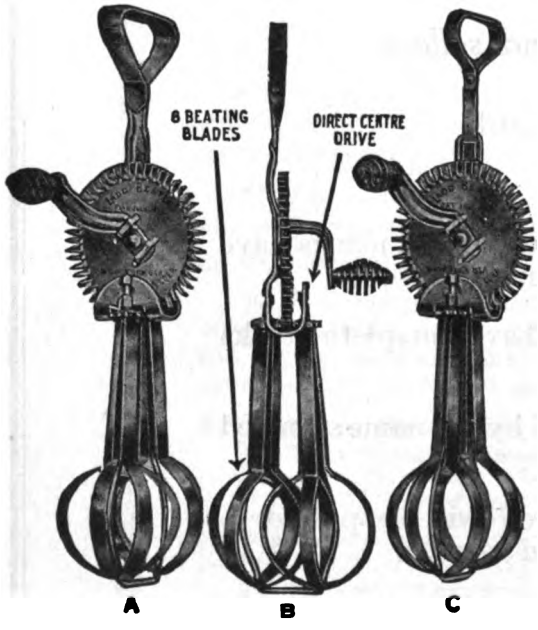
## Saturn Stationary Can Opener

DISCARD THE TNT; LAY AWAY THE HATCHET; NEVER MIND A HELPER. Just set a can under the knife and turn it around as you work the pump handle, and there it is, all done. Opens any ordinary size can; smallest or largest; square or round. A child can operate; no more bloody fingers and no more strong language. Just look at it and judge for yourself whether every home, restaurant, hotel, club, camp, etc., will buy it on sight. Nothing has been longer demanded.

Shipments October 25th.




OPENS CANS OF ANY SIZE OR SHAPE




# Ladd All-Steel Beaters

## 3 Sizes—For All Requirements

Candidly, we don't know of a single dealer who ever sold these Beaters during their 8 years of life who does not declare them the MOST PERFECT EVER PRODUCED. They are made for SUPERIOR trade; MUST BE SUPERIOR GOODS, thus we are obliged to make them of ALL-STEEL. First COPPER-PLATED, then NICKEL-PLATED; a fine attractive finish every woman approves, and buying, finds construction and operation a revelation to her in results produced.

NOT IN 10c STORES.

JOBBERS the world over and US.



LADD
Mixer-Churns




SATURN
Clothes-Line
Reels

**WESTERN SALES REPRESENTATIVES**

**Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.**
**Sands & Cox, San Fernando Bldg., Los Angeles, Cal.**
**Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.**
**Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.**
**Turnbull & Cox, Inter State Trust Bldg., Denver, Col.**
**Strimple & Cox, Corbett Bldg., Portland, Oregon**

# UNITED ROYALTIES CORPORATION

**1133 BROADWAY, NEW YORK**

Digitized by Google

# Judge by Your Own Home!

INQUIRY at your home tonight will disclose that your Bissell Carpet Sweeper is in *daily* use and considered a necessity, no matter what other cleaning devices you may have for periodic use. Other homes find the sweeper just as needful. The Carpet Sweeper has maintained this position of indispensability through fourteen years of vacuum sweeper enthusiasm and disappointments. And of all home utilities, the Bissell Carpet Sweeper is perhaps the least "mechanical", the most automatic in action and service and entails the least trouble chasing.

## Moral—Order Your Fall Requirements Early

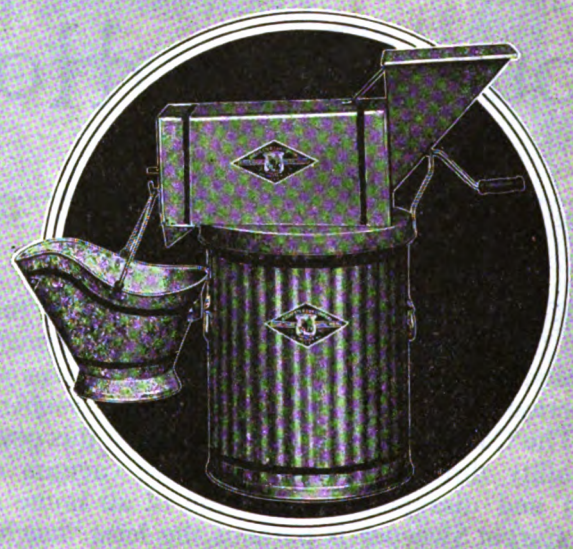
Bissell's New Lightweight Vacuum Sweepers (*with suction power greater than some electrics*) furnish efficient cleaning for those homes not wired for electricity or who count the cost. You probably have many such customers. Remember there are no motor or other intricate parts to cause annoying complaints. They are really easy running. They are a satisfactory article to sell.

## BISSELL CARPET SWEEPER CO.

*Oldest and Largest Sweeper Makers*

New York (25 Warren St.) GRAND RAPIDS, MICH. Niagara Falls, Ont. (Factory)

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# A Money Maker for Both You and The Customer

Iron Horse Metalware
*"As Strong as the Name Implies"*
Includes also

Oil Cans
Ash Cans
Wash Tubs
Water Pails
Wash Boilers
Rubbish Cans
Garbage Cans
Corrugated Baskets
Etc.

IT SAVES COAL, TIME & LABOR, as well as the user's clothes and temper. The extra heavy, reinforced and dust proof

**Iron Horse Ash Sifter**

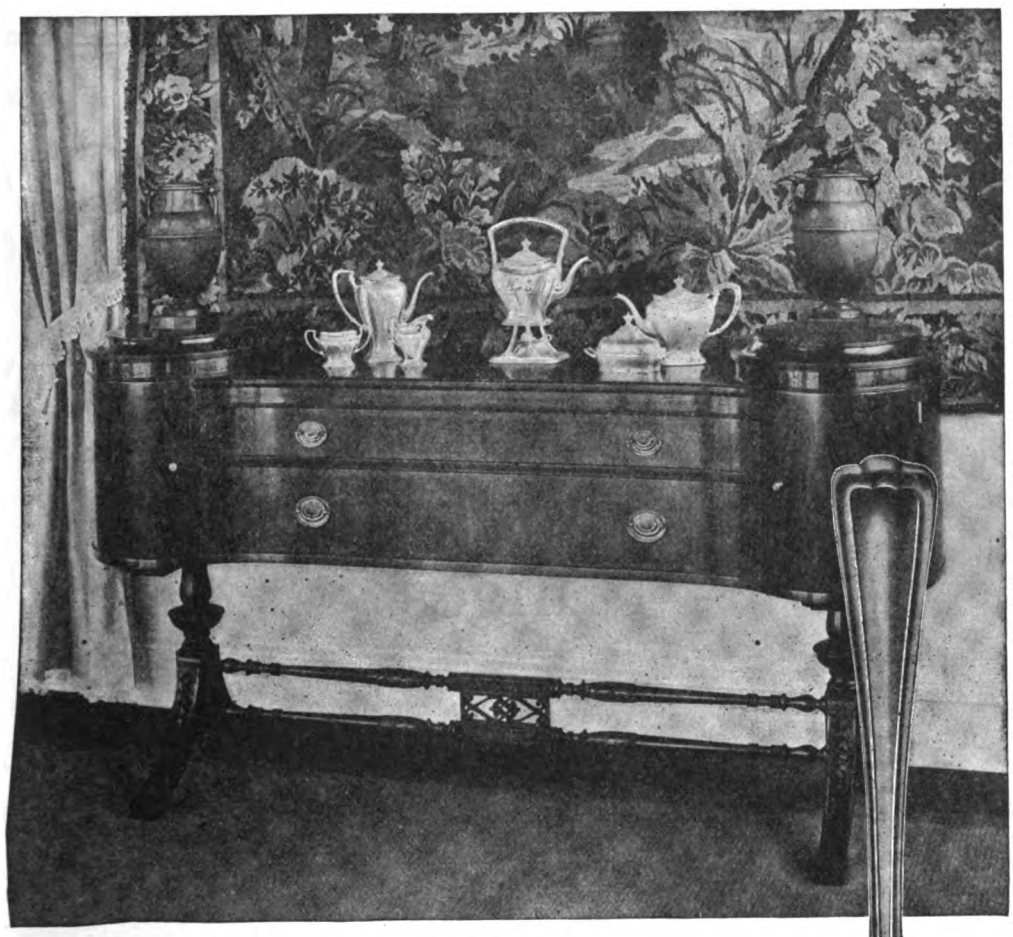
With coal prices still climbing skyward and a serious question yet as to whether or not we are all going to be supplied, means there is going to be a bigger demand than ever this fall for well built equipment of this kind. Why not put in a stock of them now and capitalize the demand already created for this money saving piece of home equipment.

By the way, how is your stock of Ash and Garbage Cans? It is an excellent plan to order early.

## Rochester Can Co.

109 HAGUE ST. ROCHESTER, N.Y.


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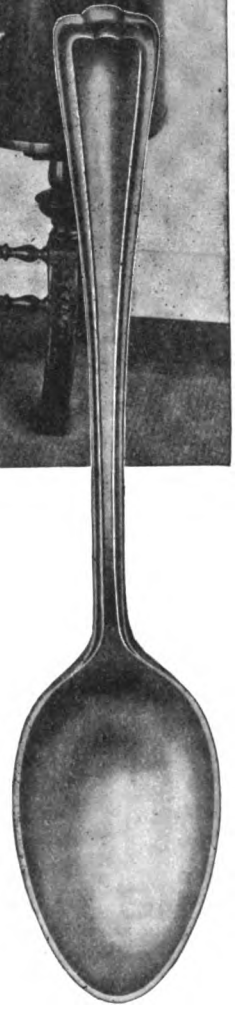


# The Man as a Purchaser of Silverware

Few men are good at remembering anniversaries or at knowing what to give, even while they are anxious to give something and have that something right. But if they know that the wife, or mother, or daughter is gradually acquiring a silver service—flatware and hollowware all in the same pattern—the question of what to give is solved—not for one anniversary but for several in succession.

The man who becomes a regular customer is worth cultivating.

**INTERNATIONAL SILVER COMPANY**
Meriden, Conn.
Pacific Coast Warerooms, 150 Post St., San Francisco, Calif.



"Cromwell" Pattern

*The Family Plate for Seventy Years.*

# 1847 ROGERS BROS.

SILVERWARE

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# STOVES

## Coal, Wood, Gas and Combination Ranges

## Coal, Wood, Electric and Gas Heaters

## Electric Ranges

**The Tritch Hardware Company**

FRANK A. BARE, President — O. E. BARE, Vice President

*Jobbers*

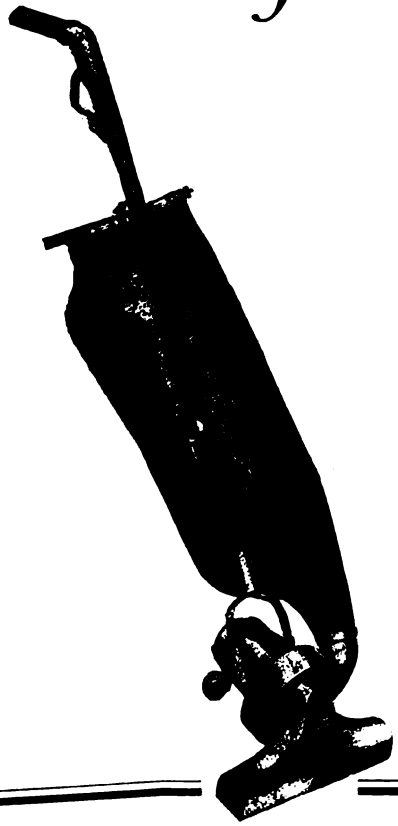
DENVER, COLORADO


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# Spelling $ale$ with big $$




*The cleaner that sells itself*



## The BEE-VAC

**Electric Vacuum Cleaner**
**Retails at $42**

and shows a fine profit for the dealer.

There is no better cleaner made at any price.

GREATER SUCTION THAN OTHERS
GEAR DRIVEN BRUSH
REVERSE REVOLVING

Perfect balance of machine and wonderfully light weight. Makes it easiest of all to handle.

Drop us a line about it and get more detailed information.

## H. J. GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES

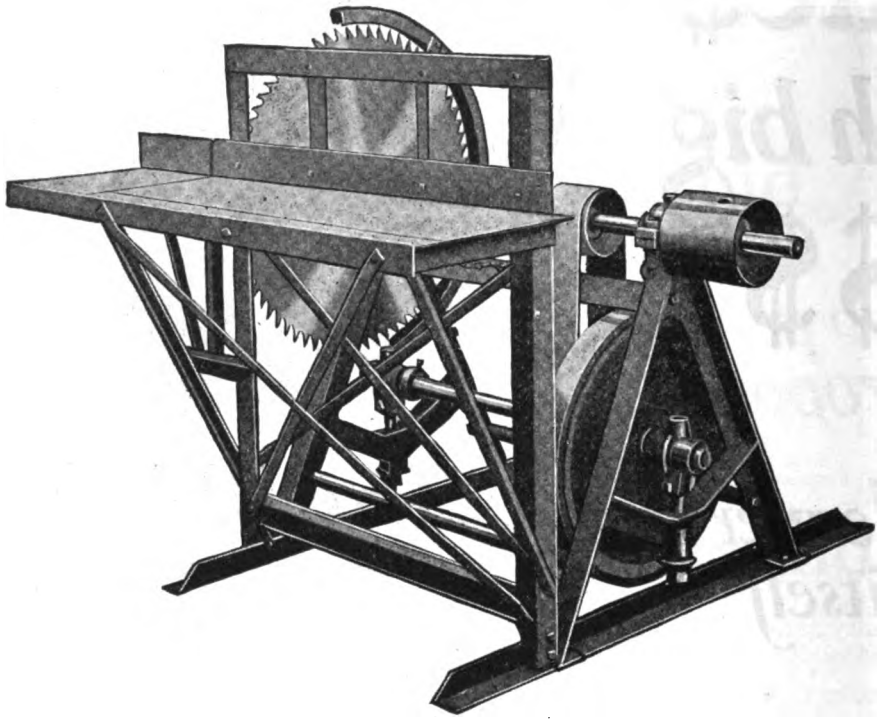
150 Post St. San Francisco
CALIFORNIA

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# Stove and Cordwood Is High Coal Is Scarce

## *Good Time* to Sell *Wood-Sawing Outfits*

ALL STEEL



TILTING TABLE

### Challenge Wood Sawing Outfit

The best tilting table frame ever put on the market.

Its biggest feature—the fly wheel is below the mandrel on a separate shaft, which permits of cordwood or poles being cut any desired length.

Weight, 400 lbs.; pulley, 6x6; speed, 1500 R. P. M.

Have in stock—Steel Frame **Sliding Table** and Wood Frame **Tilting Table** Outfits and **Portable Sawing Rigs** mounted on Steel Trucks, operated by Gasoline or Kerosene Engines.

ALSO PERFECTION PORTABLE DRAG SAWS WITH 4 H. P. GASOLINE ENGINE.

Complete Stock of Crosscut Saw Blades in Stock

**WRITE FOR FURTHER INFORMATION AND PRICES**

## Baker, Hamilton & Pacific Company

**SAN FRANCISCO, CAL.**


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SAFETY FIRST

## The proper use of proper explosives

Giant Explosives save time, money and labor in blasting because they are made especially to suit Western requirements.

As the Giant Line includes all strengths and grades of explosives, you will have no difficulty in supplying exactly the right explosive for your customers' purposes.

The extra care and skill employed in manufacturing Giant Explosives are your guarantee of their strength, stability and uniformity.

It's good business to handle Giant Explosives. You are not required to tie up any capital. The demand for Giant brands is already established. We ship promptly from our nearest magazine. We have a well organized Dealers' Help Service that cooperates to increase business for Giant dealers. Write TODAY.

**THE GIANT POWDER CO., Con.**
SAN FRANCISCO
**"Everything for Blasting"**

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

# EXPLOSIVES

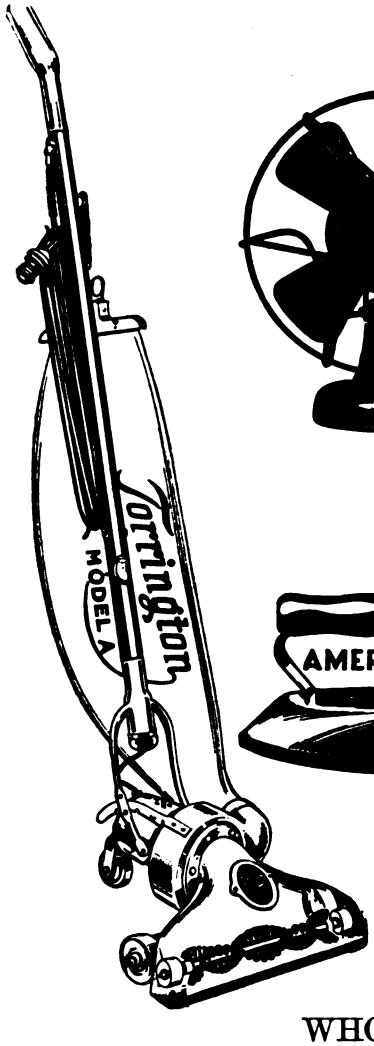

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# ELECTRICAL SUPPLIES

## Construction Tools, Heating Devices, Etc.

This Department has been kept up-to-date by many new lines and carries the most complete line of Electrical Apparatus and Supplies, Construction Material, Wire, Cable, Etc., of any hardware jobbing house in the United States.

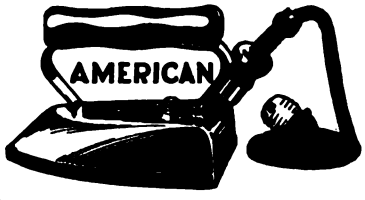
It also includes many articles of Standard Equipment for the Automobile Trade.

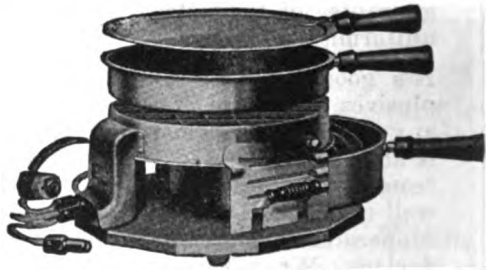








A full line of these goods with illustrations, descriptions and prices will be found by referring to our general catalog No. 66, pages 1100 to 1418.

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**DUNHAM, CARRIGAN & HAYDEN CO.**

**SAN FRANCISCO, CALIFORNIA, U. S. A.**

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If every household could meet unlawful intrusion with the authority of a Colt Automatic Pistol or Colt Revolver, there would not be so much heard about midnight burglaries.

Manufacturers of
Colt's Revolvers Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
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COLT'S
FIRE ARMS

A COLT Automatic Pistol or Colt Revolver is the only reason strong enough to convince this intruder that it does not pay to break the law.

You are aiding in the good work of maintaining law and order every time you sell essential home protection—a Colt Automatic Pistol or a Colt Revolver.

Every householder is entitled to the best protection that he can buy, and when you sell a Colt you are giving him the best.

*Illustrated printed matter mailed free on request*

**COLT'S PATENT FIRE ARMS MFG. CO.**
Hartford, Conn.

**PHIL. B. BEKEART COMPANY, Pacific Coast Representative, San Francisco, Cal.**

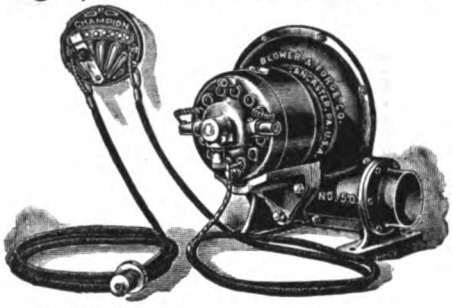
## Champion Blowers, Forges, Drills and Screw Plates




No. 400 Blower

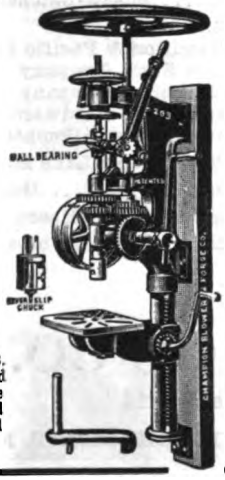


No. 401. Rivet Forge

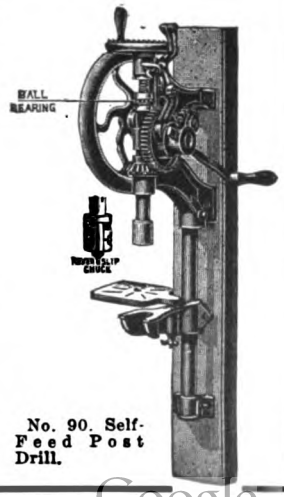



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.




No. 203. Self-feed and Double Compound Lever Feed Drill.




No. 90. Self-Feed Post Drill.

**Screw Plates in Four Styles, Cutting up to 1½"**
**CHAMPION TOOLS, Built for Service**
CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS
Write for Our 350 Page Catalog
**CHAMPION BLOWER & FORGE CO.**
Lancaster, Pa., U. S. A.


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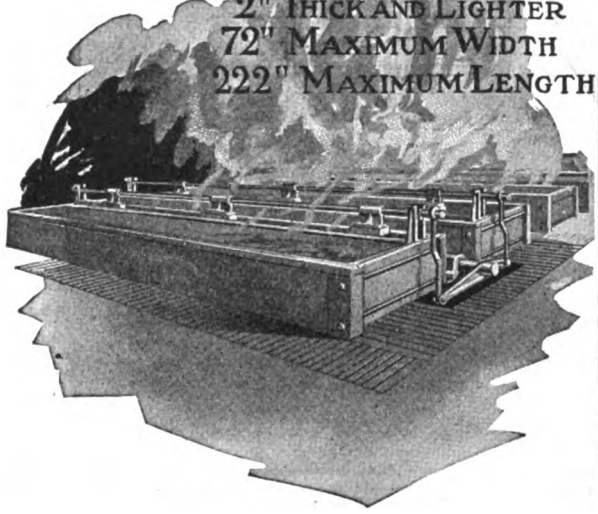
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BLUE ANNEALED SHEETS 16 GAUGE TO 1/4" THICK 72" MAXIMUM WIDTH

SHEETS BLACK & GALVANIZED 10 GAUGE AND LIGHTER

## PICKLED STOCK

2" THICK AND LIGHTER
72" MAXIMUM WIDTH
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- Washed Metal
- Basic and Bessemer Pig Iron
- Low Phosphorus Pig Iron
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Consolidated Steel Corporation
New York City



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## BEST IN THE WORLD

**Phoenix Shoes are Kept in Stock by the Following Houses**

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Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
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Pocatello, Idaho..Salt Lake Hardware Company
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San Francisco, Calif.—
Baker, Hamilton & Pacific Company
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## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

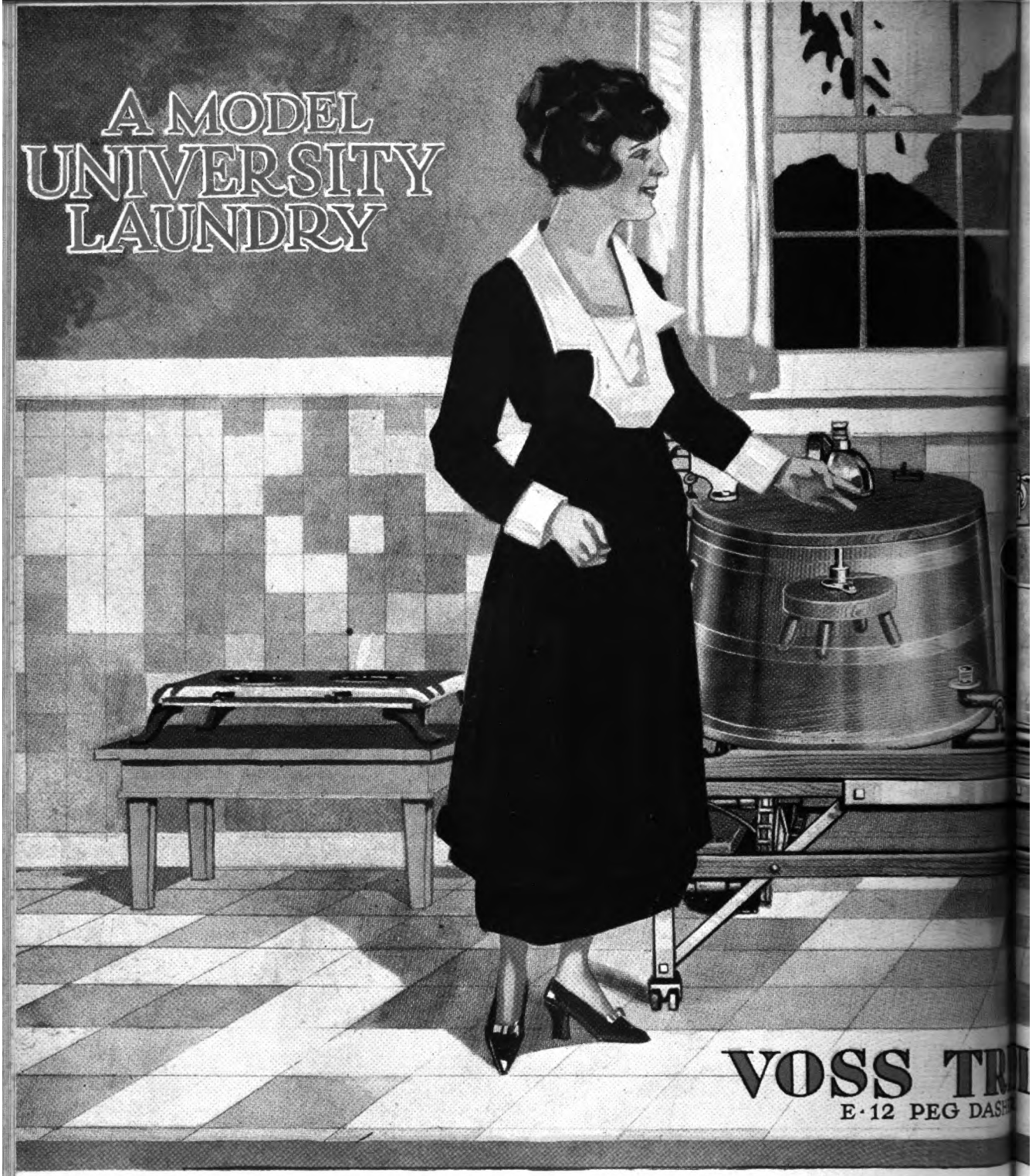

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# VOSS WASHERS



## Voss O'clock am sho' Nine O'clock

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# VOSS BRO

*Davenport*

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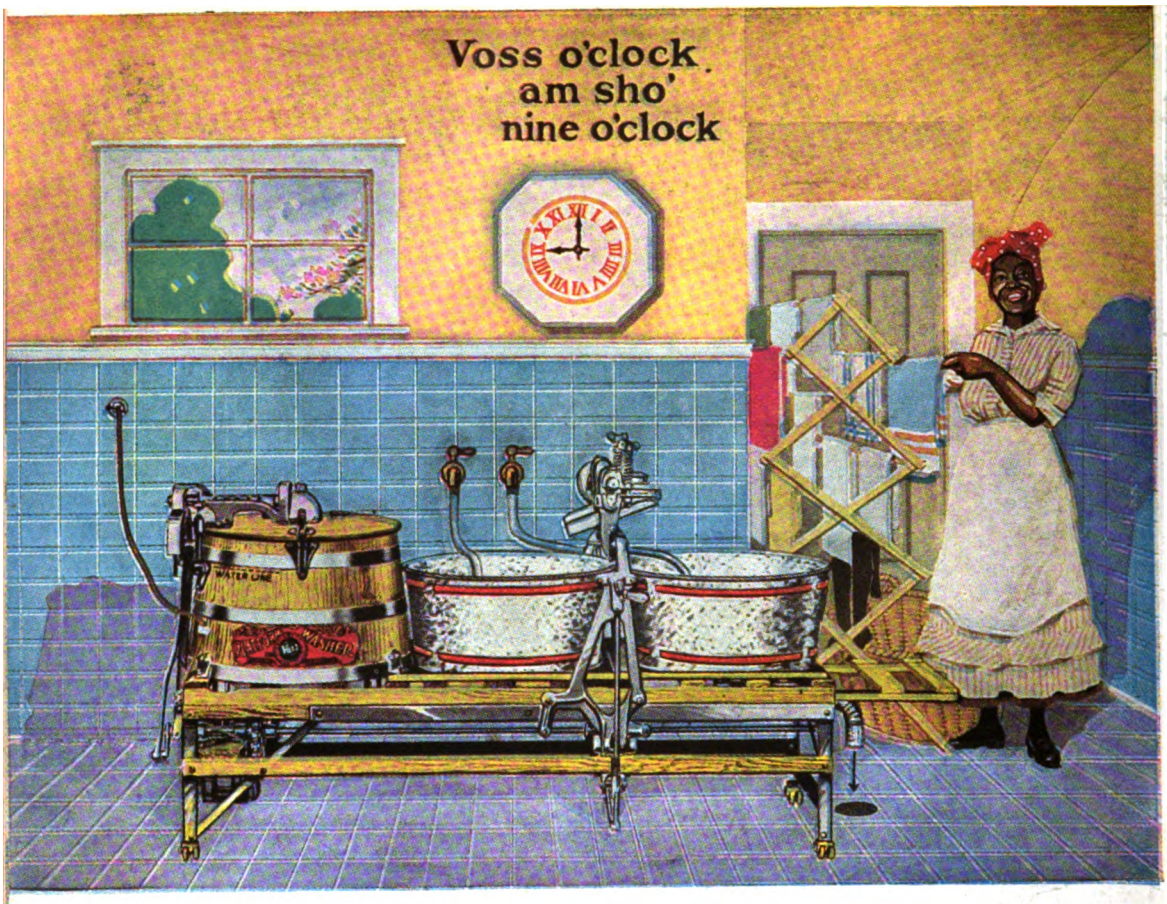

# LE TUB WASHER

E 24 VACUUM DASHER

# . MFG. CO.

*Iowa, U.S.A.*

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# "Me an' dis VOSS Washer am some Laundry."

## Voss Triple Tub Washer

A housekeeper's vision of efficiency realized. Not merely a Washer, but a complete laundry in itself.

No tubs to lift. It is self-draining. All three tubs drain into a common drain pipe under the Machine. Supplied in either vacuum or peg dasher for either gasoline power or electric power.

VOSS BROS. MFG. CO.,
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**MAIL this COUPON for our new PRACTICAL INFORMATION BOOKLET and our beautifully colored 46-page catalogue.**

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(Check one of the squares)

Name .....

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☐ Send the writer descriptive literature on Voss Washers.

☐ Have your salesman call on us.

☐ Enter our order for....of your.....
(Number of Machine)

☐ I desire this for.....
(State whether for electric or power)

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Nos. 50, 55 and 56 Machinist's Case

# PILLIOD
## Tool Cases

**THE**

**BUILT FOR SERVICE**

**LINE**

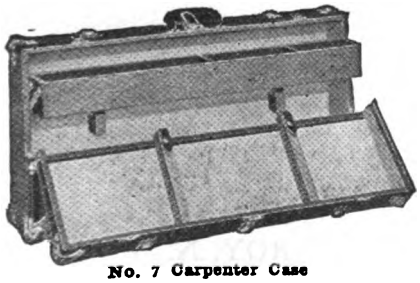
Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto-Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

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**SPRAKE SALES CO.**

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No. 7 Carpenter Case

# Every Foot of

## Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is

**"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

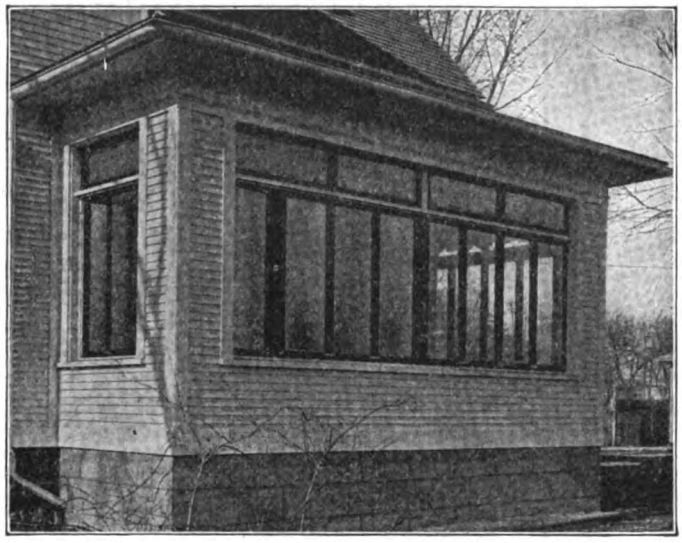
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## *The* LUDLOW-SAYLOR WIRE CO.

**ST. LOUIS, MO.**

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CASEMENT WINDOW HARDWARE WILL DO IT

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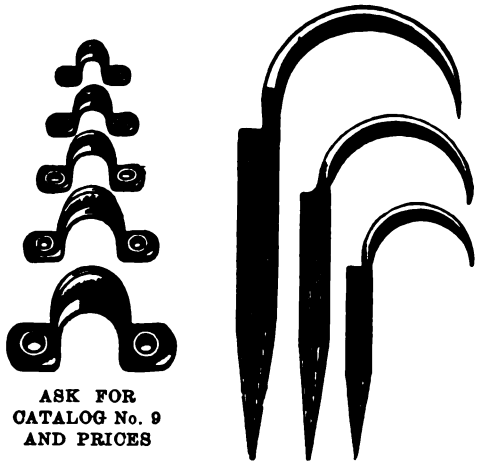
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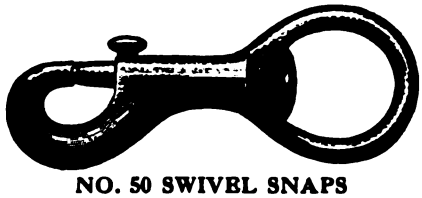
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Store, 237 Arch Street.
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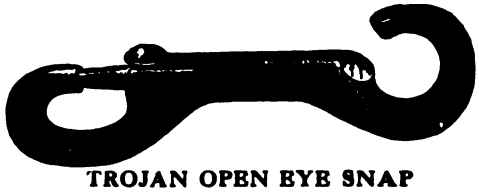
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FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1¼ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

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COVERT MFG. CO.

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ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

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FACTORIES:
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REPRESENTATIVES:
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**Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.**

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of all descriptions. Round and Square, Plain or Galvanized.

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PROMPT SHIPMENTS

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Coast Representatives,
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# Made for Men Who Know Tools

They stand up under critical examination. The set of four pin punches, made of Mayhew-quality steel, shown below, have the patented knurled, non-slipping handle. The points are four inches long and are 3-16, ¼, 5-16 and ⅜ in diameter.

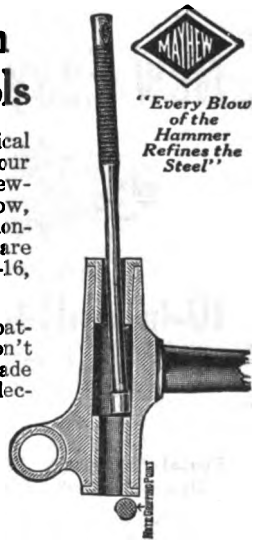
The Bushing punch has a patented point that *grips*—it won't slip off the bushing. It is made of the same hand-forged, electrically-tempered steel and is fully warranted.

**Mayhew Steel Products, Inc.**
**291 Broadway, New York City**
**508 Mission St., San Francisco, Cal.**

MAYHEW made TOOLS ARE RIGHT

MAYHEW

*"Every Blow of the Hammer Refines the Steel"*



*No. 600 Bushing Punch*

*No. 596 Pin Punch Set*




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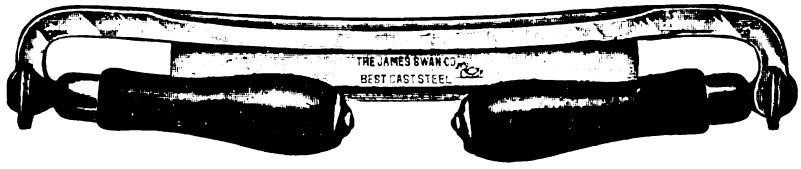
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**SEYMOUR** **CONNECTICUT**

**Bits**
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**Nail Sets**
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**Gouges**
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**New York Office: 100 Lafayette Street**

**WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION**

**Sold by THOMSON-DIGGS COMPANY, Sacramento, California**

# PORTER'S
# New Easy Bolt Clippers



Are you handling the

**10-in. and 14-in. O.K. Cutters?**

If not, my Pacific Coast representatives will tell you why you should.

Address

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**Newhouse Bldg.,**
**Salt Lake City, Utah**

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**San Fernando Bldg.,**
**Los Angeles, Cal.**

**Turnbull & Cox,**
**Inter State Trust Bldg.,**
**Denver, Colorado**

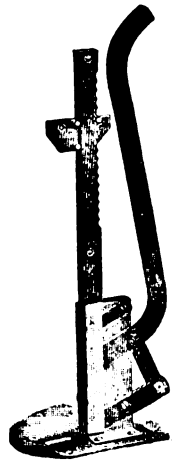
**Strimple & Cox,**
**L. C. Smith Bldg.,**
**Seattle, Wash.**

**Strimple & Cox,**
**Corbett Bldg.,**
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## H. K. PORTER

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# LANE'S
# Steel Wagon Jack

NO CAST METAL
NO WOOD

**Strong -- Light -- Compact**

SUBSTANTIAL PROFIT TO THE DEALER

**Have You Catalog and Latest Prices?**

## LANE BROS. CO.

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# "Sterling"




**Hard** **TUNGSTEN STEEL** **Flexible**

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

**CALDWELL SALES COMPANY, 320 Market St., San Francisco, Cal.**

**Exclusive Pacific States Representatives**

## WINCHESTER GENERAL UTILITY OIL




*First choice for lubricating, cleaning, polishing, and preventing rust in the home, the office, the factory, on the farm.*

It sells because it's *needed*—repeats because it's *better*. A good profit and a quick turnover. A splendid lubricant that will not gum. Stock *now*.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.

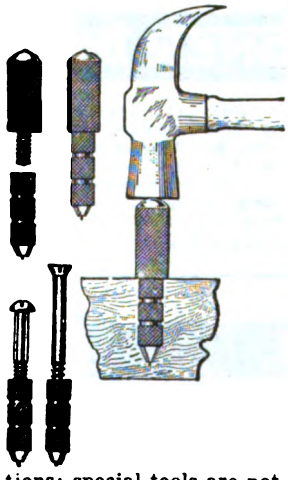


## THE PACKHAM
**Stove Pipe Crimper and Beader**

MADE BY

**THE PACKHAM CRIMPER CO.**
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us



## The Only Screw Holes in the World

### The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

**THE STINE SCREW HOLES CO., Waterbury, Conn., U. S. A.**


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# BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

## AUTOMOBILE TOOLS



### MATCHLESS KNIFE HANDLES

Length 11⅛ inches.

| | List. |
|---|---|
| No. 38 Polished Ends | $6.00 doz. |
| No. 39 Full Polished | $9.00 doz. |



### REX—ALL STEEL

Size 1¼x1⅛x11⅝

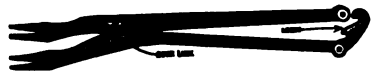
| | List. |
|---|---|
| No. 154 Blued Polished Ends | $4.00 doz. |
| No. 1154 ALL Bright | $3.00 doz. |



### COMBINATION SIDE CUT PLIER

Hardened and Tempered Jaws

| | 6-in. | 7-in. | 8-in. |
|---|---|---|---|
| No. 118 Black, List, doz | $14.50 | $12.00 | $18.60 |
| No. 632 Pol'd, List, doz | 18.00 | 19.80 | 21.00 |



### VALVE LIFTERS

Natural Forge Finish

No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....$24.00



### TIRE TOOL

Bright Finish

No. 250—Thor, ⅞x⅝x16. List, dozen.....$4.00



### BIG BULLY DRIVER

Blade through the handle.

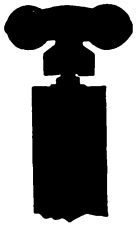
No. 300 Oct'g Blade 7-16x8. List, dozen.....$9.00

**C. W. GAUSE CO., Western Sales Agents**

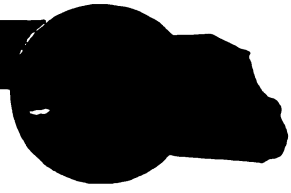
693 Mission St., San Francisco, Cal.

**J. C. McCARTY CO.**

Eastern Sales Agents New York City



## WAGNER Door Hangers and Tracks

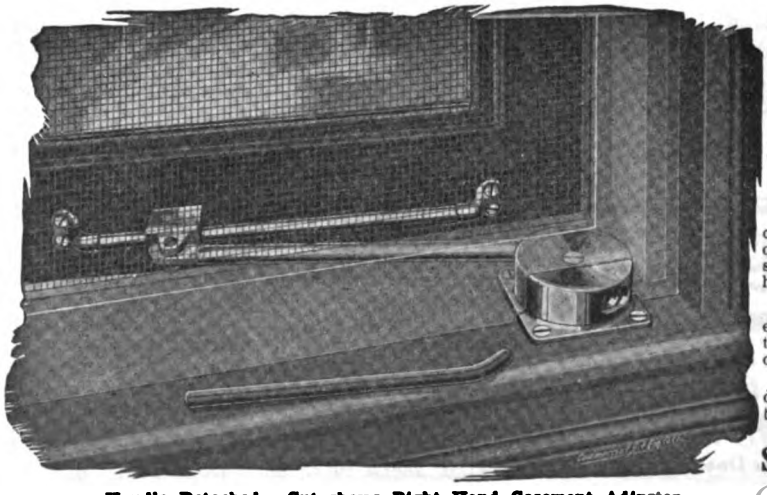


*Roller Bearings*

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

*Complete stock carried at Tigard, Oregon, Branch*

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Handle Detached. Cut shows Right Hand Casement Adjuster

## Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

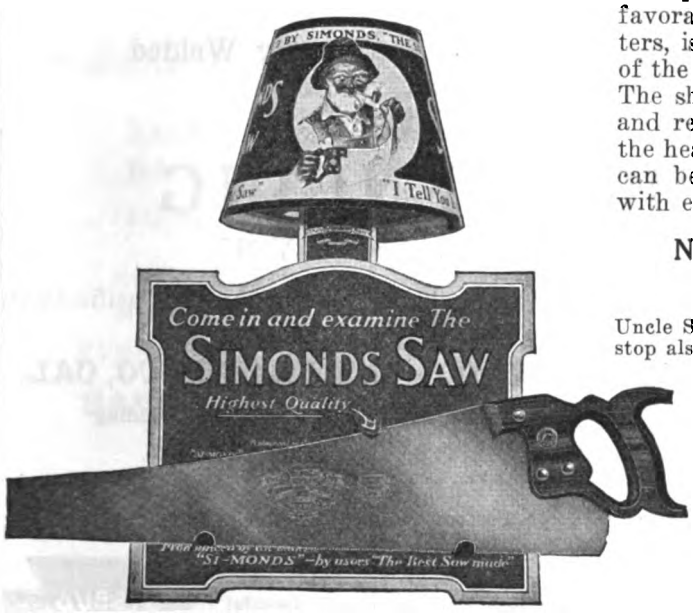
Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

**SUPERIOR SPRING HINGE CO.**

136 W. Lake Street, Chicago


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# Uncle Si Keeps Moving




This popular trade character so well and favorably known to thousands of carpenters, is pictured on the transparent shade of the display fixture herewith illustrated. The shade is about 12 inches in diameter and revolves slowly, due to the action of the heat from an incandescent lamp which can be connected in any store equipped with electricity.

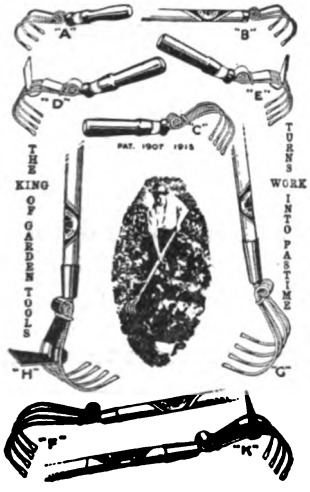
**NOTHING LIKE ACTION TO CATCH THE EYE**

Uncle Si invites the person who stops to look, to stop also to see the goods in your store.

One of these revolving shades sent free with your Simonds Saw order or shipped directly on request.

**Simonds Manufacturing Co.**
"The Saw Makers"
FITCHBURG, MASS.
5 Factories 12 Branches

## REICHARD'S
Combination Spring-Tooth
## Magic Weeder Hoes
**SAVE TIME AND STRENGTH**




Strong in construction, light in weight. Quick sales.

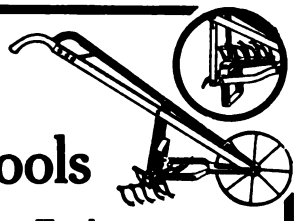
Styles and sizes for every requirement.

There is satisfaction and profit in handling the acknowledged "King of Garden Tools."

Send for Booklet and Prices.

Manufactured by
**THE F. C. REICHARD MFG. CO.**
Bangor, Pa., U. S. A.

## GILSON Garden Tools



***The Gilson Triplex***

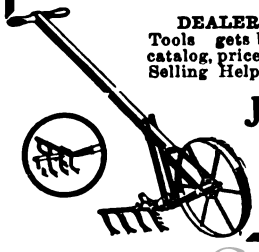
Three tools in one—cultivator, weeder and plow. Changed from one use to the other almost automatically.

***The Liberty Cultivator***

Adjustable for 4 to 10" widths. Made in both **hand and wheel types.** V-shaped teeth get the weeds.

***The Gilson Weeder***

A combination weeder and rake with double edged blade, making every stroke count.

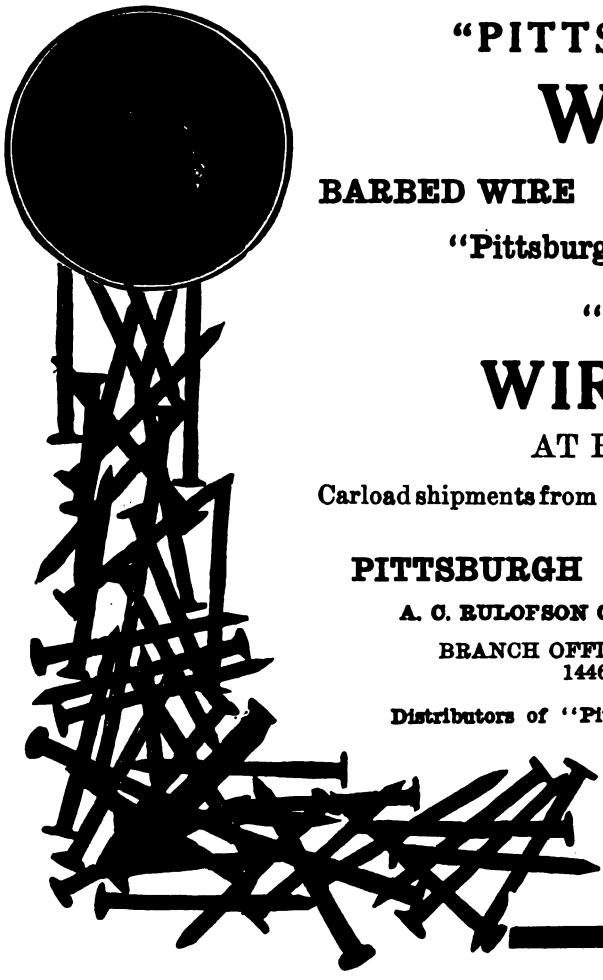


**DEALERS**—Business in Gilson Garden Tools gets better every year. Write for catalog, prices and information about Gilson Selling Helps.

**J. E. GILSON CO.**
PORT WASHINGTON
WISCONSIN




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"PITTSBURGH PERFECT"

# WIRE NAILS ALL KINDS

**BARBED WIRE BALING WIRE BALE TIES**

"Pittsburgh Perfect" Electrically Welded
and
"Columbia" Hinge Joint

# WIRE FENCING

AT RIGHT PRICES TO YOU

Carload shipments from Pittsburgh mills to all points on the Pacific Coast

MANUFACTURED BY

**PITTSBURGH STEEL CO., SAN FRANCISCO, CAL.**

**A. C. BULOFSON CO., Sales Managers, 359-363 Monadnock Building**

BRANCH OFFICES: 2113 L. C. Smith Bldg., Seattle, Wash.
1446 Malvern Ave., Los Angeles, Cal.

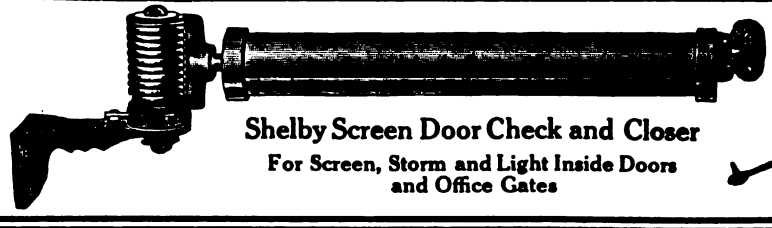
**Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:**

**Dunham, Carrigan & Hayden Co.,**
San Francisco, Cal.
Northern California and Nevada.

**Whiton Hardware Company,**
Seattle, Wash.
Washington and Oregon.

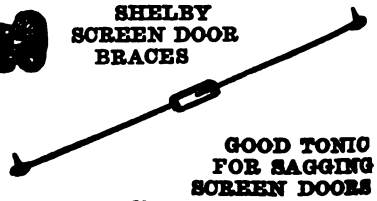
PITTSBURGH PERFECT

## SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors and Office Gates

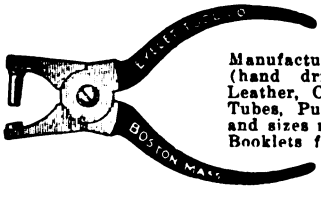
**SHELBY SCREEN DOOR BRACES**



**GOOD TONIC FOR SAGGING SCREEN DOORS**

THE SHELBY SPRING HINGE CO. - - SHELBY, OHIO, U. S. A.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal. ←— *Coast Representatives* —→ D. L. HERMAN, Seattle, Wash.




## EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber Booklets free. Established 1858.

**40 Lincoln Street**
**BOSTON-MASS**

## SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

**J. SAND & SONS - Detroit, Michigan**


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# "Standard of the World"

## NEEDLES

of all kinds and sizes for all purposes and needs.

SACK SAIL
BAG BALING

Packing Mattress Upholstery
For
Grain, Flour, Sugar, Cereals,
Minerals, Cotton, Burlap, etc.

EVERY NEEDLE WARRANTED

**BARR BROS. COMPANY**
**Needles and Cutlery**
**Since 1873**

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HUGHSON & MERTON, Inc.
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215 Fourth Ave., N. Y.
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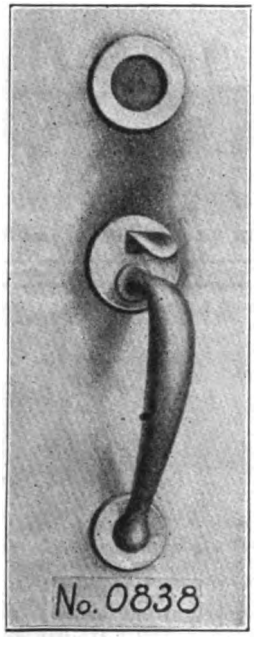
# Front Door Handles

## Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.




**WESTERN BRASS MFG. CO.**
217-219 Tehama St., San Francisco, Cal.

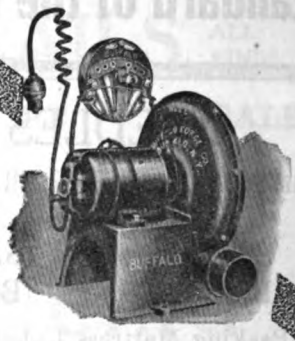




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# Built for Service



Blacksmiths and garagemen are determined to have the best that may be had in tools—their work today demands it.

Buffalo Forges, Drills, Blowers, Punches and Shears are backed by the critical test of over forty years. Each machine is designed to meet specific requirements. Dealers find the Buffalo line profitable sellers.

*Write Dept. 37 for Complete Catalog*

BUFFALO FORGE COMPANY
BUFFALO, NEW YORK



"Buffalo"

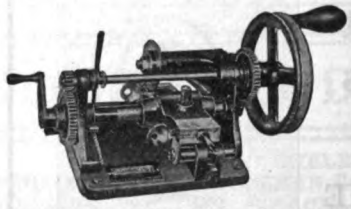


**THE PHILADELPHIA LAWN MOWER CO.**

LARGEST MAKERS OF HIGH-GRADE LAWN MOWERS IN THE WORLD

Hand—Horse—Motor

31st and Chestnut St. Philadelphia, Pa.



With the—

**Precision Key Machine**

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

**SAFETY** INTERLOCKING STOVE AND FURNACE **PIPES**

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.

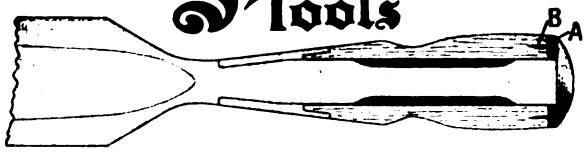
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.

Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA


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Stanley Tools




# STANLEY "EVERLASTING" CHISELS

## Blade, Shank and Head One Piece of Solid Steel

This not only insures great strength and durability, but enables the full power of the blow struck by a hammer or mallet to be transferred directly from the head to the cutting edge.

The Blade is forged from one end of the steel rod, the other end being upset to form the Head.

A leather washer (A) is placed between the head and the handle. This acts as a cushion, relieving the handle from shock when a blow is struck, thus preventing same from splitting. A Brass Ring (B) is driven into the large end of the handle, providing an additional safeguard.

The illustration shows the general construction of all "Everlasting" Chisels.

**A Line that will attract attention**

**THE STANLEY RULE & LEVEL PLANT.**
THE STANLEY WORKS
**NEW BRITAIN, CONN. U.S.A.**

# MAYDOLE HAMMERS

**THE WORLD'S STANDARD**

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

**The David Maydole Hammer Co.**
NORWICH, N. Y., U. S. A.




# "LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

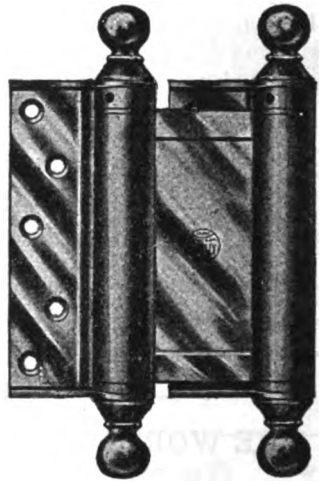
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TRADE
CHICAGO
MARK

**SPRING HINGES**

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.



You can safely stake your reputation on its *quality* and *performance.* It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

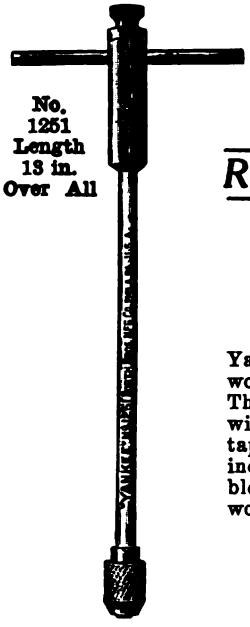
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*W-36*

**Chicago Spring Butt Company,**
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

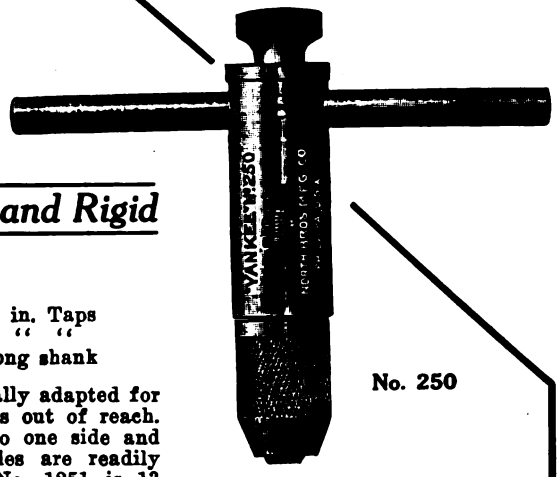
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# "YANKEE"

## TAP WRENCHES



No. 1251 Length 13 in. Over All



No. 250

*Right and Left Hand and Rigid*

**THREE SIZES**

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

*Your Jobber Will Supply You*

## NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

# ATTRACTIVE WINDOW OR STORE TRIM

22 PIECE SET IN 7 COLORS, CARDS AND CUT-OUTS
SENT, NO CHARGE, POSTPAID, ON REQUEST TO ANY DEALER
IT HELPS SELL THE GOODS——ASK US FOR IT

## LUFKIN

**MEASURING TAPES**
**WOOD RULES**
**STEEL RULES**

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
*Send for Catalogue*

## SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

**Sash Cord** — **Shade Cord**
**Clothes Lines** — **Masons' Lines**
**Solid Braided Rope** — **Chalk Lines**

Send for catalogue and samples

**SAMSON CORDAGE WORKS** - **Boston, Mass.**
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

## The Only Wrought Iron Anvil Manufactured in the United States




The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
Columbus, Ohio


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# Remove Stock Rapidly and Smoothly

FILES OF QUALITY

*"The*

## *DELTA*

**Is the only Line of Files from 3 to 24 inches that are made absolutely of**

**CRUCIBLE STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

**Delta Files** are made in several shapes and sizes—there is a shape and size for your particular requirement.

**Use Delta Files** in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK

DELTA

**This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.**

## DELTA FILE WORKS

PHILADELPHIA, PA.




*Established 1863*

**"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."**

# The "PONY"

**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**




"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

**Made by**

## F. H. SMITH MFG. CO.

CHICAGO, U. S. A.


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ONLY

# BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



**Bommer Floor Surface Spring Hinge**

**Has Release and Holdback Features, Ball Bearing and Alignment Device**

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.

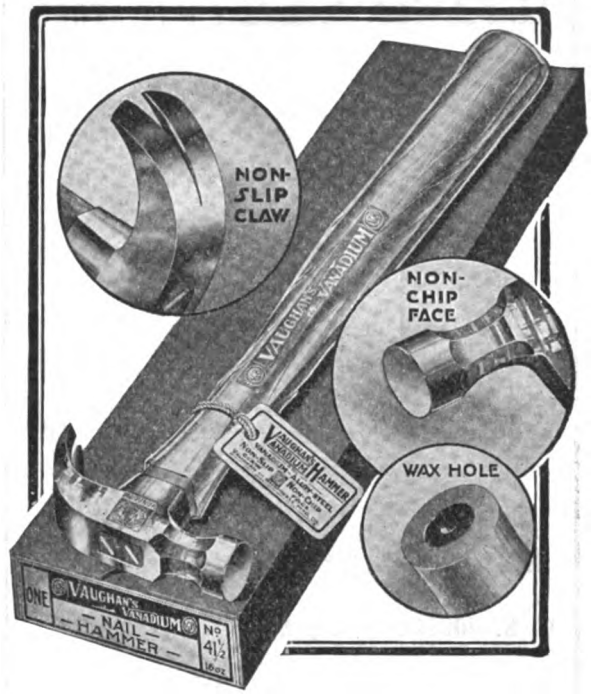


No. 18 Type

**BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.**



# Vaughan's Vanadium Nail Hammers

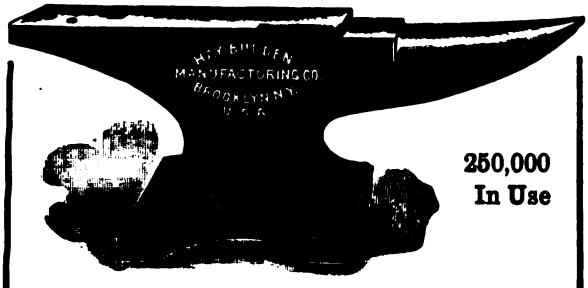



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

**VAUGHAN & BUSHNELL MFG. CO., CHICAGO**



# HAY-BUDDEN Solid Forged ANVILS




250,000 In Use

**Entire top being in one piece of high-grade forged steel, makes a loose face impossible.**

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

**WESTERN SALES REPRESENTATIVES**

**Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.**
**Sands & Cox, San Fernando Building, Los Angeles, Cal.**
**Strimple & Cox, L. C. Smith Building, Seattle, Wash.**
**Strimple & Cox, Corbett Building, Portland, Oregon**
**Jones & Cox, Newhouse Building, Salt Lake City, Utah**
**Turnbull & Cox, Inter State Trust Building, Denver, Col.**



# SAGER CHEMICAL PROCESS AXES

AND

# BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE

SAGER PATENT CHEMICAL CROCKED AXES
BULL DOG LOGGING TOOLS

WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS


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## NORCROSS GARDEN CULTIVATORS



*Growing in Demand Every Day*

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

**More than 300 Jobbers carry the "NORCROSS" Line**




Manufactured by
**C. S. NORCROSS & SONS**
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

## OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

**THE OHLEN-BISHOP CO.**
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.

## "STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

**STAR EXPANSION BOLT CO.**
Trade "SEBCO" Mark
STOCKS AT
147 Cedar Street, New York
120 West Lake Street, Chicago

## "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*

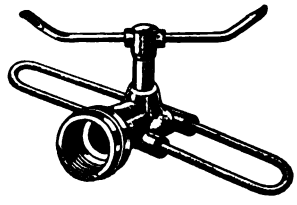


SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**

## Thompson "Junior" Revolving Sprinkler



*The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**
East Eighth and Santa Fe Ave.
LOS ANGELES


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The Famous No. 1092

# This Slaymaker Padlock

has a wider distribution than **all other** adjustable shackle padlocks combined. Over 100 Western jobbers of hardware, automobile accessories, bicycles, etc., sell it.

DEALERS
ASK YOUR JOBBERS

JOBBERS—WRITE

**SLAYMAKER LOCK CO. - LANCASTER, PA.**

—OR—

A. C. RIDDELL, Western Sales Manager,
624 Higgins Building, Los Angeles, Calif.





**WOOD SCREWS**
MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

REED & PRINCE MFG. CO.,
WORCESTER, MASS.



# SAVES Father's Shoes.

You can bet he's anxious to save all the shoe leather he can, too! He's putting STAR HEEL PLATES on his own and the shoes of the whole family to do it. A great many fathers who come into your store would appreciate your suggesting

**STAR HEEL PLATES**

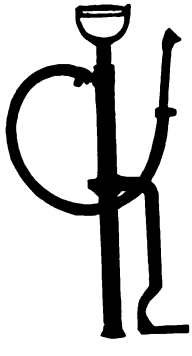
They have been the leader for years. Stay nailed. Wear longest. Besides they provide the maximum of comfort.

Ask your jobber or write.

**Star Heel Plate Co.**
357-391 Wilson Ave.,
Newark, N. J.

# The Utility Bucket Pump No. 95

Was designed to meet the demands for a small powerful double-acting spray pump. It is very efficient for domestic purposes. Pump is of all brass construction with two bronze ball check valves and hemp packed plunger. Equipped with our No. 80 Angle Service Nozzle, which is designed to give a fine mist.



By removing the variable disc a straight stream can be had for washing windows, autos, etc. Whitewashing can be done successfully with this pump.

Write for
Catalog and Prices

**Albert Lea Sprayer Co.**
Albert Lea, Minn.


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# YAKIMA
## Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

## Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received




Prompt Courteous Service

# H. Roth & Sons Company

## SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# WASHINGTON
## Hardware and Implement Underwriters
OF
## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# A MARVELOUS WORLD'S RECORD

With **Peters** Cartridges

## THE FIRST 15 SHOT POSSIBLE

For the first time in the history of the United States Revolver Association a 15 shot possible has been made. This World's Record was made by T. K. Lee in Match 32 of the recent U. S. R. A. Indoor Team Matches.

But this is only one of the records that he established in this series of matches; he also made **record average** for 33 matches—143—636—25 possible scores of 50—next highest competitor making only 6. Ran 24 consecutive 10's.

Mr. Lee used Peters .44 S. & W. Special Mid-Range Wad Cutter Cartridges.

None of these records have ever been equalled by any other ammunition, and all are records by a wide margin.

**THE (P) BRAND FOR BETTER SHOOTING**

**The Peters Cartridge Company - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

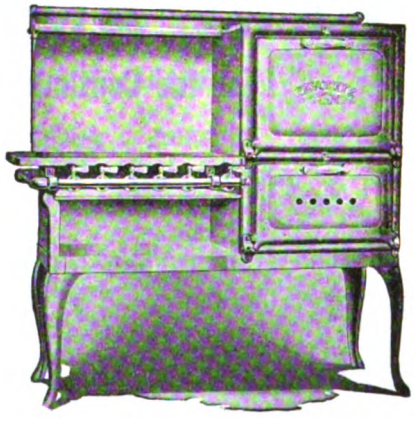
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton

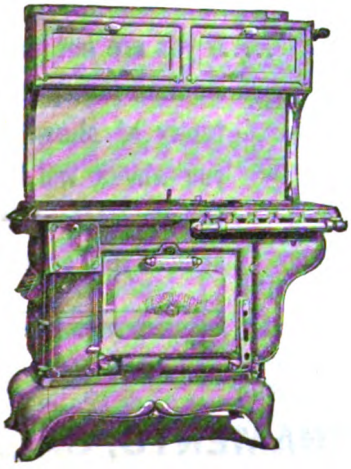
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

# Favorite Stoves and Ranges

## BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





**A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.**

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

**EXCLUSIVE AGENTS**

## MANGRUM & OTTER, Inc.

**827-831 Mission St., San Francisco**


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# Hardware Specialists

## IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

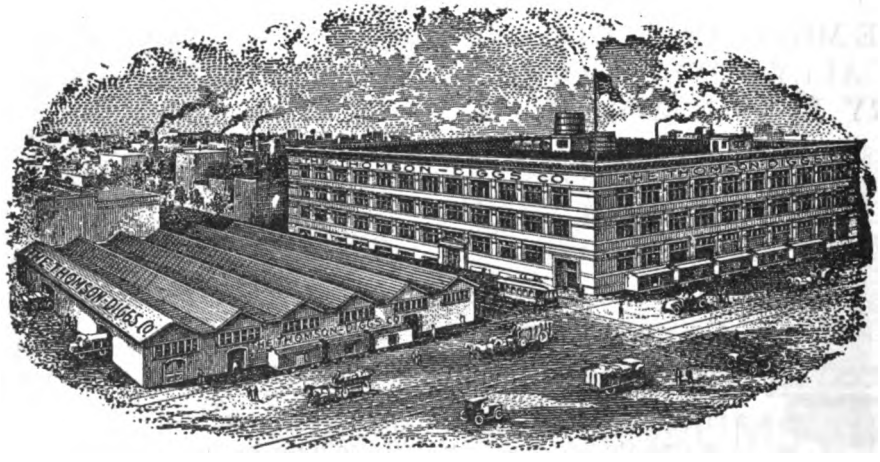
Salt Lake City, Utah

**The Salt Lake Hardware Co.**

Pocatello, Idaho

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




**If you are one of our customers you know them.**

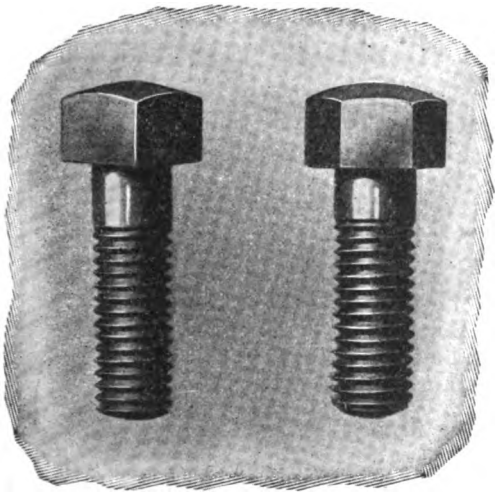
**If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders**

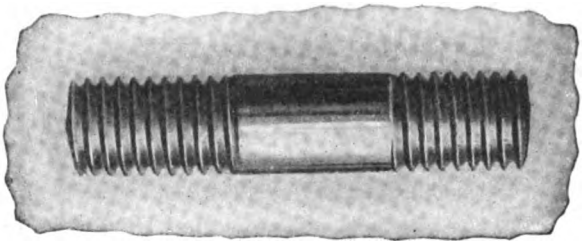
**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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**WM. H. OTTEMILLER CO., York, Pa.**

**Manufacturers of Cap and Set Screws, Screw Machine Work**

REPRESENTATIVES

Omer Cox, Postal Telegraph Bldg., San Francisco, Cal.
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Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Turnbull & Cox, Inter State Trust Bldg., Denver, Colorado.
Strimple & Cox, Corbett Bldg., Portland, Ore.



**BOLLER'S CRANK MOP WRINGERS**

**Can Be Used Everywhere**

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

**PETER BOLLER MACHINE WORKS,**
**122-124 N. Curtis St., Chicago, Illinois**



# The Schaw-Batcher Co.

**SACRAMENTO, CAL.**

**WHOLESALE**

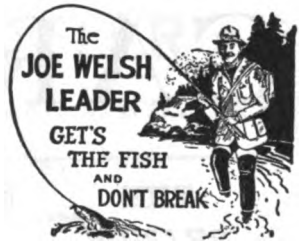
# HARDWARE

**Pipe and Fittings** | **Sargant & Co.**
**Canton Steel** | **Builders' Hardware**
**Ammunition** | **Mill and Mining**
**Sporting Goods** | **Supplies**
**Blacksmith Supplies**

**The Hardware Dealer**

who wants to add a paying line and make "big money" — and have lots o' enjoyment—puts in Outing and Fishing Goods.

You sure will sell **JOE WELSH LEADERS** and the **"BLUE DEVIL"**




**JOE WELSH**

**PASADENA - CALIFORNIA**

**Exclusive Agent U. S. and Canada**

**HARRINGTON CUTLERY COMPANY**

**SOUTHBRIDGE, MASS.**

*Manufacturers . . . of* **DEXTER** *Brand*



HIGHEST QUALITY MADE
FOR SALE BY JOBBERS

**Western Sales Representatives**
**W. H. WILBURN**
**602 Williams Building San Francisco**


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# *A Good Rope—*
# *Seaport Manila*

P
*Trade Mark*

MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

P
* *Trade Mark*

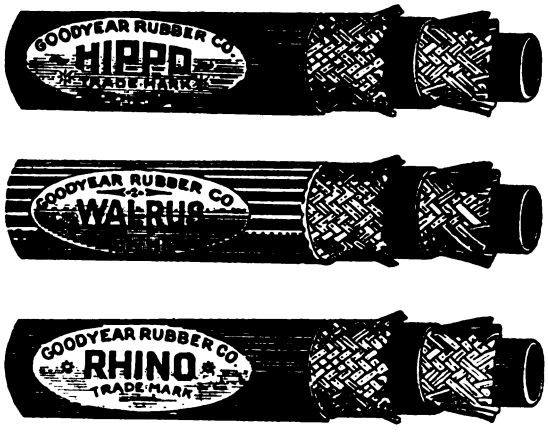
MANUFACTURED BY

*The Portland Cordage Company*

*Portland, Oregon* *Seattle, Washington*

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. BUNYON, Secy.

539 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY


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**Strevell-Paterson Hardware Company**

SALT LAKE CITY

**Wholesale Hardware**

Tools
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery

WE SELL TO DEALERS ONLY

**HONEYMAN Hardware Company**

Park and Glisan Sts. Fourth and Alder Sts.
PORTLAND, OREGON

GOLDSMITH
Football, Basket Ball and Athletic Supplies
Sweaters and Jerseys

GUNS AND AMMUNITION

HEATING STOVES

GAS AND STEEL RANGES

ANDIRONS, FIRE SETS

FIRE SCREENS AND SPARK GUARDS

**A. M. HOLTER Hardware Company**

Helena, Montana

*Established 1867*

**WHOLESALE**

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

**HOLTER Hardware Company**

*Spokane, Wash.*

**WHOLESALE**

*High Grade Auto Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and Logging Supplies
Sargent Hardware
Peninsular Stoves and Ranges
Diamond Tires

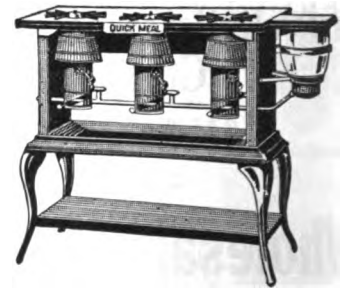
**Prompt — Courteous Service**


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Cupola Burner Oil Stove




Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

## QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

**C. H. SCHIECK**

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of **GAS RANGES**

We also carry a large line of **COAL RANGES**

# ATLAS

## 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

## Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

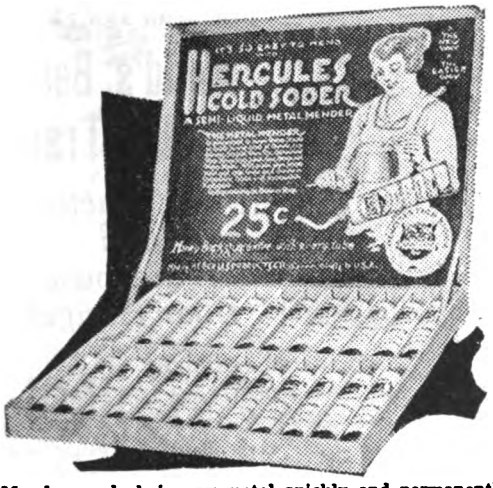
A RELIABLE ALARM CLOCK

## MORGAN & ALLEN CO.

150 Post Street, San Francisco, California


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# HERCULES COLD SODER
**THE METAL MENDER**



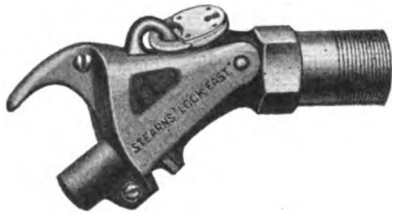

Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

## HERCULES PRODUCTS CO.
Dept. A COUNCIL BLUFFS, IA.

NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

# STEARNS' "LOCK-FAST GATE"
**The Silent Watchman for Service Tanks and Barrels**




**Drip, Drizzle and Unauthorized Drawing Positively Prevented**

Made with Wood and Metal Screw Thread. With and without flange. Popular with garage men.

Locks not supplied. Any padlock up to ⅜ in. may be used.

**Write for Descriptive Price List**

## E. C. STEARNS & CO.
200 Onieda St., Syracuse, N. Y.

# TRINER "LIBERTY"
## PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

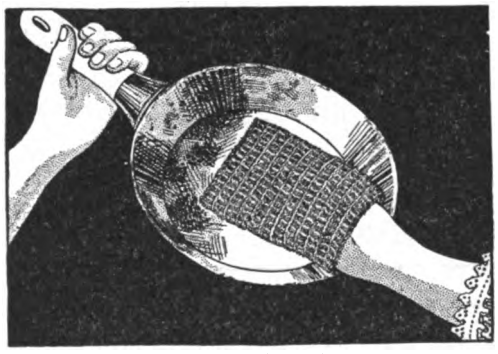
**Insist on the Triner. Your jobber can supply you.**

## TRINER SCALE & MFG. CO
West Twenty-First Street Chicago, Illinois

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

# MAGNETIC CLOTH
**CLEANS LIKE MAGIC**

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

GOTTSCHALK

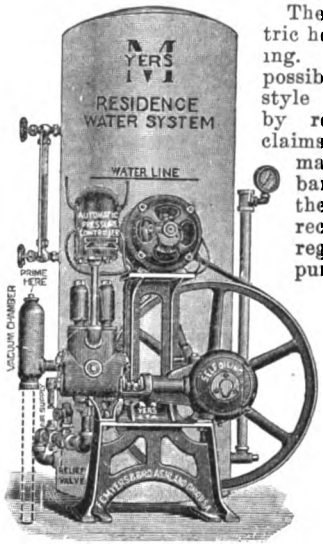
Send us your jobber's name if he can't supply you.

Manufactured by
**JOHN W. GOTTSCHALK MFG. CO.**
Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco


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## MYERS Electric House Pumps



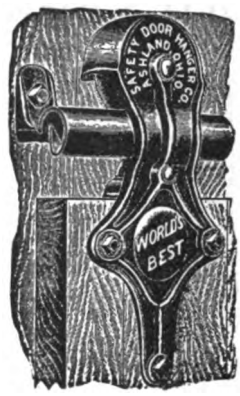

The demand for electric house pumps is growing. There can be no possible let up to it. New style pumps supported by remarkable service claims are appearing like magic. This is the barometer recording the activity in this direction. It should register for every pump dealer "My Opportunity" for good business.

**Myers Self-Oiling Electric House Pumps**

present many superior features in pump building. They are the product of master pump builders, designed and created by them to simplify and improve water conveniences for suburban, country and other homes.

Neat of design, strong and compact, easy to install and operate, they insure an economical and dependable water supply. This pump will bring you business—Catalog and prices to the trade. Write us or ask your jobber.

**F. E. MYERS & BRO. - ASHLAND, OHIO**
Ashland Pump and Hay Tool Works




YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

## World's Best Tubular Track

*Barn, Factory and Warehouse Door Hanger*

**EXCLUSIVE FEATURES**

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

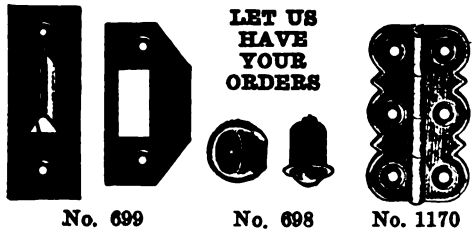
Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

## THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

**THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.**

## Sells to Every Belt User



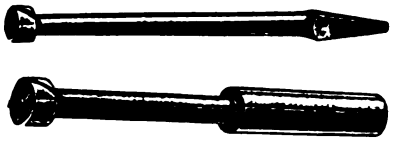

Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

**THE JOBBER'S MFG. CO.** 327 S. LA SALLE ST. CHICAGO, ILL.

## "Forstner" Brace and Machine Bits

**For Fine Carpenter, Cabinet and Pattern Work**

**SPECIALLY ADAPTED FOR HARDWOOD WORKING**



The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

**Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue


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**Goods Made by K are Made to Please**

# Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.




Applied on Drop Siding

## For Drop and Lap Siding

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.

*Write Dept. 50 today for prices and details*

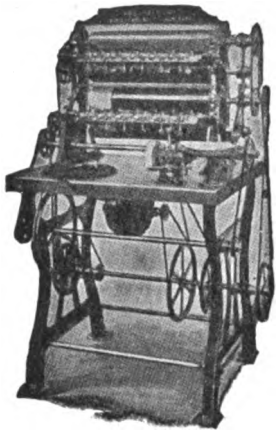



Used on Lap Siding

**F. D. Kees Mfg. Co. Beatrice, Nebr.**



# $35.00 Per Week Clear Profit For 4 Years



Reads like a romance. doesn't it? Well, here's the story in a nutshell: Four years ago a well-known N. Y. Hardware man bought a 12-blade

## Hatfield Complete Sharpening Machine

He rented a small window in Nassau Street—installed that machine where it made every man "Sit up and take notice"—hired a man to run it.

"Results!" We'll say so. We have it straight from the man who managed this business that his net cash profits after paying rent, operator and all expenses have averaged $35.00 per week for the full four years, sharpening all makes of Safety Razor Blades.

Now the man who ran the machine is looking for a good window for himself. He says: "If the Boss can 'clean up' $35.00 per week on a $250 investment—why can't I do the same?"

Write for particulars.

**HYFIELD MFG. COMPANY**
21 WALKER STREET NEW YORK CITY



# AMERICAN SEAL PAINTS *and* CEMENTS

**"MAKE GOOD"**
**WITH YOU AND YOUR CUSTOMERS**
**STAND FOR**
**QUALITY and DURABILITY**

AMERICAN SEAL PAINT
MANUFACTURED BY
PLURIBUS UNUM
William Penn
TRADE MARK
TROY PAINT AND COLOR WORKS, TROY, N.Y.
ANY DESIRED SHADE OR COLOR

**WRITE US FOR DEALER'S PROPOSITION**
**MANUFACTURED BY**
**The Wm. Connors Paint Mfg. Co.**
1852 TROY, N. Y. 1920



**SUCH A SALE TAKES PLACE**
**EVERY MINUTE OF EVERY DAY**




*Every minute of every working day an Auto-Wheel Coaster or Convertible Roadster is sold*

## 100 Auto-Wheels in This Town of 3000

In a town of 3000 persons there are 100 Auto-Wheel Coasters and Convertible Roadsters. And they were sold in less than a year's time. Figuring an average stock of 10 Auto-Wheel wagons, a dealer selling 100 Auto-Wheels a year, turns his stock 10 times a year, or nearly once a month.

Boys help you sell the **Auto-Wheel Coaster** and the **Auto-Wheel Roadster**

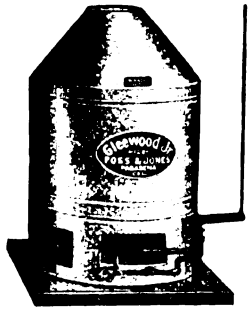
As soon as one boy in your town buys, we urge him to form an Auto-Wheel Club, and every member becomes a buyer.

Send for our plan of helping you sell the Coaster wagon with the name "Auto-Wheel" on the sides.

**The Auto-Wheel Coaster Co., Inc.,**
formerly
**The Buffalo Sled Company**
Dept. A, N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y.
In Canada: Preston, Ont.
New York Office: 108 Chambers St.
Export Office: 365 West 23rd St., New York
Kansas City, Mo. Office 1007 Coca-Cola Bldg.
Seattle Office 214 Maritime Bldg.


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# COAL WILL BE SCARCE THIS WINTER

**Write Us for Prices and Discounts on**

# GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete Quick Deliveries

**FOSS & JONES, Manufacturers - - - PASADENA, CALIFORNIA**

# What's In a Name

Enough—plenty — SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.



"Good Morning" (It's me they're talking about)

Evidence galore, Brunswick Balke (Pool Table Mfgrs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN!" asks the above member of the Gem Brush family. **HERE AND NOW.**

"On and above the fact that GEM BRUSHES possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name G-E-M, connected with shaving things particularly, spells **SUCCESS** from every stand-point necessary and essential. **GEM BRUSHES** represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is **BUYING POWER**, they will ride forth with confidence of our trade to reach all points which is **ULTIMATE CONSUMER** via stations called **DEALERS**, through the transfer points called **JOBBERS**. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because **GEM** exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in **GEM BRUSHES.**

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. **GEM BRUSHES** not only will sell on account of name, but, be backed up in use with real quality and service.

**GEM BRUSHES** will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that **GEM BRUSHES** are in a class alone. **GEM BRUSHES** are manufactured to sell no cheaper than good brushes can be produced.

**GEM BRUSHES** is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results **GEM BRUSHES.**

(Signed) THE GEM SAFETY RAZOR CORPORATION.

***Order From Your Jobber Now***

# DI-MEL-INE

**PAINTS - STAINS - ENAMELS**

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

**Dealer's Assortment (30 Doz.)** ..... **$54.00**
**Jobber's Assortment (12 Doz.)** ..... **21.60**
**Open Stock, all colors, per gross** ..... **21.60**

**2% Freight allowance, F.O.B., N. Y., 2% Cash.**

***Write for Color Card, Circular and Booklet***

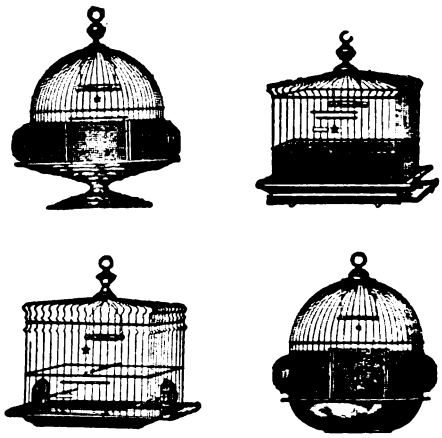
**MONTAUK PAINT MFG. CO.**

**169-173 Second Ave., BROOKLYN—NEW YORK**

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

# O. LINDEMANN & CO.

**35 and 37 Wooster St., New York** ***Established 1863***



***Manufacturers of JAPANNED, BRASS and TINNED WIRE***

# Bird Cages and Cage Sundries

**A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California**

**T. D. McLean, L. C. Smith Building, Seattle Wash. Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.**


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# YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

# BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| Made in six sizes— | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

**THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO**

Trade Mark "Boomer" Registered—No. 58228

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



# "THE BENJAMIN"

**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco

**POCKET KNIVES**
**BUTCHER KNIVES**
**PARING KNIVES**
**RAZORS**
**RAZOR STROPS**



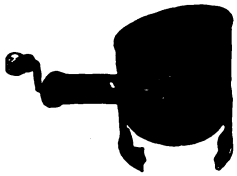

California Stock Pattern

**SHEARS**
**SCISSORS**
**MANICURE GOODS**
**FLASHLIGHTS**
**FISHING TACKLE**

We specialize in Stock and Ranch Knives for the Western trade.

**WESTERN STATES CUTLERY & MFG. CO.**

*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.



Sectional View Showing Construction

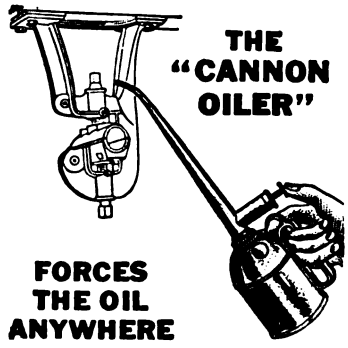
GENUINE
# HUNTER'S SIFTER

Standard of the World
Since 1880

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

**THE FRED J. MEYERS MFG. CO.**
Bender Street Hamilton, Ohio



**THE "CANNON OILER"**

**FORCES THE OIL ANYWHERE**

**Genuine Cannon Pump Oilers**

Force the oil anywhere regardless of position of can.

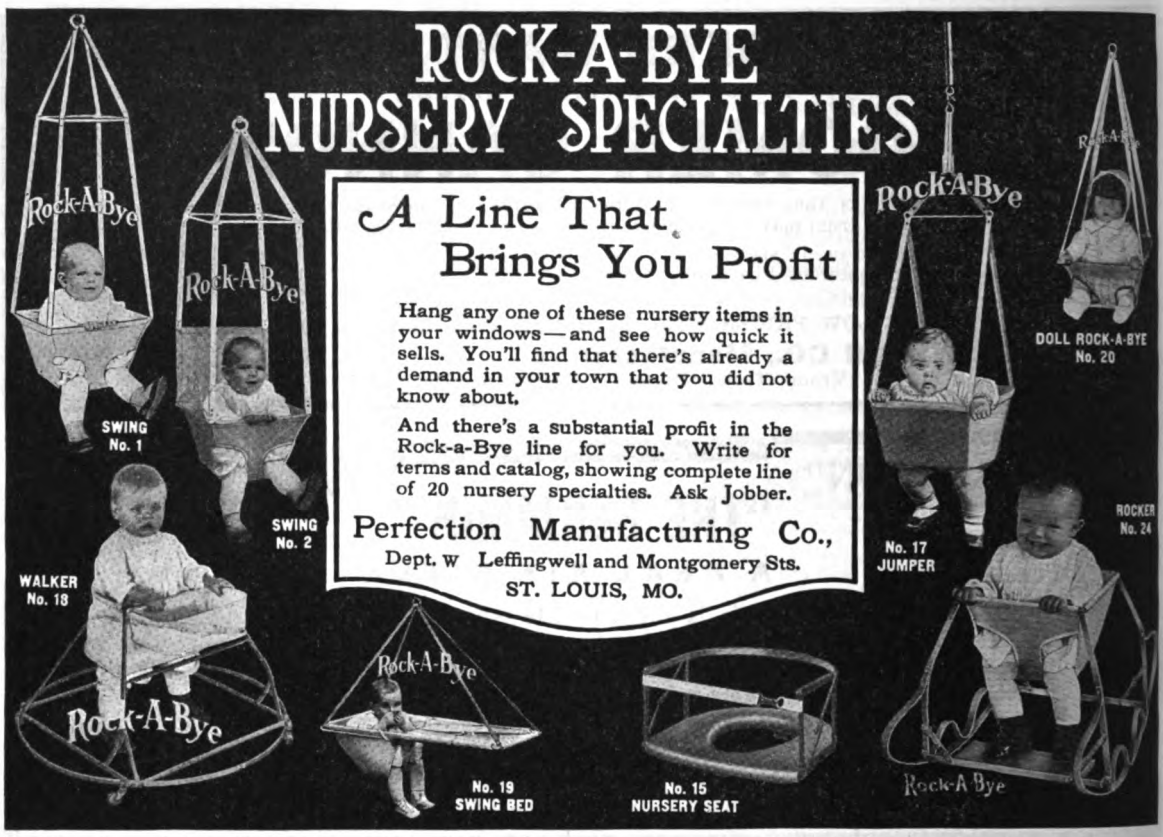
1 pt., 1½ pt., 1 qt.

Write for catalog.

**CANNON OILER CO.**
Keithsburg, Ill.


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# ROCK-A-BYE NURSERY SPECIALTIES




## A Line That Brings You Profit

Hang any one of these nursery items in your windows—and see how quick it sells. You'll find that there's already a demand in your town that you did not know about.

And there's a substantial profit in the Rock-a-Bye line for you. Write for terms and catalog, showing complete line of 20 nursery specialties. Ask Jobber.

**Perfection Manufacturing Co.,**
Dept. W Leffingwell and Montgomery Sts.
ST. LOUIS, MO.

# The Ontario Knife Company, Franklinville, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.




BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

# KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS** and a large variety of Knives with improved Sanitary Aluminum Handles




We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

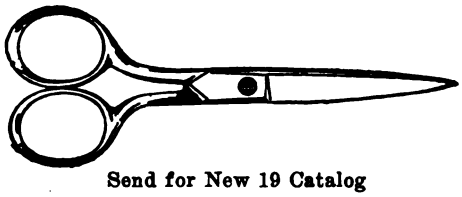

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# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver



**DISTRIBUTORS YOST GEARLESS MOTOR WASHER**

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.
The Colorado Utah Hdw. Co. Grand Junction, Colo.
American Hdw. & Supply Co. Pittsburgh, Pa.
Eph Feig Grand Central Palace New York City, N. Y.
Prescott & Co. Boston, Mass.
H. E. Hessler Co. Syracuse, N.Y.
J. F. Rappel Company Manitowoc, Wis.

**The Yost Gearless Motor Company**
Springfield, Ohio



YOST ECONOMY

"SOME TEST"—
"SOME RECORD" — WHAT?
A YOST GEARLESS MOTOR WASHER has been averaging 1000 Washings a year for the past Four Years.
That YOST is on the job every day giving satisfactory SERVICE
It is not an unusual record, for YOST WASHERS. They are built to do your hardest work—SATISFACTORILY.
"QUALITY and SERVICE"—PLUS—makes YOST GEARLESS MOTOR WASHERS SUCH GOOD SELLERS.

Yost Washers Work and Never Shirk



# Elgin Oil Heaters



FULL STOCK READY FOR IMMEDIATE DELIVERY

SEND US YOUR RUSH ORDER

**ASK YOUR JOBBER**

ALL STANDARD FINISHES
USE STANDARD WICKS

**Write for Catalogue and Prices**

**ELGIN STOVE & OVEN CO.**
ELGIN, ILL.

B-E-H & CO., 106 Franklin Street, New York City
Warehouses: New York, Philadelphia, Boston, Syracuse

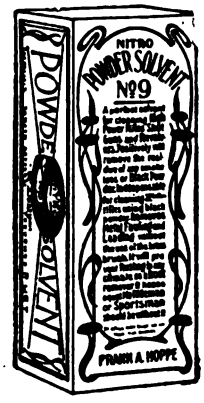






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# HOPPE'S
# NITRO POWDER SOLVENT No. 9




For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

## FRANK A. HOPPE

2314 No. 8th St. Philadelphia, Pa.



## A Big Summer Seller

When the mercury is high and housewives want to iron in cool comfort, it's easy to interest prospects in

THE Royal Self Heating Iron

Over one million sales to date proves its worth and merit. Easy to operate; nickel plated throughout; heat regulated instantly; handle always cool.

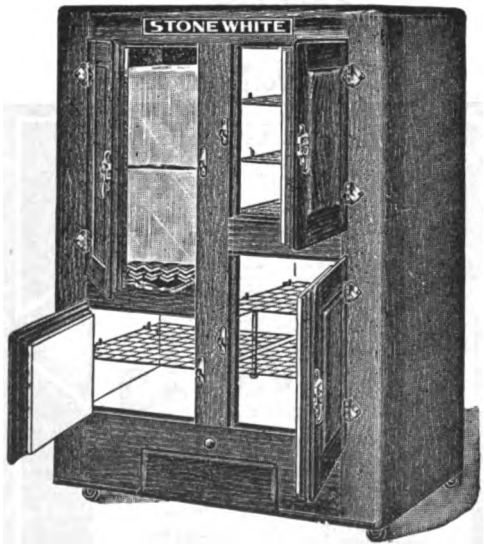
Our Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc., help promote big sales.

Dealers now selling Royal Irons are requested to write for above "Selling Helps"

**ROYAL SELF-HEATING IRON CO.**

575 WAYNE ST. BIG PRAIRIE, OHIO

# WHITE MOUNTAIN REFRIGERATORS

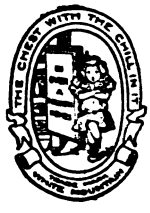



## "The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.




**Maine Manufacturing Company - Nashua, N. H., U. S. A.**

BRANCH OFFICES:

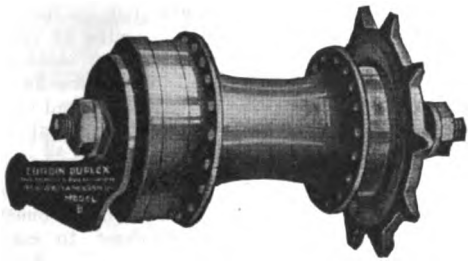
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco. Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.


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## That Ever-Growing Two-Speed Demand



Bicycle riders who seek to reduce the labor of riding upgrade against strong headwinds, demand a coaster brake whose gears can be changed at will. In other words, they are demanding **the only two-speed coaster brake on the market**—the

# CORBIN TWO-SPEED COASTER BRAKE

There is no effort required to sell this **exclusive** brake. Its manifold advantages are pretty thoroughly understood by bicycle enthusiasts.

Nationally advertised, the Corbin Two-Speed is steadily growing in popularity. Our trade in general reports the utmost satisfaction over its sales possibilities.

Next season this demand will be still heavier. How will you be prepared to meet it? The fact that it is backed by a ten million dollar corporation and has behind it a twenty year record of coaster brake progress and initiative ought to convince you that you can't go wrong by coupling up with it.

**CORBIN SCREW CORPORATION**
**American Hardware Corporation, Successor**
**New Britain, Conn.**
**Branches: New York Chicago Philadelphia**

**Makers of**
**Corbin-Brown Speedometers for Automobiles, Motor Trucks and Motorcycles, Corbin Duplex and Two-Speed Coaster Brakes, Corbin-Brown Tachometers and Corbin Automatic Screw Machine Products.**

*Ride a Bicycle*

**Contributor to National Publicity Campaign**

# SAVAGE




## Another String to Your Bow

In stocking the popular Savage line of High-Power Rifles don't overlook the .22 High-Power — the little "Imp" which has been selling Savage satisfaction to customers for years.

It is well-known as an ideal Rifle for all-round hunting and is one of the quickest selling Rifles in the Savage line, because of its enviable record of performance on all kinds of game, as large as deer and mountain sheep.

If you stock the .22 High-Power you have "another string to your bow." It will add new names to your list of satisfied Savage customers.



SPECIFICATIONS

.22 Hi-Power Savage Rifle. Takedown, 20-inch, specially tapered, round barrel. Corrugated steel shotgun buttplate. Weight, 6 pounds, 8 ounces.

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**
**Sharon, Pa. Chicopee Falls, Mass.**
**Executive and Export Office**
**50 Church St., N. Y.**
***Owners and Operators of the***
J. Stevens Arms Company
Chicopee Falls, Mass.


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# DUPLEX
## FIRELESS STOVE




## Sell Economy

The public today are buying only things they know will save or make money for them.

That's why Duplex sales are steadily increasing month by month. The housewife of today realizes the liberal saving in fuel afforded through the use of a Duplex. When she knows that the Duplex is paying actual dollar and cents dividends in her kitchen is it strange that she **demands** a Duplex?

Advertising in the leading women's publications is bringing the message of Duplex economy to thousands of women from coast to coast. Duplex dealers everywhere reap the benefit of this advertising.

Write today—get your address on the Duplex Dealers' list—know the facts about Duplex profits in your business.

**DURHAM MFG. CO.**
**MUNCIE, IND.**

**NEW YORK OFFICE:** 108 CHAMBERS STREET
**LOS ANGELES OFFICE:** 3718½ W. PICO STREET




## Voss 9-o'Clock Electric Washer
### BUILT FOR BUSINESS

Forty years ago W. H. Voss, the inventor, at that time a cooper in Davenport, conceived the idea of devising a washer for the sole purpose of relieving his aged mother of all the drudgery of washday.

This first machine proved so successful that it became the forerunner of the practical Voss Washing Machine of today. Complete stock of all types carried in Seattle and Portland warehouses.

*Write for Agency in Your Town*

**R. M. BURTON SALES AGENCY**
**Northwest Distributors, Alaska Building, Seattle, U. S. A.**

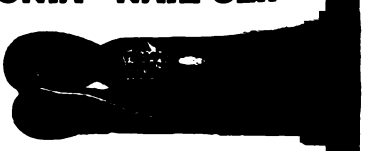


We make TUCKER PEERLESS TUCKER

**COTS AND CAMP FURNITURE, MOPS**
**Tents, Awnings, Covers, Leggins, Carpenters' Aprons**
4 Factories. Write for Prices. Prompt Shipments.
**TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.**

## "ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

**H. C. COOK CO. - ANSONIA, CONNECTICUT**


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# CHATILLON CUTLERY

## FOSTER BROS. CUTLERY

is unrivaled for general trade purposes.

Guaranteed to meet the most severe requirements —every blade is properly ground, tempered, balanced and sharpened, ready for use.



Foster Bros. Line includes every type of butcher knives, cleavers, carvers, splitters, etc. Noted for quality and serviceability. The product of half a a century's experience in making dependable cutlery.

Sell Foster Bros. Cutlery. Your customers will be fully satisfied—and you make a generous margin of profit.

*Your jobber can tell you about Foster Bros. Cutlery*

JOHN CHATILLON & SONS
New York U.S.A.

# Simplex Page Advertisments Appear Every Month in

Saturday Eve. Post — Literary Digest
Ladies' Home Journal — Country Gentleman
Good Housekeeping — Farm Journal



"The Pride of Possession"

A REALLY fine housekeeper loves to share her secrets. With justifiable pride she shows her friends how she is able to entertain on a Tuesday—her ironing day. With her wonderful Simplex, the week's ironing is done in a short hour without labor, with ease, and at a cost of a few cents.

You, too, would appreciate the joy of a Simplex and be just as proud. It is operated simply by a touch of the fingers, and you sit down to iron—an exclusive Simplex feature. A sound investment, saving time, strength and money. Dependable household appliance dealers in every city are pleased to demonstrate the Simplex.

American Ironing Machine Company 168 N. Michigan Ave., Chicago

SIMPLEX IRONER "THE BEST IRONER"

OUR policy of active co-operation with Simplex Ironer dealers in promoting the sale of these reliable, pioneer ironers is extremely liberal. We use care and discrimination in the selection of dealers and then back them "to the limit" in realizing **real** profits.

The gigantic Simplex National Advertising Campaign, never-ceasing, is establishing consumer preference for the Simplex that prompts easily-made sales to satisfied customers.

**Write for particulars.** Our plan of Dealers Co-operation builds business for the entire household appliance department.

**THE AMERICAN IRONING MACHINE COMPANY**
431 Sutter St., San Francisco, Cal.
Home Office, 168 N. Michigan Ave., Chicago
Factories at Algonquin, Ill.

SIMPLEX IRONER "THE BEST IRONER"


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## *Do You Realize the Profits Live Merchants are Making in Handling Phonographs?*

Wives and daughters make your sales.
No comebacks and no service.
One sale makes many prospects.
Follow up with profits on records.
Prompt shipments of samples assured.

*"Let Us Tell You How You Can Profit"*




"The Perfect Tone for Every Home."

**OPEROLLO PHONOGRAPH COMPANY**
54 W. LAFAYETTE BOULEVARD, DETROIT, MICHIGAN

# Lalance & Grosjean Mfg. Co.

*Manufacturers of the Celebrated Lines of*

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
*and*
## Pearl-Agate
## Turquoise Enameled Ware

New York Chicago Boston San Francisco


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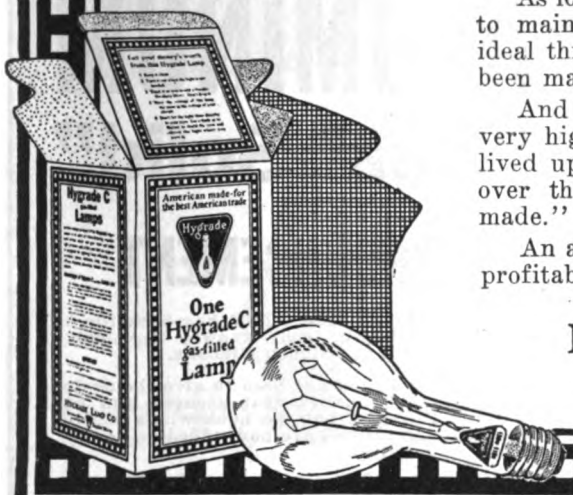
## Massachusetts Made

Strict fidelity to the stern Puritanic habit of thoroughness has made Massachusetts a leader in industry since the day of Plymouth Rock.

As loyal sons of Massachusetts we have tried to maintain a Pilgrim steadfastness to this ideal through the nineteen years that we have been manufacturing incandescent lamps.

And because we have set for ourselves a very high standard of workmanship and have lived up to it, Hygrade Lamps are known all over the United States as "persistently well made."

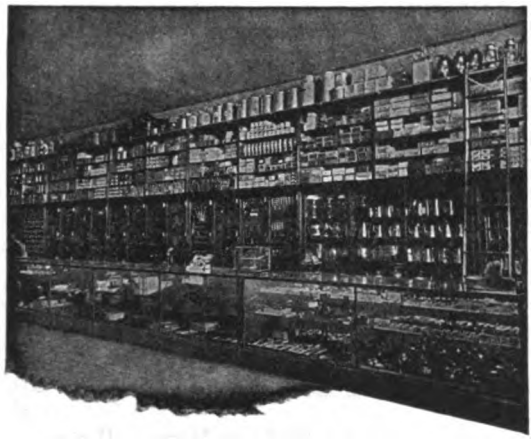
An article made the Massachusetts way is a profitable one to sell.




**HYGRADE LAMP CO**

GENERAL OFFICE AND FACTORY SALEM MASS

## Hidden Hardware Won't Sell Itself

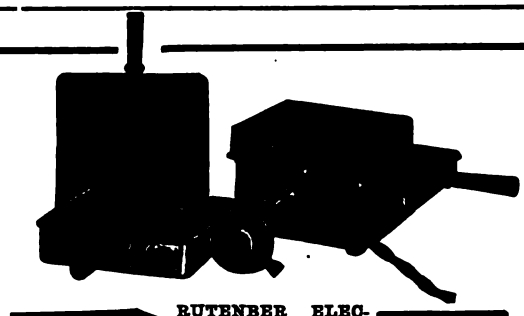


**Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.**

**Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.**

**DULUTH SHOW CASE CO.**

**DULUTH, MINNESOTA**



**RUTENBER ELECTRIC TABLE STOVE**

**Model 206**

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

---

**We manufacture a full line of Household Appliances.**

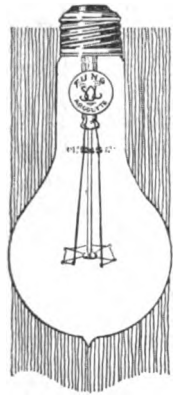
Write for our complete Catalog and Trade Discounts.

**RUTENBER ELECTRIC CO.**

**Marion, Ind., U. S. A.**


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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

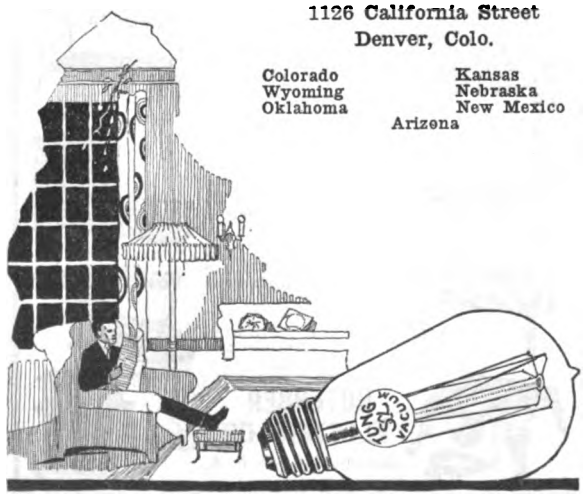
Distributors for Pacific States
or the following jobbers:

| | |
|---|---|
| Western Metal & Supply Co. San Diego, Calif. | Nathan-Dohrmann Co. All Their Branches |
| California Hardware Co. Los Angeles, Calif. | Thomson-Diggs Company Sacramento, Calif. |
| Union Hardware & Metal Co. Los Angeles, Calif. | Honeyman Hdwe. Co. Portland, Ore. |
| Standard Woodenware Co. Los Angeles, Calif. | Whiton Hardware Co. Seattle, Wash. |
| San Joaquin Grocery Co. Fresno, Calif. | E. W. Murray Lighting Co. Spokane, Wash. |
| Mangrum & Otter San Francisco, Calif. | Reno Electrical Works Reno, Nev. |

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona




ALUMINUM

**MADE IN OHIO, U. S. A.**

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 10 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

### A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

**We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market**

Write Today and get our New Catalog just off the Press.

**The Buckeye Aluminum Company**
**WOOSTER, OHIO**

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# The Boys are Waiting

*Have You Placed Your Order for These Whittling Outfits?*

**For a girl Christmas means Dolls**

**For a boy — nothing equals the Whittle Outfit at $1.00**




## Big National Advertising Campaign

***Starts November 1st***

### THE OUTFIT:

**Russell Barlow Knife**
Blade of the finest cutlery steel—nothing better can be put into a knife. The Russell Barlow is just plain, old-fashioned quality all the way thru.

**Whetstone**
Practical good quality stone to sharpen the knife on.

**Manual**
A book on whittling to sharpen the boy's wits and ambitions.

**Button**
A Whittlers' Club Button—to make a boy feel he belongs.

**Soft Pine Sticks**
A temptation to any knife owner.

**Sand Paper**
To finish off the job.

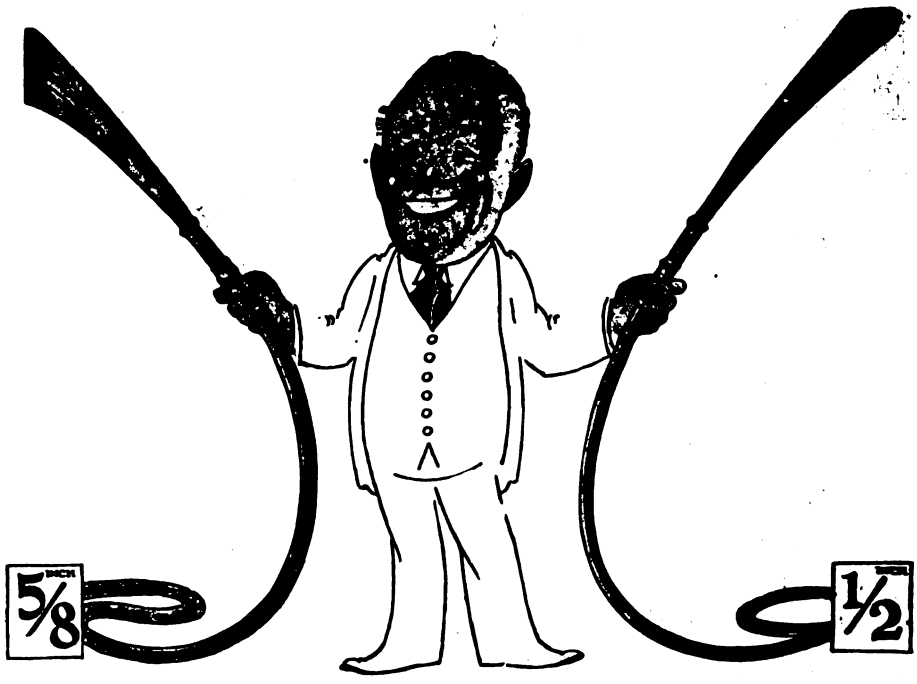
On top of all this a big prize medal contest and cash contest open to all boys who whittle.

**Get in touch with your jobber now—Get your order in.**

## THE JOHN RUSSELL CUTLERY COMPANY

**Turner Falls** *Green River Works* **Massachusetts**

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*The live hardware dealer says:*

# "5/8ths Hose is Better Than 1/2 inch Hose—

"5/8ths is better than 1/2 inch for practically every purpose for which you use Garden Hose.

"At a slight increase in weight it delivers considerably more water. It is the logical size of hose for the great majority of purchasers.

"You need two or three **grades** of hose but one **size** will satisfy everybody.

"I find BULL DOG, GOOD LUCK and MILO, all in the standard 5/8ths size, an ideal hose stock for every purpose."

*These three Brands of hose are made by*

BOSTON WOVEN HOSE & RUBBER CO.

*Cambridge, Mass.*

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Hardware World

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Volume XV OCTOBER :: 1920 Number 10

## KEEP THE GROUP OUT OF AMERICAN POLITICS

It is necessary now and then to get back, or down, to bed rock, that we may keep our ideals, our national ideals and our national principles clear. The American political—not "partisan"—ideal of government is the two-party method of selecting public officials, the servants of the people. The two-party method is far from perfection, but it has done more than any other agency to help us to assimilate the many foreign elements that have been poured into our melting pot.

The two-party method makes it essential that voters shall make their choice without regard to creed, or craft, or caste or race, but simply with regard for the greatest good to the greatest number. The political "group" destroys party integrity, raises petty factions, increases selfishness, engenders narrow rivalry and breeds hatred. The "group" has no place in the American political ideal.

There is a tendency now toward the formation of "groups" in this country. We are threatened with a "labor group," a "socialist group," a "farmer group," a "single tax group," and so on. The purpose of the "group" is not national, in its essence it cannot be national. Its aims and efforts are limited by the purposes of the "group," without the smallest thought for the greatest good of the greatest number.

The voter who goes to the polls next November to vote a "labor ticket," or a "farmer ticket" or any other than a national ticket, not only will be exercising his franchise to no purpose, but actually will be acting against the best interests of the nation.

We hold no brief for either of the leading political parties, but do hold that in deciding between them and selecting from them, we are more likely to keep our national ideals alive than by favoring this or that "group" that is so blinded by narrow and selfish interests that it cannot see anything even remotely approximating nationalism or Americanism.

## "A THOROUGHBRED NEVER QUITS"

That tendency to "rest on the oars" after a good sale has been made, or a fat order taken, plays havoc with a man's career.

Business is a race—a contest, if you please. Only the fellow that will run through to the finish without "breaking" is the thoroughbred.

A thoroughbred never quits.

The contest is within the man himself. It is between a man's knowledge of what he ought to do and that old devil, the tendency not to do it—the "yellow streak"—the tendency to lie down, to run away, to quit.

Because there are no spectators of this contest a man thinks he can get by without fighting, thinks he can run away and no one will ever know it.

You can't cheat. Just as sure as there is a God in heaven, it'll come out.

Not right away, perhaps. But in time your very vitals will be eaten up by that cheat germ.

You'll be so old in spirit, so spavined, so lame, so blind, that the very sight of you will bar your entry in the contest.

Real success is the sense of victory, and exquisite joy, a permanent satisfaction, a genuine happiness that comes only to the man who has gone right on day by day—year in and year out—regardless of conditions and circumstances, doing good work, doing his honest best.

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If you are not accustomed to studying the advertising pages of your trade magazines you are missing a regular trip through an important market place—a trip that might mean much to you in actual dollars and cents and better business methods.

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It behooves every man to keep close track of the legislation recently enacted and that pending. Your influence may be just what is needed to prevent or to put through an undesirable or desirable measure. Do not make the mistake of thinking that our representatives have time to make a close study of every bill upon which they vote.

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## STRONG LIGHT IN THOSE SHOW WINDOWS

"If you expect to make the public take an interest in your night displays, don't try to save on your light bills," says the executive head of the largest window display concern in this country. Window displays elaborately conceived often have the edge taken off their effect by poor lighting facilities, or dimmed impressions.

It is legitimate enough for any merchant to try to reduce costs of operation, but look first and find out whether you are affecting a real economy. A dealer can gauge the dropping off of receipts right in his cash register the minute he turns the night lights low in his windows. Still retailers often fail to see this and many windows almost hide tempting displays because of the semi-darkness. Experiments have shown that a well-lighted window attracts so much more transient trade than does one poorly lighted, that the extra expenditure for light is not an expenditure strictly but a good investment.

Merchants operating in locations on the less prominent thoroughfares are apt to fall into the error of believing that they can get along with less light than they would have to use were they situated on one of the principal streets. That is erroneous theory. A retailer in a secluded situation should exert the more effort to make his store stand out conspicuously, especially at night, and thus wean some of the passersby on the main thoroughfare into his store.

If the rival storekeepers on the main street are illuminating their windows, the dealer off the beaten way certainly cannot afford to wallow in darkness; but if the merchants in the crowded section are not emblazoning forth by means of multi-candle-powered orbs, the way-street-store-operator can steal a march on them by brightening up his displays and thereby creating a contrast entirely in his favor.

To get the very best results the show window at night should be illuminated by lights that flash directly down on the contents of the show space. Placing the lights at the back of the window to make them fulfill the double purpose of lighting up the store and the window at the same time is a sure way of making a gloomy, unattractive store front, and it also detracts from the appearance of the interior of the store.

Another phase of window display that should not be overlooked, is the cleaning of the plate glass. Clean windows are not only an essential; the plate must be polished to a crystal clearness if the light is to shine through effectively and attract the passersby. The mere wiping off of the gathering coats of dust will not do the trick. The plate glass must be rubbed.

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The goods that move are the goods that pay.

## THE SCIENCE OF ADVERTISING IN 400 WORDS

The rainbow was the first great advertisement. It had position. It had color. It held out a promise of benefit in effect: "I shall not drown you again if you behave." And then it had the value of repetition, because it is repeated in the same position and color and promise after every rain.

The next big advertiser was Caesar, when he wrote on the walls of Rome for the people to read just what the senators were doing in the senate chambers. These advertisements of old contained the elements necessary in all great advertising, which are:

Advertising must be seen; it must be read; it must be understood; it must be believed; it must create a want.

Advertising is different because you must make the man stop thinking as he thinks and make him think as you think and interested in the thing you are interested in. It is easy to interest a man in himself. If your advertising convinces him that it is good for himself, you have him sold.

Suppose a man comes into this room and wants to reach all of you as I am doing. He goes to the man at the door and says: "How much will you charge me to whisper?" The man says: "I will charge you $2 to whisper." "How much will you charge me to yell?" "I will charge you $10 to yell." This man buys five whispers and nobody knows he is here and he thinks he is advertising (laughter). If he had bought one good yell you would have said that is an awful bunker, but at least he is on earth.

Domestic prosperity depends on what we can sell to the outsider. Good advertising creates a want and a desire abroad, and thus creates employment, prosperity and happiness at home.

Don't take it for granted that the other fellow knows all about what you have. Few of us ever know enough, and many of us never know anything. Don't be afraid to keep on telling the world what you have. You have got to keep it up.

Advertising is the heart-beat of business. If you stop a man's heart, he dies. If you stop advertising, business dies!

Bacon said: "Reading maketh a full man; writing an exact man, and talking a ready man," and let me add: Thinking maketh a real man! One great trouble with our American life is that we have invented every device to save us the trouble of thinking.

—Arthur Brisbane.

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Money is the lubricant which keeps the wheels of life moving without screeching. 'Tis a wise individual who keeps a little oil in hand to meet the grind later on.

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## THE "TAX ON SALES" PROPOSITION

The French Government has decided to place a tax of one per cent on every business transaction. The fact that this is practically the "tax on sales" measure that lately was urged upon our own congress, makes this action by the French government of uncommon interest.

France is availing herself of this rational method in order to avoid a tax on capital. No country safely can afford to absorb the capital that is needed to keep its industries going. Yet that is what we are doing in the United States through the inequitable and destructive excess profits tax. The tax collector is steadily swallowing up new capital, resulting in the paralyzation of new industries and the withholding of investment in new industrial propositions.

The practical politicians in power in Washington thus far have failed to favor the proposed "tax on sales," but they did not hesitate —in order to provide funds for a soldiers' bonus—to suggest a heavy retroactive tax on profits made during the war, a proposal utterly iniquitous and ruinous. Commenting on this feature of the wild economical vagaries of some of our lawmakers, the Boston Herald says:

> It would be a virtual confiscation of property and would involve a wide departure from all sound principles of taxation. Excess profits were taxed heavily during the war and these taxes were paid without very serious complaint. Whatever profits were left after this taxation were either distributed to shareholders or put back into the business. Much of the capital with which the business of the country is now carried on came in this way. Any retroactive levy at this time would disorganize business to an extent that no one can accurately measure. It would destroy the foundations on which trade and industry rest by reaching back and taking, in ex-post facto fashion, those earnings of capital to which an implied exemption had been given. It is inconceivable that Congress will seriously consider any such mad proposal. * * *If our congressmen think that any form of taxation will not, in the long run, have exactly the same effect as a tax on retail sales, they are mistaken. Whatever the channel of taxation may be, the ultimate incidence is always the same, and the public as a whole bears the burden.

The excess profits tax is iniquitous and destructive. The proposed tax on sales would be just and constructive and adequate for all necessary purposes. The danger as to what congress may do in the matter of taxation is temporarily averted. But after this political campaign is over and the selected lawmakers reassemble in Washington, no one can predict with even a remote approach to probability what will be done by them.

This is why the work of selecting our next company of lawmakers is so highly important to every one of us. It is essential to the welfare of the nation that we send to Washington next November only such men as will keep the national good in mind, men who will be conservative and constructive, men who will labor to manage the vast business of the nation along well-proved economic lines and with an eye single to getting the greatest good for the greatest number of our whole body of citizenry.

## MEN WHO HAVE SOLD ME

One of our Colorado subscribers, who is a retail merchant, has here set down a few of the impressions salesmen have made on him. Those of our readers who are or have been knights of the road will appreciate the point of view.

I like the man who will come into my place with an air of business and plainly state who he is and what he sells.

I dislike the man who slinks into my store like a culprit; who hems, haws and beats around the bush before he comes to business.

I like the chap who uses good, plain forceful English; who abstains from using that much abused word "proposition," and who takes as little time as possible to unfold his tale.

I detest the man who after he has talked to you leaves your mind in a clouded state, with a maze of figures, rates and other details the average layman fails to grasp.

I always like to do business with the man who can answer my questions quickly, who I know has mastered the details and who has terms and prices at his finger tips.

I fight shy of the man who fumbles through long printed lists, who refers first to one book then to another—who is never sure of his statements.

I like the chap to whom I tell frankly, "I am busy today," knows I mean it, and will not try to steal or usurp my time and who realizes at certain times a man really is tied up with more important details.

I hate the fellow who tries to force you to see him, who also will not take your word for your statement, and who will insist you devote your mortgaged time to him and what is more he never gets my name on the dotted line.

I also like to accommodate the salesman who does not hesitate to tell me frankly and truly what he thinks is best for my trade, if he really knows.

I hate to do business with the chap who has a "pet" to sell and who will almost try to force it on you, no matter if it is best suited to your conditions or not.

Give me the man who will not offer any snide, cheap tricks to gain his point, who will act fairly and above board and who never tells me: "You will make a mistake if you do not buy my goods."

I never did like the fellow who made me feel cheap; who also made me doubt the wisdom of judgment in previous transactions, and who makes me feel like a "dummy" when it comes to buying.

It like the fellow who is clean, well groomed and who looks like an honest man.

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If you are after a fortune, get an aim first. Robert Louis Stevenson says, very truly: "An aim in life is the only fortune worth finding; and it is not to be found in foreign lands, but in the heart itself."

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# The Real Matter With America

**Too Many Men Laying Only 150 Bricks a Day, When 2,000 Is a Normal Day's Work. If You Are Doing Less Than Your Full Share, You are Helping to Keep Up the High Cost of Living**

**(By "Glen Buck")**

NOW—what's the matter with America?
Here's the nub of it:

Upon the loading platform of a busy factory, in the full glare of a noon sun, stood a beaming workman, in bespattered uniform of white denim. Below him, in a roadway, were several hundred men, watching him intently. At his side stood the superintendent of the factory, a small paper in his hand.

"This check for one hundred dollars goes to Joseph Flinn as a reward for merit," said the superintendent. "For Flinn has done a remarkable thing. In nine hours' work he has laid thirty-six hundred bricks—and has laid them well. I don't know that his skill has ever been matched in America. The mortaring of two thousand bricks is a good day's work. Yet Flinn does that ordinarily—and more. Thirty-six hundred bricks in nine hours is an achievement and we are all proud of it. I wish that this check could be many times larger. Three 'rahs for Flinn.

And it was a rouser.

**Joy of Work Well Done**

But look at Flinn's face. All the joy in the world seems to be packed into it. And the rolling muscles under his damp shirt fairly radiate cheer. With just an awkward "Thank you," he climbs down into the roadway. But his head and heart are in the skies. Within he cherishes a leaping flame that no mere hundred-dollar check can account for. Flinn is realizing the joyous satisfaction that always comes from good work well done—and life has no finer joy than that.

But—but—

What of the man who lays 150 bricks when 2000 is a fair day's work?

Last month a gang of men were laying a great brick wall in the city of Detroit. At the end of the second week they had averaged for each man on the job just a hundred and fifty bricks a day—no more.

There is tragedy for America in these figures.

A hundred and fifty bricks a day!

Is it not an unsanctified wonder that the very wall didn't melt with the burning shame of it, and sizzle in one fiery mass down to hell?

A hundred and fifty bricks a day!

Time is one commodity that cannot be destroyed without serious consequences. The time-killer, like the life-killer, cannot revive his victim; he absolutely annihilates a thing of unmeasured value and potentiality. A man may loaf or play and serve the purpose of health or spirit. But the man who shirks on the job destroys a value that can never be replaced—and dissipates within himself moral fiber, without which personal and class progress are impossible.

A hundred and fifty bricks a day!

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**Do Not See They Harm Themselves**

The pity of it is that these bricklayers do not see that they are harming themselves most of all. An honest wage is every honest workman's right; and the world at large suffers when he does not get it. If it is a high wage he must pay more for housing, clothing, food, entertainment. The adjustment is automatic and sure. If it is an unreasonably high wage the established order is thrown out of kilter at its very base, and that fair margin between income and outgo, which ought to be every worker's rightful security, becomes a matter of chaos and adventure. If high wages be maintained there must be high productivity, or disaster inevitably follows. That law cannot be sidestepped. Men may dream dawdlers' dreams—but human nature is deep and inexorable. The slacker makes calamity certain for his fellows. But what is infinitely more important, he makes misery and failure inevitable for himself.

The man who lays a hundred and fifty bricks a day when he should lay two thousand, not only cheats his employer and robs society of the needed fruits of his labor, but he is rottenly dishonest with himself.

One hour's real work spread over ten makes a thin padding for a bad conscience.

**The Time-Killer Also Kills His Moral Self**

So, it must be that if the shirk goes home in the azure glow of a warm spring evening, beats his wife into a trance and kicks the baby out of the window—he is but finishing a bad day's work logically. He carries with him nothing of that inspiring zest which comes from worthwhile accomplishment—from a good job well done. The hours of the day have hung about him heavy and dark. Its minutes have been eternities. And their slow speed have generated within him nothing but a sort of low meanness—rotter of the moral fiber.

The hardest day's work is done by the shirk.

If organized labor is countenancing the curtailment of individual production it is delivering to organized labor a knife in the back. In union there must be strength—not weakness.

We need more Joseph Flinns—and more of his kind of joy. Without them the social fabric must rip into rags.

That is what's the matter with America—now. —The Stencil.

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One of the big constructive tasks before the retailers of the country is the preaching of true thrift. The advertising can do a great work in establishing a demand for the more durable and practical lines of merchandise. Economy talks, explaining the economic advantages of thrifty buying and the curtailment of needless spending, will play a prominent part in the advertising of merchants in step with the times.

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We cannot trust our political affairs at the present time to anybody who happens to take an interest in them. Our responsibility is to know what is doing and to see to it that the right and fair measures are put across.

LOVE AND LABOR

When Love and Labor marry
The world will live in peace;
Then both will work together
And all our wars will cease.

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Some men are like merry-go-rounds. They travel a long ways, make a lot of noise, but never get anywhere.

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Remember, that buying is a fine art as well as selling. How do you buy? Do you follow the lines of least resistance or do you canvass the situation, get thoroughly posted, and take your discount?

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# An Illustrated Story Of An Error

**It Took 37 Men, 3 Women, 2 Boys and 8 Horses to Correct**

**Needless Mistakes Swell Overhead and Add to the Cost of Modern Business**

(Copyrighted by Jerry McQuade)

1. A Merchant desiring 1/12, writes order for "1 at $2.00 doz." instead of "1/12 doz." or "One Only."



**Carelessness in writing order.**

2. Wholesaler's stock clerk, being left to guess what dealer really desires, guesses 1 doz. and ships 1 doz.



**Guesses are usually wrong.**

3. Wholesaler's Bill Clerk enters charge for 1 doz. and mails invoice.



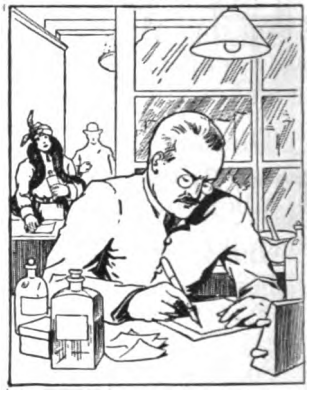
**Mistakes are passed along and accumulate.**

4. Merchant receives invoice showing larger shipment than desired. Gets mad.



**What you sow you reap. Start trouble and it will pursue you like a wasp.**

5. Merchant writes letter stating he will return 11/12 doz. when received.



**Wasting 5 minutes to repair what 5 seconds extra care should have prevented, has kept many a man poor.**

6. Goods arrive. Clerk removes 1/12 and re-packs 11/12 for return.



**Time needlessly employed is time lost. Time lost is money lost.**

We illustrate here everyday occurrences, which are by no means confined to the retail merchant.

The real root of the matter lies in the fact that the average boy or girl is not trained in the home. They are not taught to be thorough in their work, in their home duties, in their personal appearance, and when they go to school, the same laxity is observed in education.

The average graduates of the grammar school, or the high school, or the university for that matter, are most inefficient and careless in such small matters as spelling, punctuation and grammar. They are not trained to use their eyes or their ears.

One of the greatest handicaps of the growing generation is its lack of training and efficiency.

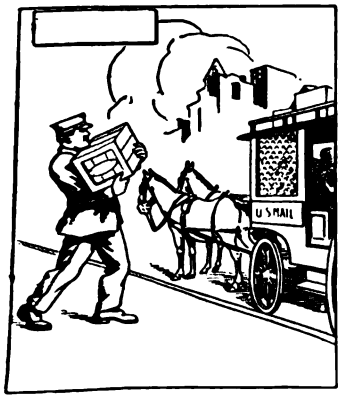
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7. Merchant telephones to post office to send parcel post wagon to call for 11/12.



**Spending 5 cents for an avoidable purpose is equivalent to throwing 5 cents out of the window—it's gone forever.**

8. Parcel post wagon picks up 11/12 and starts it back.




**Utilizing the energies of men in superfluous work saps the vitality of a nation in times like these.**

9. Clerk at post office cancels stamps and routes package.



**If prosperity is to continue, the ublic utilities and their employes ust not be burdened with non-sentials.**

10. Post office porter places 11/12 on mail wagon for delivery to train.



**The world cannot be fed and clothed unless each one helps correct the causes of railroad congestion.**

11. Railway mail clerk receipts for and sees that package is put off at destination.




**He who aids to clog the wheels of commerce, embarrasses a whole nation.**

12. Post office employees, horse and truck pick up package at railroad depot and carry it to nearest post office.




Every time human energy is diverted from useful employment, the world steps back instead of forward.

13. From post office another postal employee, horse and truck carries package back to jobber's warehouse.




A dollar frittered away through carelessness, is a dollar burned up.

14. Jobber's receiving clerk receives package and makes out receiving ticket in TRIPLICATE.



No man can add to another **man's expense of doing business, without adding to his own expense; the buck you pass comes back.**

15. Porter carries 11/12 back to jobber's stock shelves.



**Carting back today what was carted away yesterday, costs money, for which the man who causes that extra carting inevitably must pay.**

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16. Boy takes copy of 11/12 receiving ticket to wholesaler's claim agent.



**Save an unnecessary step and you save tuppence; waste a step and you waste tuppence.**

17. Claim agent orders file girl to dig out original order.



**When a man's time is consumed correcting other men's blunders, productive effort ceases.**

18. Claim agent calls stenographer to take letter to merchant explaining how the mistake occurred.

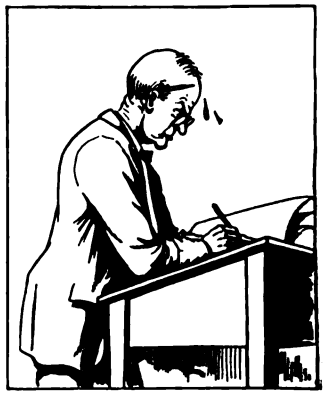


If the thoughtless could always see the mess they make and the trouble required to repair their thoughtlessness, I believe they would be ashamed of themselves.

19. Boy takes memo from claim agent to bookkeeping department, authorizing it to allow credit for returned merchandise.

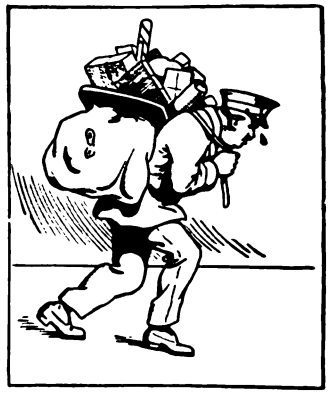


20. Bookkeeper enters credit for returned 11/12.



**Business is a matter of motions; increase the motions and you increase the expense; decrease the motions and you decrease the expense.**

21. Credit memo made out and mailed to merchant.



**The sum of human waste, the result of carelessness, if gathered together each year, would represent a fortune whose size would feed the world for 100 years.**

**See What Was Wasted**

1. Merchant had to waste his time writing a letter calling attention to the error.

2. Letter carrier had to waste his time carrying that letter from postal box to post office; clerk at post office had to waste his time sorting and routing letter; cancellation clerk had to waste his time cancelling stamp on letter; truck, horse and man had to waste their time carrying letter from post office to train; train postal clerk had to waste his time seeing that letter got off at right destination; another man, horse and truck had to waste their time carrying letter from train to post office in city of destination; postal clerk in that post office had to waste his time routing letter to station of carrier who delivers it; letter carrier had to waste his time carrying letter from post office to address of wholesaler—a clean waste of the labor of 8 men, 2 horses and 2 trucks.

3. Merchant's clerk had to waste his time repacking 11/12ths not needed.

4. Merchant had to waste his time, that of girl telephone operator, in telephoning to post office to call for 11/12ths and that of the postal clerk who took the message.

5. Parcel post man, 1 horse and 1 truck had to waste their time carting 11/12ths from store to post office.

6. Parcel post clerk at post office had to waste his time cancelling stamps, weighing and routing package.

**Blocking Mails and Railways**

7. Railway mail clerk had to waste his time receipting for, watching and putting package off at destination.

8. Railroad had to waste its space transporting 11/12ths at a time when transportation is already horribly congested.

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9. Postal employee at destination had to waste his time removing 11/12ths from car to parcel post wagon.

10. Post office had to waste the time of a driver, horse and truck to pick up 11/12ths at railroad and carry to post office and then another driver, horse and truck, their time to carry package from post office back to wholesaler.

11. Wholesaler's receiving clerk had to waste his time and stationery making out receiving ticket in triplicate.

12. Boy had to waste his time taking copy of receiving ticket to Claim Agent.

13. Porter had to waste his time carrying 11/12ths from receiving office back to stock room.

14. Claim Agent had to waste his time and that of 1 file girl digging up original order.

15. Stenographer had to waste her time typing dictated letter from Claim Agent to merchant, explaining how mistake occurred.

16. Eight employees, 2 horses and 2 trucks of the post office had to waste their time transporting that letter to the merchant.

17. Boy had to waste his time carrying memo to bookkeeping department authorizing issuing of a credit to careless merchant.

18. Bookkeeper had to waste his time entering credit in books for return of 11/12ths and making out credit memo to mail to merchant.

19. Eight employees of the post office, 2 post office horses and 2 trucks again had to waste their time forwarding that credit memo to Mr. Merchant.

**Actual Cost of One Error**

Altogether there was an inexcusable waste of the time and energy—that might otherwise be usefully employed—of:

37 MEN, 3 WOMEN, 2 BOYS, 8 HORSES AND 8 TRUCKS.

This error cost in dollars and cents:

| | |
|---|---|
| Time of 42 Men, Women and Boys at only 5c each | $2.10 |
| Time of 8 horses and trucks at only 10c each | .80 |
| Freight both ways on 11/12ths returned | .60 |
| Writing 3 letters, time, stationery, stamps etc., 20c. each | .60 |
| Merchant's telephone for parcels post | .05 |
| Total | $4.15 |

With loss of interest on merchandise in transit, risk of breakage, etc., added, there was thus a loss of $2.15 more than the total value of the goods shipped.

Who pays for this loss? You do.

But for inexcusable errors of this kind, the present business overhead would be lower and efficiency greater. If overhead is lower, you can do business for less money. If you can do business for less money, obviously you can make A LARGER PROFIT.

Therefore, and in conclusion:

Write your orders carefully.
Make them clear.
Look them over before you mail them.
Minimize errors.

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## MERCHANT RESPONSIBLE FOR STATEMENTS IN HIS ADVERTISING

A merchant is responsible for the statements he makes as to the quality of goods he sells, whether he is merely repeating the statement of a manufacturer or not. It behooves merchants, therefore, to be certain as to the accuracy of descriptions which are given by manufacturers whose integrity might be doubted.

The retail merchant is held responsible morally and legally (in most states) for the accuracy of the statements appearing in his advertising whether or not he merely quotes representations made by the manufacturer from whom he obtained the merchandise. In an interesting case in Minneapolis a clothier was arrested for advertising all wool shirts which were not all wool but were almost entirely cotton. As a defense he brought into court his bills from the manufacturers, showing plainly that these shirts had been billed to him as all wool, and he merely advertised them in the same way. The court held that that was no defense; that he should have known whether they were all wool, and unless he was absolutely sure of it, he should not have advertised them as such.

Of course if the retailer has knowledge that the manufacturer is wrong, and he goes ahead with a misstatement, that is a fraud clearly, and even if a retailer hasn't knowledge that the manufacturer is wrong and quotes a manufacturer without making some effort to check up, the retailer can be held responsible legally. The retailer is looked upon by the buying public as a specialist and expert in the various kinds of merchandise which he sells and the public relies upon him to set out all of the facts truthfully with respect to his merchandise and holds him responsible—and has a right to hold him responsible. The public has a right to believe exactly what it reads in advertising and to act upon that belief.

The retailer is responsible for all of the statements appearing over his signature in advertising. If he does not know that they are misstatements, he should make it his business to know.

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Instead of finding fault with the pessimistic attitude of the people with whom you associate, see what you can do to make them optimistic by showing your own optimism.

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# Treating Customers Alike

**How Often Do Your Customers Have Such Experiences?**



"Joe, I wonder why that man walked out without being waited on?" Ed Miller was puzzled. "I intended to go to him in another minute; and I supposed he saw that I was busy."

Joe Bates, a genial traveling man and universal friend of store salesmen, paused a moment before replying.

"Well, Ed, he acted quite naturally. I believe I'd have done the same thing myself."

"What?" demanded the clerk. "Haven't you got patience enough to wait until a clerk finishes with another customer?"

"Yes, I always wait until he finishes with the customer ahead of me. But if he deliberately skips me, then I'm apt to walk out just as this man did."

"Then you think he left because I stopped to hand Mr. Smith that hammer?"

"I am sure he felt you were showing a preference in waiting on Mr. Smith first."

"But Smith was in a hurry," defended Ed. "And besides, it took only a minute."

"Perhaps this man was in a hurry himself; how do you know? And when you did not go to him, he had no chance to tell you. Instead you stopped to wait on Smith and left the other man waiting. Do you think that was fair?"

"No, " confessed Ed, "when you put it that way it doesn't seem fair. But I did it because I knew it wouldn't take a minute to sell the hammer; so I stopped to hand it to Mr. Smith."

"I know, Ed, you didn't intend to show partiality, but your action was easily misunderstood. You simply tried to wait on two customers at once. That generally leads you into difficulties. A customer demands undivided attention from the clerk, just as you wish it from the buyer. You cannot sell a man satisfactorily if he is trying to divide his attention between what you are selling and something else. When you obtain his undivided attention you generally realize results.

"The same way, the buyer likes to have the salesman show him the same interest in return. But if you attempt to wait on another customer while making a deal, you will find that the first party will suddenly lose interest and leave without buying.

"In this case you had a prospective customer who naturally should have received your services by right of priority. Instead you leave him wait until you accommodate another customer who came in afterwards.

**Wait on Customers Strictly in Their Turn**

"While you claim that the newcomer was in a hurry and you knew it would take but a minute, that does not help matters in the case of the man who walked out. He does not know the conditions which existed and all he had to judge by was your actions. To all appearances you evidently preferred to wait on Mr. Smith first. That made the other man feel that perhaps you were indifferent about his patronage."

"But I wasn't," protested the clerk. "In fact I had already started to go to him when Smith rushed in."

"Alright, after starting toward him and then stopping made it seem worse. The most you could have done was to at least go to him in his turn. Then if possible excuse yourself to hand Mr. Smith what he wished. In that way you could have explained that Smith was in a hurry and no doubt the man would have readily granted you the favor. Or on the other hand, if he was in a hurry himself, he would have had a chance to tell you and thus prevented any chance of a misunderstanding.

"Your intentions were alright, but it is easily seen that a customer cannot tell what a clerk's intentions are. All he can do is judge from your actions and attitude; and this man no doubt misunderstood your intentions.

**A Customer Lost for All Time**

"You see, he could not tell that Smith desired nothing else besides the hammer. He may have imagined that Smith would need several other things and that necessarily meant another long wait. So rather than bear what he considered an imposition he walked out of the store without buying."

"And the store lost a sale," added Ed.

"Yes, not only one sale, but who knows how many future sales? If this man went on down the street to another hardware store and received instant attention it will have a great influence on all his future purchases. He knows that at one store he failed to receive attention and at the other place he was treated with promptness and courtesy. Therefore, his future buying will go to the latter merchant,"

"You're right, Joe. I suppose I depended too much on speed. But trying to speed up a sale by splitting your attention never pays. You seldom please both customers and generally you displease both."

"That's it, Ed. But constant study of customers will give you foresight and ability to handle cases like this. There are men who don't mind being skipped and there are those who do. Now how is a clerk able to tell? He can't. All he can do is to work on the basis that all customers object to being waited on out of their turn. That is the safest rule to follow and it is the fairest.

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**Giving Your Undivided Attention**

"All these points may seem trifling at first glance. But when you stop to think of it, they are the little things that all go together to make larger sales and create a better feeling between you and your customers.

"I know a clerk who has a reputation among people for his thoughtfulness. If a woman comes in the store and he sees that she is troubled with several small parcels, he kindly wraps them all into one bundle so they may be carried easily. This seems a small action in itself; but the customer always remembers, and on her next visit this lady waited patiently until this same clerk could wait on her.

"So the clerk who pays attention to these small details is the one who wins out. He will make it a point to give each customer his entire attention and see that complete satisfaction goes with every sale. And when he shows no preference or partiality in waiting on the trade, he will soon be recognized by his customers and they in turn will reciprocate by boosting his daily sales."

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## DAN McGANN AND UNCLE SAM

Said Dan McGann to a foreign man who worked at the self-same bench,
"Let me tell you this," and for emphasis, he flourished a Stilson wrench,
"Don't talk to me of this bourjoissee, don't open your mouth to speak
Of your socialists or your anarchists, don't mention the bolsheveek,
For I've had enough of this foreign stuff, I'm sick as a man can be
Of the speech of hate, and I'm tellin' you straight that this is the land for me!"

"If you want to brag, just take that flag an' boast of its field of blue,
An' praise the dead an' the blood they shed for the peace of the likes o' you.
I'll hear no more," and he waved once more, his wrench in a forceful way,
"O' the cunning creed o' some Russian breed. I stand for the U. S. A.!
I'm done with your fads, and your wild-eyed lads, don't flourish your rag o' red
Where I can see, or at night there'll be tall candles around your bed."

"So tip your hat to a flag like that!
Thank God for its stripes an' stars!
Thank God you're here where the roads are clear, away from your kings and czars.
I can't just say what I feel today, for I'm not a talking man,
But first an' last, I am standin' fast for all that's American.
So don't you speak of the bolsheveek, it's sick of that stuff I am,
One God, one flag is the creed I brag! I'm boostin' for Uncle Sam."

## TRUE AMERICANISM

Governor Coolidge of Massachusetts earned the eternal gratitude of every true American who believes in the preservation of law and order in his stand in the police strike in Boston some time ago.

Here are some of the things Governor Coolidge believes in:

No man has a right to place his own ease or convenience above his duty to the state.

The action of the police in leaving their posts was not a strike, but desertion.

We cannot think of arbitrating the government.

The government of Massachusetts is not seeking to resist the lawful action or sound policy of organized labor. It is seeking to prevent a condition which would at once destroy all labor unions and all else that is the foundation of civilization.

We need more of the office desk and less of the show window in politics.

Let men in office substitute the midnight oil for the lime-light.

We need forever to remember that representative government does represent. A careless, indifferent representative is the result of a careless, indifferent electorate.

The people who start to elect a man to get what he can for his district will probably find that they have elected a man who will get what he can for himself.

Do the day's work. If it be to protect the rights of the weak, whoever objects, do it. If it be to help a powerful corporation better to serve the people, whatever the opposition, do that.

Don't expect to build up the weak by pulling down the strong.

Don't hurry to legislate. Give administration a chance to catch up with legislation.

We need a broader, firmer, deeper faith in the people—a faith that men desire to do right, that the commonwealth is founded upon righteousness which will endure, a reconstructed faith that the final approval of the people is given not to demagogues slavishly pandering to their selfishness, merchandising with the clamor of the hours, but to statesmen, ministering to their welfare, representing their deep, silent, abiding convictions.

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The scientist isolates a single germ and studies it. Perhaps he makes that germ the pivot of important experiments. If you are selling goods or service. isolate the outstanding point or points of superiority, and stress them to the public. No one else will do your work for you in this particular, unless you do it yourself. And doing it may mark the difference between success and failure.

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A needed friend is rarely a friend in need.

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# The Woman Behind the Counter

**As a Member of the Sales Force She Will Bring You Women Customers and Her Taste Will Mean Dollars to You**

ADD a woman clerk to your sales force, Mr. Hardware Man, if you would increase your sales.

Did it ever occur to you that the glaring inequality in the sales of your various departments might be due to some deficiency in your sales force?

Are the sales in your household department keeping pace with your more strictly men's lines of hardware, such as tools, builders' supplies and the like?

Are women among your regular and frequent customers?

Pause a moment and take stock of the personnel of your sales force, and then of your patrons. Check up the latter—a man for a woman—a woman for a man. They should balance pretty evenly, for your shelves are filled with articles that help to furnish every home in the land.

You yourself are best aware that they do not balance. You have been casting about for the reason. It is simple. The next woman you meet will give you the answer off-hand.

A hardware store, from time immemorial, has been considered a man's store. Its wares are arranged by men and to suit men, and the overcrowded shelves of cooking utensils, the dark corner given over to crockery and electrical appliances might appeal to men if men purchased these articles, but it happens that the American woman is purchasing agent for the American home and the sooner the hardware merchant realizes this the better.

If women do not buy at your store they do not buy at the next hardware store down the block, but they walk two, four, or six blocks to the nearest department store carrying a hardware section.

Considering that women are more careful buyers than men and more particular as to where they buy, it is of the utmost importance to know just why they pass you up for the department store.

The answer was very cleverly found and acted upon by one of the leading hardware merchants of Iowa. Describing his discovery he said:

"I had naturally been carrying household goods—selling a lot, too—but not enough. My salesmen were efficient, polite and understood hardware. Yet I realized that my store was not patronized by women as it should be. Shortly after this I happened to pass through the hardware section of a large department store and found women selling not only the smaller household utensils, but stoves, ice chests and washing machines and putting up a convincing selling talk.

### Woman Heads Household Department

"That was enough. I looked about until I found a capable, intelligent woman and placed her in charge of the household department. We made changes to suit her—brought all the utensils pertaining to the keeping of a house in one section of the store, built a model kitchen, a section for demonstrations, arranged counters and display tables, and she did the rest.




**A woman understands the psychology of women better than mere man, especially when it comes to selling household appliances.**

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**Most women like to be shown, and naturally a woman can explain the uses of anything used in the home better than a man.**

"Somehow, that department at once took on a homelike look. The chilly, aloof atmosphere was gone and it positively made you feel cheerful to step into it. Today she has a staff of several women clerks.

"Did it pay? Well, rather. A glance at my monthly accounts will prove that. Best of all, my store, for years catering to men only, has become as popular with the fair sex as a department store, and that's saying something."

What this merchant did, you can do.

Add a woman clerk to your sales force. Women like to trade where there are women clerks. One woman knows just what the next woman wants to know about the article she is buying, because housekeeping and home-making are common experiences among all classes of women and of perennial interest.

Do not forget that an intelligent saleswoman can create a homelike atmosphere and dispel that galvanized air in a hardware store which is always so distressing to women who invariably trade where things are congenial.

**The Cheery, Homelike Touch**

This is the prime reason why the department store is so popular. Even the British Drapers' Association during their recent tour of this country stated that the most important thing learned in their survey of American stores was the cheerfulness and capability of the American saleswomen.

Again—a woman is invaluable in suggesting attractive window displays and unique methods of showing goods. The blue and white enamel or the aluminum kitchen utensils, the heavy yellow bowls and the glass cooking dishes are wonderfully fascinating to every housewife, but not in motley piles on shelves or tables. Arranged in an interesting way with the proper setting no woman can resist them.

Her taste will also mean dollars to you in the arrangement of your garden tools, sporting goods and even in the display of your tacks and nails.

If she ties on a little price card, do not object—and bless her if she sets up a series of black figured price cards such as they have in the department stores. For women wander on from flour sieve to vacuum cleaner if they are guided by a string of prices—which they would never stop to inquire.

A saleswoman may also prove a boon in helping you select your stock of household goods. She has an intuitive knowledge of what the average woman will buy. She will regard convenience, price and where possible attractiveness of the article to be purchased. Women buy what pleases the eye, what fits the purse and what lightens labor. So, add a woman clerk to your sales force if you would increase your sales.

## THE "SING" IN MERCHANDISING

One out of every 100 people in the United States earns his living by retailing, according to Jesse M. Joseph of Cincinnati. In other words, there are more people in retail selling alone than in any other line of endeavor, except agriculture. Yet, after twenty years roll around out of every 100 who have embarked in retail storekeeping, less than five still have their names over the door.

The financial agencies show that 15,000 retailers fail each year, and 85% of them—12,250—did not advertise. Yet, the outstanding reason for the failure of more than 50% of these was over-buying. Over-buying means too much "stick-stock."

If profits lie in quick turnovers, and failures are avoided by having money in the bank—and advertising will not only dispose of surplus stock but also bring in the money to put in the bank. Not only the advisability but also the absolute necessity of advertising is apparent.

Some remember when there were practically no mail order houses. Some remember the time when all the mail order houses together (and it was less than 10 years ago) did not do 4% of the retail business in the United States.

Of the $15,000,000,000 worth of retail business done annually now, the mail order houses do $1,500,000,000—10%.

They do it by advertising.

The mail order houses and the department stores who advertise do more than 25% of all the retail business done in America and their proportion is growing all the time. Yet, altogether they only represent 30,000 of the retail stores in the country, or about 3%.

Advertising is that force which puts the "busy" into business and the "sing" into merchandising, and takes the "sin" out of both.

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## KING OF THE SOUTHERN JOBBERS

Although the Southern Hardware Jobbers Association elected George D. King as their president, they are not returning to a monarchial form of government, but only recognizing the ability and accepted the leadership of one of the most faithful, substantial, long standing members of the Southern trade.

Thirty-five or forty years ago George King founded the King Hardware Co. at Atlanta, Georgia, and ever since that time he has been the active head of the institution, until now he is the leader of the whole Southern trade.

It is Mr. King's rather novel boast that in all of that time he has not learned the hardware business, but that he does make it his business to know men. He has studied men and knows them better than they know themselves sometimes. This has enabled him to create an organization to carry on the work successfully when he is away, and he seldom ever leaves his address when he is gone.

It is this same ability to know men, to work with them, to play on the right cord, that makes him a leader among his fellow hardware men in the affairs of the Association.

In his business he has made it his aim from the start to do more and better work than any member of his organization. It is this spirit on his part that has put him at the top of the organization, and no man gives closer attention to business than he does. He attributes his preeminent ability to work to his preeminent ability to play, and when he sees the danger signal of overwork, he goes to Europe, Asia, or Alaska for one or two months to engage in hard play and recreate himself for more hard work.

The King Hardware Co. was established in Atlanta in 1884, with an investment of $20,000. Since that time it has grown until now there is something over a million dollars in capital. The company has earned practically all of this increase for itself, and the growth and strength of the company are due very largely to Mr. King's efforts.

The King Hardware Co. was one of the first in the trade to break away from the staple lines of hardware. From the very start they realized the possibility for a jobber as well as a retailer dealing in such items as stoves, tinware, enamelware, watches and other goods not carried in the regular hardware stock.

"King-Bee" is a brand known throughout the South, and why? Because it represents an institution which is animated with a spirit of hard work, aggressive methods and the ability to know and please men. It is this spirit which has its source in the personality of George D. King.



## L. S. STARRETT'S 84TH BIRTHDAY

"Ad astra per ardua," the motto of the British Flying Corps, has become literally true in the case of Leroy S. Starrett, president of The L. S. Starrett Company of Athol, Mass., who recently celebrated his 84th birthday by a "trip to the clouds" at St. Petersburg, Florida.

## THE SOUTH PRODUCES THE FOLLOWING

| | | | |
|---|---|---|---|
| 100% | of | our | cane sugar. |
| 100% | " | " | peanuts. |
| 92% | " | " | sweet potatoes. |
| 90% | " | " | rice. |
| 90% | " | " | early vegetables. |
| 60% | " | " | grain sorghums. |
| 45% | " | " | peaches. |
| 45% | " | " | poultry. |
| 35% | " | " | citrus fruits. |
| 33% | " | " | eggs. |
| 30% | " | " | apples. |
| 25% | " | " | butter. |
| 25% | " | " | sugar. |
| 24% | " | " | milk. |
| 40% | " | " | hogs. |
| 35% | " | " | cattle. |
| 20% | " | " | wheat. |
| 18% | " | " | white potatoes. |
| 18% | " | " | hay. |
| 100% | " | " | bauxite. |
| 100% | " | " | barytes. |
| 100% | " | " | fuller's earth. |
| 99% | " | " | sulphur. |
| 99% | " | " | phosphate rock. |
| 90% | " | " | aluminum. |
| 60% | " | " | graphite. |
| 56% | " | " | natural gas. |
| 56% | " | " | natural gas (gasoline). |
| 50% | " | " | petroleum. |
| 45% | " | " | asphalt. |
| 33% | " | " | lime. |
| 33% | " | " | pyrites. |
| 33% | " | " | talc and soapstone. |
| 32% | " | " | coal. |
| 24% | " | " | lead and zinc. |
| 22% | " | " | coke. |

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## MARKETING HOUSEHOLD LABOR SAVING SAVING APPLIANCES TO THE HOME MANAGER

(By E. L. Bennett, Sales Manager, The Airway Co., Toledo, O.)

A number of years back, to be exact thirteen years ago, I was forcibly impressed, encountering an old-time house to house salesman trying to interest women in the purchase of an electric vacuum cleaner. And in those days selling a vacuum cleaner or a washing machine to the housewife was perhaps to be compared today with trying to interest a business man in the purchase of a commercial aeroplane for his everyday use. He, the business man, could comprehend that the near future, no doubt, would be provided with a much faster mode of travel, the aeroplane, but to him was only a vague idea, yet, he believed it was the coming thing.

So did the housewife believe that to save labor in her home some day she had to have an electric vacuum cleaner or an electric washing machine, ironing machine, etc.

Seemingly the price was prohibitive. In fact, like most all purchases of that kind she figured first cost. Not having been educated to the theory that such an appliance to cost, say, $75.00 or $100.00 should be spread over a term of years.

Today, thanks to worthy competitors, intelligent engineers and unselfish capital, we meet a different condition, i. e., instead of the housekeeper dressing up up like a nurse tending a contagious disease case, to to do the old-fashioned cleaning with broom and dust pan and trying to brush and beat and pound the rug in the back yard, we have on the market many creditable electric suction cleaners, and, in the past three years the manager had advantage of these privileges to review a number of striking proprieties to solve the house cleaning problem.

The dealer of today who sells labor-saving appliances is fortunately connected with twentieth century merchandising plans, developed by the manufacturer. However, many of our most ingenuous sales plans have been defined by the men on the firing line and the salesman or a house-to-house canvassman. Thanks to publicity he may take up most any magazine and find striking advertisements forcibly telling the housewife of the many ways to save labor in her home.

It was my privilege not long ago to call on one of our distributors in the middle West and witness a most interesting demonstration and sale of our cleaner in competition with a salesman selling Victrolas. The cleaner salesman argued that the Victrola was as necessary in the home as his cleaner; it performed a function necessary to the enjoyment of the family. He most forcibly pictured to the housewife the labor that she would save and money she would save by having her home thoroughly sanitary and satisfactorily cleaned by his cleaner and the saving, as compared to sending her rugs out and having them cleaned by a process which would not only pay for the cleaner in time but afford additional money to pay on her Victrola. As a consequence, owing to the salesman's forcible sales arguments, the lady of the house purchased not only the Victrola. but the cleaner.

Don't "give up the ship" simply because the housewife had purchased some new piece of furniture or any other appliance for her home. Women, today, are managing their homes as husbands manage their business, along mechanical scientific lines, and we are not sure but what the housewife is doing a better job managing her home than some business men managing the business.

We, as a company, through our sales department, try to impart to the dealer the necessity of not only having his organization well informed on our product, but to never be content to simply sell the housewife and let the sale drop after having received her money. The shrewd merchant will by all means make a friend of this purchaser in order to procure other sales.

A plan was put in effect by one of our dealers to have his electric shop associated in the minds of his community as a house of service. Nothing was seemingly too laborious for him or his organization to comply with, with regard to information and service to anyone. This dealer I have nicknamed a "Go Getter." He conceived the idea by putting in six electric sewing machines, nicely arranged on sewing tables and then sent special invitation to the Ladies Aid Society of one of his local churches, stating that they were at liberty to visit his store on this certain date and to bring their sewing. All churches do more or less for foreign missions, etc. He further stated that at noontime he was going to extend to them a buffet lunch. He took particular pains to arrange his store attractively, with articles displayed in such a manner that each of the ladies present might literally demonstrate these various articles.

For instance, in the center of the room was a rug, size 10x12 and at either end were two types of vacuum cleaners. The coffee that was served at luncheon was made in an electric percolator; the ices served were made in an electric refrigerating outfit; a very tempting dish was prepared in an electric chafing dish.

A report from this dealer states that the advertising derived and the actual sales were gratifying. Each of these ladies will always remember Mr. Dealer as an unselfish one.

### Human Nature and Satisfaction

To my mind selling is human nature treating with human nature, and we shall be confronted with two classes, those that are to be pleased and those pleased. Both are necessary and the firm and distributor's foe is the dealer who doesn't regard and is not able to ascertain the true meaning of satisfaction.

It isn't necessary at this time in the twentieth century to employ the old-time method of canvassers, approaching the housewife on the front porch and in order to hold her attention push the foot in the front door so that it may not be closed in their face. The dealer today operates his campaign for reaching the housewife in an intelligent manner, so forcibly that she cannot help but be interested and the salesman appeal to her.

There are many elements that make a successful merchant. I believe the first requisite is cleanliness, appearance, his ability to state quite forcibly a straightforward story, to be absolutely sold himself on his proposition, and to know the personnel of his company. To know just how far he may go with regard to promising service, to never promise anything to the housewife that he cannot back up. There are some dealers today who, in order to make sales, will promise anything and give nothing.

A bit of advice was given to the writer shortly after his school days from a man he believed in—his father. The advice that he gave to me that day I have never forgotten and which upon close analysis will fit any instance or case in any kind of business, anywhere:

### Sunshine and Diplomacy

First—No matter how thin the roof, the sunshine cannot penetrate, therefore it behooves us all to take this sunshine in the front door with us but never take it out; leave it there.

Second—That it takes two or more people to enter into conversation and make for all a quarrel. If you be the one, be the first to withdraw diplomatically and end the quarrel.

Too many salesmen today think only in terms of how much commission they are going to receive. They will not put their thought towards constructive selling. In other words, a quick analysis of your prospective purchaser and the determination to sell, these factors are necessary. Salesmen of these times are born and not satisfactorily taught. I believe it is impossible to take any man of the average type unless he be interested more or less in selling and materialize him into what is termed a "salesman."

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To my mind the definition of a real salesman is simple, but I believe to have the true meaning that the word "man" should come before "sales," because after all it takes a man in more ways than one to be a true salesman. If he be a man first, he can acquire sales ability after. A good many of us could hitch the word "sails" to our men because we are quite likely to sail over matters that are seemingly trifles.

## GROWING SUPPLY HOUSE AT BOISE

The Idaho Hardware & Plumbing Co., Ltd., Boise, Idaho, is rapidly extending the scope of its organization, so that at the present time it is largely a wholesale institution. Representatives of the company call on the trade in southern Idaho and eastern Oregon, and if present conditions maintain and the growth of the company is as rapid as it has been during the past year, it will be necessary to double the sales force before another year is over.

The company specializes on its stock of sheet metal and mining supplies, besides plumbing and heating and general hardware lines. The officers of the company are as follows: J. D. Jones, president; J. R. Luck, vice president; R. K. Davis, vice president; S. T. Davis, treasurer, and W. H. Whyman, secretary.

## AIRWAY'S ATTRACTIVE ANTICS

Strange things happen these days. It's hard to believe some of them—but when a man shows a broken window, a big car, and a vacuum sweeper and tells you that he was demonstrating the sweeper in the window, the car standing at the curb on the outside, and the suction of the sweeper drew the car through the window—what are you going to tell him?

This is the story that's being told on "Shorty" Byers of the Up-to-Date Furniture Company at Pittsburg, Kans.

It seems the Up-to-Date had a window display of "Air-Way" vacuum sweepers, and a party came in to look at them. Mr. Byers was showing how the "Air-Way" will pick up money the same as dirt, when a 7-passenger care standing at the curb began moving towards the window, jumped upon the curb, across the sidewalk, bumped up against the stone foundation of the window and right through the plate glass front into the window.

The prospective customer is said to have written a check for the "Air-Way" and autoists are warned to chain their cars to telephone posts.

## THE LOST DISCORD

Seated one day at the organ,
I was waiting for Dr. Carl
To straighten a pedal passage
That tied my feet in a snarl.
I know not what I was playing,
But that did not worry me,
Though I struck one snag of music
Which was not in any key.
It flooded the crimson twilight,
With fears of a lingering death,
And floated away into silence
Before I recovered my breath.
It seemed the harmonious echo
Of filing a dozen saws;
It ruptured the golden silence,
Without any apparent cause.
I seek, but I seek it vainly,
That one lost chord of pain,
Which came from inside the organ
And drove me quite insane.

## MEN WANTED

If there ever was a time when real, true men were needed in public offices and in public life, that time is now. There is real need for business men instead of politicians in directing the government.

We have experimented with theorists, dreamers and idealists, and if we have learned anything from them we have learned a hundred times more things that we want to avoid in the future, and one of the most important is to beware of the shrewd scheming politician who, to hear him talk and interpret the thought of the people, possesses all the attributes of the superman—everyone who disagrees with him is of necessity vile and unworthy. Beware of him who is possessed of such scrupulous honor that if his every wish is not fulfilled he instantly condemns his opponent as wholly dishonest.

The majority should rule and any man, high or low, who thinks his commands must be obeyed merely because he says so, is surely doomed to be disillusioned.

God give us men; a time like this demands
Strong minds, great hearts, true faith and ready hands;
Men whom the lust of office does not kill;
Men who possess opinions and a will;
Men who have honor—men who will not lie;
Men who can stand before a demagog,
And damn his treacherous flatteries without winking!
Tall men, sun crowned, who live above the fog
In public duty, and in private thinking:
For while the rabble, with their thumb-worn creeds,
Their large professions and their little deeds,
Mingle in selfish strife, lo! Freedom weeps,
Wrong rules the land, and waiting Justice sleeps.

—J. G. Holland.

## WESTERN WINCHESTER WOMEN

Among the officers and dircetors of the recently formed Women's Auxiliary of the National Association of Winchester Clubs, are the following women:

President, Mrs. J. W. Tilton, Carlisle, Ky.; first vice president, Mrs. F. B. Lomas, Cresco, Iowa; second vice president, Mrs. W. C. Cole, Bethany, Mo.; third vice president, Mrs. J. L. Smith, Sacramento, Cal.; treasurer, Mrs. W. R. Sloan, Logan, Utah; secretary, Mrs. S. W. Dimick, New Haven, Conn.

Board of Governors—Texas, Mrs. V. A. Kelley, Santa Anna, Texas; Louisiana and Mississippi, Mrs. J. T. Jordan, Kinder, Louisiana; Georgia, Florida and Alabama, Mrs. S. S. Brown, Rochelle, Ga.; North and South Carolina, Mrs. D. W. Richardson, Wilson, N. C.; Virginia and West Virginia, Mrs. R. E. Baldwin, Graham, Virginia; Arkansas, Mrs. E. E. Mitchell, Morrillton, Arkansas; Oklahoma, Mrs. J. U. Smith, Clinton, Okla,; Michigan, Mrs. Charles Gartner, Weingott; Minnesota, North and South Dakota, Mrs. A. J. Smith, Harriston, N. D.; Wisconsin, Mrs. W. E. Fitzgerald, South Milwaukee; Tennessee, Mrs. F. L. Spain, Murfreesboro, Tenn.; Kansas and Nebraska, Mrs. F. L. Klein, Beatrice, Neb.; Colorado, Wyoming and Montana, Mrs. A. L. Branson, Trinidad, Colorado.

At a recent meeting of the merchants of Washington County, Oregon, the popular proprietor of the Fendall Hardware Co., Forest Grove, Oregon, was elected vice president of the association, which was formed for mutual benefit and cooperation.

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## A FAMILY OF FORGERS

Workers in all trades used to be organized in "crafts" or "guilds" and often skill in a craft was handed down from father to son, through generations. Thus whole families would be shoemakers, or weavers, or blacksmiths, or artisans at any other trade. The trade was hereditary and great skill and proficiency and pride were developed by the group.



GEORGE F. KONOLD, SR.



GEORGE F. KONOLD, JR.

**Shoulder to shoulder, back to back, they work enthusiastically together, making a fine team, and proud of their profession of "A-1 forgers."**

With the coming of machinery, the "guild system" was pretty largely abandoned, so that it is rare nowadays for a family from generation to generation to confine itself to a certain craft. When, however, an industry or trade or a profession is developed and passed along through the generations of a family, at the present time, it is all the more notable and very often such industry or organization is all the more solid and proficient.

As far back as the sixteenth century the Konold family have been identified with iron forging, generation after generation. For several centuries the seat of the family activities was Frankfort, Germany. About the middle of the last century, Christ Konold came to the United States as a lad 14 years old, and after working in Connecticut with the Collinville Axe Company, he moved to Pittsburgh in 1868, where he became one of the organizers of the Kloman & Berkley Company, tool makers. The company was soon reorganized as the Iron City Tool Works and Mr. Konold was superintendent.

His son, George Frank Konold, was born in New England in 1864, and like his father he grew up as an iron forger. When he was fifteen years old he went on duty in the plant of the Iron City Tool Works, first as a helper, then as a hammersmith and then through every branch of the forge industry. When his father died in 1888, he was 24 years old, and he succeeded his father as superintendent of the Iron City Works, holding the position for 23 years.

### Warren Tool & Forge Co. Is Outgrowth

The present Warren Tool & Forge Company was organized in 1911 at Warren, Ohio, by George F. Konold, his brother, M. J. Konold, and Jas. D. Robertson of Pittsburgh. These are the present officers of the company, Mr. Robertson being president, J. M. Konold, vice president, and G. F. Konold is the general manager and treasurer.

The company is known throughout the United States, and beyond its borders, as great manufacturers of picks, mattocks, hoes, hammers, sledges and other tools for mining and railroad work and blacksmithing.

George F. Konold is one of the leading figures in the iron and steel industry, for he is also an officer of the American Block & Mfg. Company, and the General Malleable Company of Warren, and is a director of Tri-State Foundry and Machine Company of Wellsburg, West Virginia.

Carrying on the tradition of the Konold family, his eldest son, George F. Konold, Jr., is at present secretary of the company and is learning the business to succeed his father. Two other sons are still in school, but we believe that they will prove true to the trust and heritage and take up the traditions of the Konold family as forgers.

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## PROCTOR CARR WITH McDOUGALL-BUTLER PAINT CO.

McDougall-Butler Co., Inc., paint and varnish makers of Buffalo, N. Y., have just elected as vice president and treasurer, Proctor Carr, known in the saddlery trades, having been for many years sales manager and director of the U. S. Hame Company of Buffalo, and president for three years of the Associated Manufacturers of Saddlery Accessories.

From now on Mr. Carr will give his entire time to assist in the development and further growth of the paint and varnish business of the McDougall-Butler Co., Inc.

The company was founded thirty-three years ago, and has operated continuously throughout that period, enjoying a splendid reputation for the quality of its products and integrity in its relationship to the trade. It is to be congratulated in attracting to it and acquiring the services of Mr. Proctor Carr, who leaves a splendid record behind him in the saddlery field.

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The Beasley Hardware Co., Stamps, Arkansas, has increased its capital stock from $10,000 to $25,000.

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# "WHAT POLICY SHOULD MERCHANTS PURSUE?"

## PREPARING FOR THE DAY THAT MAY COME

Editor HARDWARE WORLD:

There is no question but that prices must eventually come down. How soon this will be none can forecast with certainty, but it is well for the trade to take into consideration that eventually probably all of us will have to share some loss when the market begins to recede.

**Wise Merchant Has Provided for This**

Do you know that the average jobber in normal times, especially where he is removed from the factories, has approximately $250,000 invested in goods which are in transit, bought and paid for, but not received? It would be more nearly correct to say that this amount now is from $750,000 to $1,000,000.

Another thing to be borne in mind is that the interest on one's investment is now on a basis of 8 to 8½ per cent interest, against the former rate of 5½ to 6 per cent. Now when goods begin to recede in price there is bound to be a loss. We, ourselves, have laid aside half a million dollars, knowing that eventually there must be a loss, and this is to take care of this inevitable loss.

But a growing business is a paying one, and in proportion to the business he does, the retailer must bear in mind that it is best to play safe, to keep his stock down to a minimum. Buy often as he needs the goods, but not load up, do not be influenced by larger discounts. Retailers are the safety valves of the hardware trade. They must not speculate for the welfare of the trade lies in their being sane, sound and solvent.

———— HARDWARE CO.

## MUST HAVE MATERIAL TO FILL ORDERS

Editor HARDWARE WORLD:

We have ordered and received sufficient material of all kinds to assure us of reasonable production for a year. While this may seem risky considering the high price of material and its threatening fluctuations, we conclude it is best to have the material and thereby continue manufacturing, as by so doing the orders received from our advertising and salesmen's efforts can be filled within reasonable time after receipt.

Salesmen's salaries and advertising costs are losses unless manufacturers reap the results of their work by filling their customers' orders within a reasonable time after received.

In order to prevent any lack of business coming to us in the future through a possible panic or general business depression in this country, we have developed a large export business all over the world on the theory that all countries cannot go wrong at one time. Consequently the aggregate domestic and foreign business assures us of volume and turn-over sufficient to use up the material contracted for and purchased and guarantees the employment continually of our workmen.

To sum up, we believe it best to obtain necessary material regardless of its high cost to assure production and delivery and also guarantee your business of volume and turn-over. The necessary volume and turnover of business can be obtained, by consistently extending the selling efforts to the foreign field. We realize that our policy may not be practical in all manufacturing businesses as the nature of the manufactured goods must be taken into consideration as regards both the usefulness and necessity of same. In our own business our policy as explained in this letter has proved very practical and brought ideal results.

Yours very truly,

MACHINE APPLIANCE CORP.,

Brooklyn, N. Y. Robt. H. Boylan, Mgr.

## BE READY FOR NEXT YEAR'S BUILDING

Editor HARDWARE WORLD:

Your letter of July 26th with reference to our views regarding the prices which should govern the trade in making their purchases and in placing their orders and specifications during the coming season has been received.

While the Trade News indicates that in some lines there has been a considerable recession in business with many cancellations, there has been very little indication of any change in the hardware business except that the orders are in smaller volume, which is seasonal and quite natural for this time of year.

With the large amount of unfilled orders on the books of manufacturers and the great need for buildings, some of which must be satisfied, it looks to us as though the wise course to pursue for the merchant, either retail or wholesale, is to endeavor to carry a fair stock of goods.

Very truly yours,

SARGENT & COMPANY,

New Haven G. F. Wupert.

## ORDER STAPLE GOODS WELL IN ADVANCE

Editor HARDWARE WORLD:

We look for considerable transportation difficulties, when crops really begin to move in large quantities. And we believe that there will be trouble of this nature simply because of the shortage of freight cars. This will mean that many wholesalers and retailers who do not place orders for immediate delivery will very likely have to wait considerable time later on before their requirements can be cared for.

We believe that it is advisable to order staple goods well in advance, for immediate delivery. While prices may fluctuate and probably will on some articles, it is much better to take this risk rather than to run entirely out of goods with the very probable disappointment of customers and consequent loss of trade.

Cordially yours,

Norwalk, Conn. CLOVER MFG. CO.

## CURTAIL CREDITS AND RESTORE DOLLAR'S VALUE

Editor HARDWARE WORLD:

Without a doubt the proper way for all merchants to handle their buying is to buy frequently and in small enough quantities to insure the largest turnovers on the smallest investments. Under present conditions, however, we do not think it possible for any merchant following this rule to have goods in sufficient quantities on his shelves to insure a sale of sufficient size to make his business profitable and, therefore, the proper method of conducting business a few years ago would not be practical at the present time. For all merchants must today take into consideration the scarcity of goods and the extremely poor service rendered by the railroads, and he should also go over his stock very carefully and quite frequently with a view of disposing of slow moving goods, for if he is unable to dispose of the poor selling items now we fear they will remain with him forever.

We have been doing business in an unbusiness-like manner as far as credits are concerned for some time and as a result a dollar of today is only equal to about 40c of 1914, and in order to get business on a substantial foundation the present value of the dollar must be increased and there is perhaps no better way to restore the dollar to its normal value than to curtail credits. However, there is plenty of money to take care of all business requirements, but speculation should be stopped.

Yours very truly,

BUHL SONS COMPANY,

Detroit, Mich. A. H. Nichols, Asst. Gen. Mgr.

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# YOU CANNOT DO BUSINESS WITHOUT STOCK ON HAND

## A COMPREHENSIVE SUMMARY

Editor HARDWARE WORLD:

It is the selling possibility of merchandise that must govern the merchant in his purchase. This consideration must take into account the time feature of the carrying cost. To be sure, he must also consider the length of time required to secure deliveries. Orders placed afar off, with uncertainty of the time he may get delivery, are too frequently the cause of irreparable loss because of delays.

The slowness of transportation for long distances is another bugbear, liable to cause the same loss. Goods "in transit," with normal delivery delayed, are automatically adding to their own cost, independently of the danger of loss of sale when required by the ultimate customer. And goods on the shelves in advance of immediate requirements are likewise daily adding to their original cost. The tangible value of today is automatically greater tomorrow.

It is the jobbers' natural function to overcome these disadvantages, for the retailer he can recognize as being a customer. True, in some cases the jobber may place too high a premium on his "spot" small lot delivery, but this is an impossible rule, nor is it the policy that wins his success. His aim is normally to render service, to supply the dealer's wants instantly and at a reasonable self profit. This means turnover for both. It is natural cooperation, without which actual profits are not computable. If the jobber is guilty of overcharge because he can make "spot" delivery, he at once relegates himself into the justly criticized class of profiteers and speculators, and he cannot in his business afford this peculiar distinction.

**Jobber in Business to Help the Merchant**

His reasons are not altruistic—it is only by helpful cooperation with the merchant that he can fulfil his mission. In the purchase of goods it is his customers' wants he endeavors to gauge, and to prepare to supply at the moment and in the quantity desired.

At this strenuous time in securing supplies he is naturally far more likely to succeed in their obtainance than the individual merchant, and to this end he is fighting the retailer's battles. His stock is not liable to be over-full at any time—he doesn't want it overfull—and it is not the size, but the fact, of the individual order he prizes. It confirms his judgment, conforms to his mission. Small orders, cheerfully and expeditiously filled are his delight. Why? Because he is thus fulfilling his natural function, that of being the warehouse for the merchant's wants.

The manufacturer, holding in his hand the gauge, the jobber has placed upon the requirements of his customers in form of an order for the season's stock requirements far in advance of their necessities, is usually able to deliver the goods in ample time therefor, and the jobber's natural turnover is accomplished when he has supplied his customers' wants when wanted. He is more certain of thus supplying them if he can feel certain of the opportunity when the time arrives. This is natural cooperative merchandising, true to its intention and purpose. It is the quick turnover that makes goods literally "pay for themselves," and thus limits the stock-carrying necessity of the retailer.

**Don't Keep Ghosts on Your Shelves**

With regard to "clean up" on slow moving stock, the retailer should not lose sight of the fact that a dollar of profit earned now on goods he has carried for long, is likely to become two dollars when the purchasing power of the dollar has been restored to normal. Here enters the element of unforeseen increment which alone will be able to offset the losses sure to be incurred in carrying down to a lower valuation level his stock on hand. So the careful merchant will search out all such goods as have adorned his shelves too long and convert them into dollars at the earliest moment. In this connection recurs the thought that, like Banquo's ghost, will not down—the necessary general policy of a small stock, carefully selected, and frequent pick-up near at hand to meet the ever-changing demands of trade.

And now just a word about collections. Make them! Make them now while the making is, or ought to be, good. Reduce your ledger valuations as fervidly as other overstocks. To him who can produce something—anything—dollars are not hard to get these strenuous days, and he should pay you if in your debt. See to it that he comes to this frame of mind.

The Federal Reserve Bank has served a highly utilitarian purpose in its relation to mankind; that of practically absorbing the credit needs of a powerful nation during the stress of the most wasteful war that ever cursed human kind. Restriction of credit is now necessary to the bank. It might seriously affect your credit and ours. Make the collections.

Very truly yours,

FRED KRONER HARDWARE CO.,

La Crosse, Wis. E. J. Lewis.

## GRINDER MAKERS' COSTS INCREASING

Editor HARDWARE WORLD:

At present this is almost a paramount world question. Prognosticators and statisticians who make a business of markets are as extremely divided in their opinions as to future price levels as they can be. One will say, making perhaps a few exceptions, that prices are tending downward. The next one will advise that no panic can possibly ensue, that production is still short, and in such circumstances there can only result a continued price advance and a continuance of the "vicious circle."

The writer's experience, outside of our own particular line, is perhaps of not much value, but so far as our products are concerned every single item that enters into the make up of our goods is still rising in price. Our essential needs are grey and malleable iron castings, steel, miscellaneous metal products, abrasives, paper packing products and finally, but truly a large factor, labor. Let anyone try to contract for coke or pig iron or steel products for the next half year and they will readily find there is no possibility of a decline. All mills and blast furnaces are over-booked and transportation rates going higher. Abrasives are higher and harder to get and becoming more generally used all the time. Paper products were never as high or as scarce. In other words, the only possible chance for a decline seems to be with the last above named factor, which is labor. Of this we believe you can judge for yourselves, but our experience is that the temper of the laboring classes is such that they are not going to stand for any cutting of wages, particularly so long as everything else is on the up turn.

A general reticence in buying has prevailed for a few months now and merchants are at present carrying and buying smaller stocks than usual, due either to non-deliveries or anticipation of recessions. The result is bound to be another shortage and a howl from those who failed to cover when the winter and spring calls begin to come to them.

Our firm is expecting firm prices at least to the end of the year and possibly higher ones thereafter. The best we are hopeful for is that due to slackening up of the automobile trade and some luxuries that it will be somewhat easier for our purchasing department to secure what we need but without prices at any lower level.

To us the answer is obvious—buy soon and buy carefully, but surely buy early and at present prices and give the manufacturers and the transportation companies plenty of time to make deliveries.

Yours very truly,

LUTHER GRINDER MFG. CO.,

Milwaukee W. T. Hardy, Gen. Mgr.

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## CLOSE BUYING AND CLOSE COLLECTIONS

Editor HARDWARE WORLD:

The general outlook and business conditions for the coming season is rather a hard matter to express one's opinions on, owing to the unsettled conditions at the present time. However, it is the writer's belief that all dealers should buy frequently and in small quantities. It is also imperative that collections be followed very closely and all bills discounted.

Very truly yours,

THE EDWARDS & CHAMBERLIN HDWE. CO.,

Kalamazoo, Mich. J. C. Ross, Sec. & Gen. Mgr.

## HEALTHY REPORT FROM NORTHWEST

Editor HARDWARE WORLD:

We are having a satisfactory harvest trade, but cannot help but notice that our customers are buying with caution, which is probably due to the tightening up of the banks and the thought that goods are going to be sold for less than present prices within a short time. The foregoing is from a retail point of view.

Our wholesale customers are endeavoring to replenish their stocks which have been low for some time, and there is a tendency to buy few and often of those articles which are offered by all jobbers for immediate delivery. Future orders are being taken on goods carrying a guaranteed price for later delivery. With the new freight rates there does not seem to be any rush to load up.

Little can be told of the future, and we feel optimistic that conditions will be adjusted in due time.

Yours very truly,

YAKIMA HARDWARE CO.,

Yakima, Wash. A. E. Darling.

## TEXAS JOBBER ADVISES FREQUENT BUYING

Editor HARDWARE WORLD:

We believe that the retail merchants all over the country should buy from their nearest jobbers anything and everything that they are in need of, buying in quantities only such as will last them for thirty days, buying often, paying bills promptly, unless they can discount, thereby saving their credit, and at the same time increase their turnovers, insuring the greatest profit on their investment.

We also urge them to push sales on slow sellers even if it will be necessary to sell the goods at cost to move them, for each number of months that these goods lie on their shelves costs them more than merely interest.

As to collections, we always have been cranks about this; and the closer collections are studied and followed the better, not only for the dealer, but the better also for the purchaser; as it will show both how they stand.

The conditions in southwest Texas are very good and we hope to harvest one of the best crops of corn and cotton that has been raised in years.

Yours very truly,

Laredo, Tex. A. DEUTZ & BROTHER.

## MIXES PRECAUTION WITH OPTIMISM

Editor HARDWARE WORLD:

We believe in "Business as Usual," we also believe in being conservative but can see no reason why business should not be good during the coming season and are preparing for it accordingly.

It is true that there are many disturbing elements at work tending somewhat to demoralization and the shortage of goods is a great handicap, but we believe that the merchant that uses proper precaution in handling his business will be rewarded in proportion to his deserts and skill in merchandising.

Very truly yours,

ROBERTS DEARBORNE HARDWARE CO.,

Carlsbad, New Mexico S. I. Roberts, Pres.

## USE OF TRADE ACCEPTANCE ADVISABLE

Editor HARDWARE WORLD:

With conditions such as are prevailing now, manufacturers being months behind on their shipments and in many instances having their entire factory outputs sold from six months to a year ahead, and the transportation system of the country having so woefully fallen down, we feel that it is a time if ever, when the dealer in the hardware trade should use his jobber.

It seemed to be the consensus of opinion among hardware buyers that general hardware commodities had about reached the peak of high prices when the railroad wage award was made, which will cause further advances in hardware costs. Aside from this factor, it is the general opinion that hardware prices have about reached the peak, and it would seem that it should be the policy of the dealer to buy in small quantities, ordering every few days if necessary, keeping stock low yet complete, to get the largest possible turnover on the smallest investment. The best way to do this is to make a close buying arrangement with the best nearby jobber.

We feel that this is particularly important to the dealer at the present time, for in the possible event of lower prices, he is not then caught with a big stock of high priced goods on hand, and if he doesn't buy frequently and keep his stock complete, he certainly cannot get the business, whereas, if he buys from a distance, it takes a long while for the goods to reach him, and after the orders arrive, he must carry a large stock, often many times too large. He should also make a special effort to push and get rid of slow moving goods, get them out of his stock, and be particularly careful in re-ordering.

Another especially important thing is to keep up his collections, and not let his customers get behind on their accounts. This is always good business, but has been made doubly necessary on account of the restriction of credit which is being urged and enforced by the Federal Reserve Banks.

We feel that it would be of great value to the dealer if he adopted the use of trade acceptances with his credit customers who have to be carried for accounts over the thirty day period, and for all purchases of large items.

This has already become a very widely used form of credit paper and it would seem that it is destined to come into very general use. I believe that the best definition of a trade acceptance is, that it is a bill of exchange, drawn by the seller upon the buyer, and accepted by him to be paid at a certain specific date. With this trade acceptance, the retail hardware merchant can arrange with his bank to handle it, and he can then get the money, so that through the general use of trade acceptances, he can often be actually doing a cash business, while furnishing his customers time accommodation. As he is responsible as an indorser of these trade acceptances, he must see that his customers thoroughly understand and will pay the acceptances when they become due.

Very truly,

PRATT-GILBERT COMPANY,

Phoenix, Ariz. P. R. Helm, Mgr.

### A MOST PROFITABLE INVESTMENT

We are renewing our subscription as usual for the HARDWARE WORLD, ourselves and employes. We just want to tell you that we consider our subscription to the HARDWARE WORLD a most profitable investment.

Our employes show a great deal of interest in it, and we can trace a decided improvement in our sales force, due to the business getting ideas and suggestions and helpful articles, both of a trade and general nature, that appears in your columns.

MONTANA HARDWARE CO.,

E. S. Woodland, Mgr.

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## PAYS TO KEEP STOCK UP WITHOUT PLUNGING

Editor HARDWARE WORLD:

We have just gone through by far the largest year's business up to date that we have ever enjoyed, but this has not been done on a large turnover, as we find we are compelled to order farther ahead and in more liberal quantities than usual, in order to meet the demands of our trade.

We do not think that it is a good time for the retailer to plunge, but do believe that he should keep his stock well assorted and have no hesitancy in replacing items that he is out of.

We do believe it is a good time for the retail merchant to scrutinize carefully his credit accounts. This will have to be done with a measure of judgment, as there is any number that are now entitled to credit facilities.

The American public has evidently shortened the sail when it comes to buying luxuries. The real necessities we find they buy as they need them. With conditions the way they are, we think this is a wise plan for both them and retail mercnants to follow.

Yours very truly,

THE SMITH BROS. HDWE. CO.,

Columbus, O. J. A. Dury, Gen. Mgr.

## KEEP AVERAGE STOCK, BUT DON'T SPECULATE

Editor HARDWARE WORLD:

This question is perhaps one that is puzzling more merchants at this time than any other proposition they have to contend with. We do not anticipate any radical declines, in fact, do not look for very much lower market until such time as the railroads are enabled to handle the freight shipments of this country.

We fully believe that the present high basis of cost is largely brought about through the inability of manufacturers to ship their product. There is also the element of war tax entering in the cost and so long as present law is in effect it helps to increase the cost and has a large tendency to keep down production. If the railroads are able to finance and increase their equipment, giving better service for freight, we anticipate a decline in prices to considerable lower level than we have now, but with this condition facing us as it is we would rather think the best policy would be to carry an average stock and not expect much change in price for the next six months.

We notice a great tendency on the part of all merchants at this time not to buy, anticipating declines, which may result in everybody going into the market about the same time, without increased production. There may be a scramble for goods, which would increase market prices. We rather think it will be our policy to keep average stock, buying what we can pay for, but not go in debt or speculate.

Yours truly,

Kansas City, Mo. K. J. HURLEY LBR. CO.

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The Rosenquist Hardware Co. has been organized at Osage City, Kansas, and their stock of general hardware, household goods and implements is rapidly building up.

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One of the new institutions of the South is the Collins Hardware Co., Inc., 334 St. Clair St., Frankfort, Ky. The new enterprise has been incorporated with a capital stock of $25,000.00

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Among the enterprising new hardware merchants at Los Angeles, California, are Chas. Ewan and F. A. Ehrmann, who have purchased the Saulsberry hardware store at 2107 East First Street. The new business will be conducted in conjunction with Mr. Ewan s plumbing business.

## EARLY VARNISH ORDERS WILL BE FILLED

Editor HARDWARE WORLD:

We are advising our trade to place their orders just as soon as they possibly can, in order to allow us to fill them. There are lower prices on only one of the items entering into the manufacture of varnish and paints—linseed oil. I find that every other item is going up.

Several firms who cater exclusively to the manufacture of bulk varnish have been able to reduce their price from 5 to 6 cents a gallon on account of the linseed situation, but any manufacturer who caters to canned goods trade should have raised his price already about 10 cents, just on account of containers—cans and boxes.

I find that several of the leading manufacturers have already had to advance their list prices and my factory is hanging on to the present list by main force and there is no telling when we will have to advance. Labor is the worst thing any manuracturer has to contend with at present and it looks to me as if manufacturers were deliberately discharging a lot of inferior labor with the result that the conscientious working men were now trying to give at least 75 per cent efficiency. Several manufacturers I talked to stated that they were now getting two or three per cent better production than they had heretofore, with 75 per cent of the original force.

The painters in New York were on strike for $10.00 a day and the several master painters with whom I talked were willing to give them $10.00 per day, but they had fully made up their minds to get 100 per cent valuation out of these men.

I, personally, believe that the wise retailer will get his order in early this year because there is no question but what a man has to have goods in his store in order to sell them and make a profit. My factory lost hundreds of thousands of dollars worth of business last year on account of the transportation tie-up and the sales which our dealers lost through our inability to deliver goods amounted to an awful volume.

Every one of our salesmen have been instructed to tell the retailers the truth about manufacturing and transportation conditions and advise them to get their orders in early and not worry about a decline in prices, because, while we naturally can't guarantee any such thing, there is no danger of it at all and they had better forget the bugaboo of a drop in the market and go ahead and make sales and profits.

Truly yours,

BOSTON VARNISH COMPANY,

A. L. Greene, Pacific Coast Mgr.

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It is reported from Napa, California, that H. Schwarz, one of the principal hardware dealers, has purchased practically all of the Chinatown area, where modern warehouses will be erected in connection with the hardware business.

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So great has been the business of the Merced Hardware Co. in both their hardware and implement lines that they have purchased a building adjacent to their frontage, which was formerly a saloon, and will convert this into a display room for farm implements.

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Automobile accessories, household implements and builders' hardware will be the main lines for the Haydon Hardware Co., Hannibal, Missouri. The company is building up a complete stock at its new quarters, 217 North Main Street.

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The Campbell Implement Co., Sidney, Montana, promises to become a most important factor in the inter-mountain trade. They have been capitalized for $50,000 and do a wholesale and retail business in auto accessories, farm implements and household goods.

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## MEANS OF EDUCATION IN SELLING

There is nothing new under the sun. All that is, has been. Only the combinations of things are new, not the substance. This accounts for the repetition of ideas under varying forms.

Thoughts and the words which express them are as old as the brain of man. Indeed, they would be unintelligible in any speech if the counterpart of their substance was not present in every mind.

But thoughts do not always lead to action. Therefore, it becomes necessary to use an intellectual ignition system to communicate to the mixture of words and ideas under the compression of the will power the spark which releases their energy in work. This is the function of the trade journal. It is the ignition system of business.

If a man's wife tells him that he is handsome, he attributes her praise to the partiality of affection. If other men, however, assure him that he is endowed with talent and capable of big things, he is stimulated to greater effort and ambition.

Similarly, if the service of the trade journal as a means of education in the processes of merchandising is explained by the trade journal itself, the merchant or manufacturer is likely to think that it contains exaggerations due to self-interest.

Therefore, there is good sense in reproducing here the reasoning of a famous banker who counseled a hardware dealer to hire competent specialists to conduct the different departments of his store. When the dealer complained that he could not afford the expense of such employes, the banker showed him how he could procure the services of these experts at a cost per year of less than one day's wages.

### Experience Reduced to Paper and Ink

My dear fellow, he said, don't you realize that the experience of the brainiest men in the business world has been reduced to a matter of paper and ink?

What man has done is a matter of record. His failures, his successes, his experiences, his discoveries he has put on paper. These experiences cover every state—every county and town—while your personal experience has never crawled over the boundary of the town of your birth.

### Take Your Own Trade Paper

What does it mean to you? Do you know how to read it? Do you know what it is? A magazine? Yes, it is merely a magazine to the man who does not use it. It is very much like a mirror held up to the entire hardware field, in which he can see at a glance what the world is doing—not in one town, but in store and factory the world over.

### It Is a Sales Manager

It is a sales manager, handing him monthly written report of the most efficient and effective selling methods, selling ideas, and sales management. It is a sales manager that never sleeps—an employe that works everywhere and is always on the job.

It is an advertising manager, a credit manager, an agent helping him to find and train employes. It is a market barometer forecasting storms—predicting prosperity. It is a secretary that sorts the best from every line of activity and picks out the big news items and brings them to his desk.

In fact, no secretary could equal that service at ten times his salary and at a thousand times the subscription price and get the news so accurately, so promptly, and half so interestingly presented. Did you ever get that slant on the situation, my friend?

Your trade journal is departmentalized and covers every phase of your business. You can turn to any department and get in a few words and fewer minutes, information that you could not get personally in a year. And all this information is the sifted gold of a thousand dealers' experiences. Do you use it? If you did, every issue would come to you like an army of experts.

Because I am a banker and have no direct interest in hardware, don't discount what I am telling you. We bankers do other things than count change. If we did not a wooden Indian could hold down my job as efficiently as I do myself. We get that broad outside angle that you fellows with your noses down to your desks very often miss.

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Now that vacation is over and we are facing the work of another year, what changes, what improvements, what better methods are you preparing to incorporate into your work? What weak points and what mistakes are you determined to correct?

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The more needs you supply, the more goods they'll buy.

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## KNOWLEDGE OF GEOGRAPHY WOULDN'T HELP

A Walla Walla HARDWARE WORLD subscriber vouches for this local occurence:

Rosie had an inveterate dislike of geography, and her teacher, growing impatient, sent Rosie's mother a note, asking her to see that Rosie studied her lesson. The next day showed no improvement.

"Did your mother read my note, Rosie?" asked the teacher.

"Yes, miss," was the demure reply.

"And what did she say?"

"Please, miss, mother said she didn't know geography an' she got married; an' Aunt Ella didn't know geography an' she got married; an' you know geography an' you're not married."

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## THERE WERE REBELS IN 1833

Daniel Webster in the United States senate in 1833: "There are persons who constantly clamor. They complain of oppression, speculation and pernicious influence of accumulated wealth. They cry out loudly against all banks and corporations and all means by which small capitalists become united in order to produce important and beneficial results. They carry on mad hostility against all established institutions. They would choke the fountain of industry and dry all streams. In a country of unbounded liberty, they clamor against oppression. In a country of perfect equality they would move heaven and earth against privilege and monopoly. In a country where property is more evenly divided than anywhere else, they rend the air shouting agrarian doctrines. In a country where wages of labor are high beyond parallel, they would teach the laborer that he is but an oppressed slave."

## SPECIAL SATURDAY FISHING SALES

When the Wayne Hardware Company of Fort Wayne, Ind., found that its steel fishing rods were lying on the shelves and moving, if at all, with extreme slowness, the manager, C. E. Greer, evolved a rather unique idea of pushing them.

He made up "sets" of fishing equipment consisting of rod, line, reel, floater and artificial bait and placed the right lump price on the outfits. These prices ranged from $7.50 to $15. Then he inserted the following advertisement in the local newspapers on Thursday and Friday:

**Saturday Special of Complete Fishing Equipment Specially Priced**

For fishermen who intend spending Sunday at the nearby lakes, we have made up sets of complete fishing equipment, including steel rod, line, reel, floater and artificial bait. These sets include everything needed for enioying this great sport.

**The Price of the Sets is from $7.50 to $15**

Parents will be particularly interested in these sets, as by purchasing a set they can completely equip their children for the entire summer's fishing.

These Sets Will Be On Sale
Saturday Only
WAYNE HARDWARE CO.

As the result of the first insertion of this advertisement the company sold 25 sets and on every succeeding Saturday during the time the advertisement was run the sales were correspondingly satisfactory.

## NORAH KNOWS A THING OR TWO

A Los Angeles hardware jobber's wife said to her new maid: "You don't seem to know about finger bowls, Norah. Didn't they have them at the last place you worked?"

"No, ma'am," said Norah, "they mostly washed themselves before they came to the table."

## TYPICAL SUMMARY OF STOREKEEPING EXPENSES

Study this expense statement. It is a summary of the various items taken from a Cost Record Book. This statement is made up of reports from typical stores throughout the United States and represents the average costs in a typical retail hardware store:

| | | Percentages based on volume |
|---|---|---|
| 1. Rent | $ 900.00 | 3 % |
| 2. Light, heat, power and telephone | 150.00 | .5% |
| 3. Salaries, owner, help. | 3000.00 | 10 % |
| 4. Delivery cost | 150.00 | .5% |
| 5. Int. on capital, 6% | 600.00 | 2 % |
| 6. Ins., taxes, donations | 300.00 | 1 % |
| 7. Bad debts, coll. ex. | 150.00 | .5% |
| 8. Advertising | 300.00 | 1 % |
| 9. Depreciation of: Equipment Stock Repairs, renewals | 150.00 | .5% |
| 10. Merchandising expense: Breakage, spoilage Returned goods Reduct., mark-down | 300.00 | 1 % |
| 11. Supplies: Miscellaneous supplies for the store, stationery and office supplies | 120.00 | .4% |
| | $6120.00 | 20.4% |

Study this statement carefully. We do not mean that the various items of expense in operating your store should run exactly to these percentages, but this statement gives you an example of an intelligent cost statement showing what items enter into storekeeping expenses.

## STANDARD OIL READ THE BIBLE FOR OIL — NOT FOR REPENTANCE

The fact that the Standard Oil Company has discovered oil and is operating wells in Egypt is generally known, but its reason for going to that ancient land to look for oil is probably not so well known.

It is asserted that the attention of someone connected with the company was attracted by the statement in Exodus 2:3, that the ark of bulrushes which the mother of Moses made for her child was "daubed with slime and with pitch."

Reasoning that where there was pitch there was oil, and if there ever was oil in Egypt it was probably still there, the company sent out a geologist and oil expert to make investigations, with the result that oil was discovered.

Three wells are now in operation and others are to be opened.

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## LOOSE LEAF LEDGER IN COURT

When a merchant has exhausted all amicable methods of obtaining a settlement with an obstinate debtor, and is compelled to seek the aid of the courts to force collection, the question of how to prove the account will be one of the first points for consideration. The account may be one that has extended over a number of years, the items may have been sold by various salesmen, and the merchant himself may have no personal knowledge of any of the transactions.

Upon this state of facts the merchant must rely upon his books to establish his claim, and if the latter fail him a recovery will frequently be denied. If he has been diligent in the keeping of his records the law will, at this point, come to his aid and permit him to prove the account by the introduction of his account books in evidence.

For it is well settled that a merchant may thus prove an account, providing he can show that his books are of original entries, made in the usual course of business, and contemporaneous to the sales to which they relate. They must, of course, in addition, be properly identified as to these points by a witness who is in a position to make such identification.

This rule is of such antiquity and so well established, that it has of late years been but rarely questioned. The attacks, such as they have been, have usually been predicted upon the question of whether or not the merchant seeking to introduce his records has really kept them in such a form as to entitle him to introduce them as "books of account."

The adoption in recent years of the loose leaf ledger, and card index systems of keeping accounts, have been attacked in the courts in several instances. The contention being that these methods did not amount to the keeping of "books of account," and therefore entries made by these systems were not admissible in evidence under the general rule. An interesting case of this kind was that of Haley & Lang Company in South Dakota.

Haley & Lang Company were engaged in the jobbing trade selling to customers through traveling salesmen, telephone and mail orders, and by direct dealings at their place of business. They sold goods to G. Del Vecchio, who operated a store, at several times, some of the orders being taken by traveling salesmen, others over the telephone. A dispute arose over the account which culminated in Haley & Lang Company filing suit against G. Del Vecchio in an attempt to collect a balance of $135.35 which the former claimed was due.

### Ledger Cards as Original Entry

At the trial of the case Haley & Lang Company, over the objection of Vecchio, introduced their card account records to assist in proving the account. They showed that their index cards constituted the only ledger accounts kept. That the entries on these ledger cards were made from the order sheets as they came in, being posted usually on the day following the receipt of the order.

Vecchio objected to these ledger cards being received as evidence contending that they failed to constitute a book of original entry. Arguing that the introduction of such evidence was not contemplated under the general rule which permits a merchant to introduce his account books, contending that if such evidence were permitted it would open the way for a dishonest person to manufacture evidence at will.

The case finally reached the supreme court for decision, and in passing on the points raised the court ruled as follows: "The evidence discloses that modern wholesale houses have adopted modern methods of bookkeeping, in which the day book and journal, once in common use, have no place in the system. The order from a customer comes in, and when approved by a credit man is passed to the shipping and bill clerks, who select and assemble the goods ordered from different departments of the house and check them out, and then the order, initialed or marked by those through whose hands it has passed, is handed to the bookkeeper, who formally enters the items in a book designated a 'ledger.' This book is the first complete and permanent record of the charges and credits in the dealings had between the house and the customer. * * * They are made about the times of the transactions and in the regular course of business. This book is the only permanent record of the dealings of the parties from which the status of a customer's account can be ascertained.

"The evidence in the case at bar shows that the ledger cards used by plaintiff in its system of bookkeeping constitute the original, permanent, and only records on accounts with its customers. This card system is substantially the same as a loose leaf ledger system of accounts."

The court held in effect that entries made pursuant to a card index system, all the other requirements being complied with, were admissible in evidence to prove an account under the general rule which permitted a merchant to prove an account by his book of accounts.

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## EARMARKS OF SUCCESS

A Dayton HARDWARE WORLD subscriber advertised for a boy, and turned down one because of his youth, but he returned in a few days.

Merchant—"Aren't you the boy who was in here a week ago?"

Applicant—"Yes, sir."

Merchant—"I thought so. And didn't I tell you then that I wanted an older boy?"

Applicant—"Yes, sir; that's why I'm here now."

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# Choosing and Moving Twist Drills

**Twist Drills are among the most important, as well as interesting, items that come within the stock and experience of the hardware trade. For the twist drill is a tool that is made by specialists, that must be sold by specialists, and it is specialists who use them. As an item in the hardware stock twist drills are of vital importance, because of the fact that a good drill gives profound satisfaction and brings a large volume of repeat orders. Large drill users look to the jobber and dealer who can supply them with a satisfactory twist drill as their benefactors.**

**Since handling twist drills is so important to the jobber and the dealer alike, we wanted to know the experience and the views of some of the larger hardware institutions. Here is the pith of the experience of Geller, Ward & Hasner of St. Louis, as summarized by L. T. Ward.**

**This institution is among the leaders in St. Louis, in fact in the Missouri Valley territory, and their own motto "Fastest growing hardware house in the West" is indeed being borne out in fact. The present seven story building is fast being outgrown by the increasing demands of their stock, and it will not be long before they follow the example of other great hardware houses of Missouri in increasing their space to meet new demands—Editor.**

(By L. T. Ward, Geller, Ward & Hasner Hdwe. Co., St. Louis)



We have come to consider twist drills from two standpoints.

First of all they are tools. As tools and as a very distinctive line of tools they require concentration and study. The buyer must know the twist drill thoroughly, he must know the needs of his customers and of his territory in the matter of twist drills, and he must know the item itself. The salesmen likewise must become twist drill experts, if they are to handle this item in the stock.

In other words, twist drills go to consumers who know very accurately what they want, and it is not a question of selling a drill, but selling the drill.

Secondly, we consider twist drills as sales propositions. Of course this second classification depends somewhat on the first. As any twist drill earns a name as a high grade tool, so it is almost necessarily a high grade sales proposition.

The twist drill that is to be satisfactory to the hardware dealer must be satisfactory both as a tool and as a sales proposition.

As tools, we investigate the twist drills from every standpoint, but particularly looking toward their accuracy and uniformity. Of the two, we believe uniformity is even more important. Can every drill in the gross be depended on equally? Will it do the same work under the same conditions? Can it be trusted for the important job? In the hands of the customer will it be just as safe as it is in the hands of the salesman or demonstrator?

Thus we try to pick a line of twist drills which maintains a uniform high average of quality, a line which is not remarkably good one month and away below par the next. Our customers must feel that they are buying a certified quality when they buy from us, and not jumpy, up-and-down, good-today-and-bad-tomorrow variety of goods.

In our territory we have made an investigation on this very basis. We have tried to seek out particularly the opinions of large users of various makes of twist drills. Competitive tests, conducted on a fair basis, have been a great help to us in our experience, and a guide in our appraisal of twist drills in general.

After a house has made a thorough investigation of this type, arriving very accurately at the opinion of the trade, it is safe to decide once and for all on the drill. The merchant will be convinced to his own satisfaction, and he will have obtained the views of the trade. He will know twist drills, both as tools and as sales propositions.

### Select the Most Accurate and Uniform

After the decision is once made, the selection of the most uniform is thereafter automatic. As a rule we find that the most uniform drill will also give the best turnover. It will bring to the merchant who handles it a greater prestige, a more satisfied customer, more return and repeat orders. The most uniform drill can be proved to have the lowest sales cost, and indirectly, of course, it will bring more customers for the entire line of goods.

Once a customer is thoroughly satisfied on such an important item as twist drills you can count on him as a satisfied and faithful buyer in all lines.

Another important consideration and deciding factor in the selection of the twist drill line is the service which the manufacturer can render. By service we mean not only in the matter of deliveries and the filling of orders, but sales service, in the matter of advertising specialties, advertising assistance and sales cooperation.

The manufacturer of the most desirable twist drill has service men and experts covering the field with jobbers' salesmen at all times, teaching the trade, and at the same time learning from the trade and getting pointers to be reported to the home office.

In general, then, twist drills are among the most important and most satisfactory item in the stock. They require concentration, they require specialization, they require close attention. Once the right twist drill is selected, once you stay with it, you will find that a profitable and solid department of your business has been established.

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When you accept a job accept all of it.

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## EVERY REASON TO ORDER VARNISH NOW

Editor HARDWARE WORLD:

We can see no reason for any decline in prices on our products. In fact, we are anticipating an advance on several of our items within the near future.

While there may be a little lower price on some of the raw materials that enter into the manufacture of our products, still the trend of prices on most of them at the present time is higher.

Containers of all kinds have recently advanced and the expenses of manufacturing are on the upward trend, as well as printed and advertising matter, and this with the advances in freight rates more than offset the slight decline on a few of the raw materials

We do not think anyone who has analyzed the situation thoroughly is seriously expecting a decline in price on our lines of goods, and we believe that dealers who delay ordering their present or future stock, anticipating lower prices, will be very much disappointed, and will ultimately have to pay higher prices.

Railroad conditions at the present time, receiving raw material and making shipments, are extremely poor, and the outlook for congested conditions on transportation lines this fall is greater than it was last winter and spring, and it behooves all dealers as well as jobbers to order their stock and anticipate their wants for the fall as quickly as possible.

I think if people like the HARDWARE WORLD would analyze this situation and put it before the dealers in the proper manner, that it would be doing them a good service.

If the dealers would only go to the bottom of the situation and analyze the conditions thoroughly they would see that there is more likely to be advances in prices rather than a decline.

Very truly yours,

BOSTON VARNISH COMPANY,

Boston. J. B. Lord, Pres.

## NEW SUPPLEE-BIDDLE PRESIDENT

William B. Munroe was elected president of Supplee-Biddle Hardware Company at a recent directors' meeting.

Mr. Munroe was born in Manville, Rhode Island on June 11, 1875. He got his first job as entry clerk in 1893 with Biddle Hardware Company, Philadelphia. From entry clerk, he went through the organization from department to department, learning the intricate details connected with the wholesale hardware business. He spent his evenings learning the retail side of the hardware business by associating himself with a well known Philadelphia retail hardware merchant.

He was with Biddle Hardware Company, Philadelphia, until November, 1906, when he resigned to associate himself with Simmons Hardware Company of St. Louis. He was in the credit and financial department under the direction of Geo. R. Barclay, first vice president of Simmons Hardware Company.

He returned to Philadelphia in February, 1919, to serve under the leadership of Mr. Chas. M. Biddle, his first boss. He served in the capacity of assistant to the president until his election as general manager in the directors' meeting of January, 1920, and at the same meeting was elected a director of the company.

His very close association with Mr. Biddle, and his years of hard work and constant application to details (not missing an opportunity to learn all about everything) brought its reward when Mr. Munroe was elected as president of Supplee-Biddle Hardware Company in the directors' meeting of June, 1920, at which meeting Mr. Chas. M. Biddle resigned as president to serve as chairman of the board.

His chief interest in life is his dear old mother. Mr. Munroe is a bachelor; his mother has seemingly been the inspiration which has sent him to the top.

## TEN PER CENT ADVANCE ON PAINT CLEANER JANUARY FIRST

Editor HARDWARE WORLD:

The writer would give as his firm opinion that the cost of producing high grade wall paper cleaner as well as everything we manufacture, is going to be higher during the fall and next winter than it has been for some time, in fact our cost of production is 20 per cent higher right now than it was last spring.

We sold several carloads of Absorene and HRH last month, in addition to many smaller orders which we have shipped in haste that the goods might get rolling before freight rates advanced and we anticipate that our best jobbers and dealers throughout the United States will buy Absorene and HRH for shipment on regular thirty-day terms during the months of September, October and November and not later than December 1st, with the expectation that most of this stock will be carried over by jobbers and dealers until next spring season as a good investment.

Our prices will advance after the first of January and we do not think the advance will be less than 10 per cent, as far as we can learn at this time what our future cost will be.

Our advice to every dealer and jobber in the United States handling Absorene is to invest as early as possible this fall in as much of our goods as he can afford to carry over until next spring; and we would be willing to wager that the investment will pay more than 10 per cent on the money.

Very truly yours,

THE ABSORENE CO.,

St. Louis, Mo. H. R. Henderson, Pres.

## SHE IS USED TO THE HIGH PLACES

The hardware trade is not as famous as the moving picture world for its leading women but one exception to the rule must be made in the case of Miss Ida M. Conklin, secretary to Frank A. Bare, president of the Tritch Hardware Co., Denver, Colorado.

Miss Conklin is every inch a secretary and what Mr. Bare does not know about the hardware business in the Rocky Mountain region Miss Conklin knows for him. Her wide awake interest in the affairs of her company has made her one of the moving factors that has caused the business to double in the last year. She may be justly proud of her share in the advancement just as every member of the Tritch organization may be.

The strain under which Miss Conklin works, and her importance in the smooth running course of the business earned for her a much needed rest this fall, and with her mother she spent five weeks on the beaches of Southern California.

When Mr. Bare or the executive of any other great institution tours the country naturally he is interested on calling on the trade, and although Miss Conklin's time was limited, during her recent vacation she found time to make many friends among the hardware people along the Pacific Coast.

## STANLEY SALESMEN IN CONVENTION

Representatives and salesmen for the Stanley Works and the Stanley Rule & Level Co. are back at their posts all over the country, refreshed and inspired by the recent sales convention at New Britain. This is the first combined convention for the two companies, which were consolidated during the year.

One of the features of the convention was an inspection of the Stanley Works by the Stanley Rule & Level Co.'s salesmen, and conversely the inspection of the Stanley Rule & Level Co. works for the Stanley Works salesmen. The convention was addressed by the officers of the Stanley Works along the lines of general policy, by the chiefs of manufacture along the lines of manufacturing processes and difficulties, and by the sales chiefs in conference over the coming year's sales policy.

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# Tamms RELIABLE FIVE Products

**Silver Bond Silica** 25% added to Pure White Lead and Pure Linseed Oil increases the life of the paint and prevents chalking, peeling and blistering.

35% Silver Bond Silica and 65% Pure White Lead thinned with Flatting Oil produces a beautiful soft tone, sanitary Flat Wall finish. Will stand severest washing test.

SILVER BOND SILICA is as smooth and fine as white lead—and mixes easily on account of its extreme fineness.

Prices F. O. B. Tamms, Ill.

6 Barrels—2c per lb. 1 barrel—2¾c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Very Important**—Write today for "Silica Catechism," it contains valuable formulas for mixing your own better paint at lower cost.

**Golden Yellow Ochre** insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.

Prices F. O. B. Tamms, Ill.

6 Barrels—2¼c per lb. I barrel—3c per lb. New paper lined barrels extra, $1.25 each.
300 pounds to the barrel.

**Natural Gray Ochre** is a natural, not a compounded color, producing beautiful gray tints of any shade desired. Very finely ground and strong in tinting qualities.

Prices F. O. B. Tamms, Ill.

6 barrels—1¾c per lb. 1 barrel—2½c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Danish Gilders Whiting** is superior to the English Cliffstone Whiting for Kalsomine, Fresco and Putty, because it is finer, whiter and more carefully prepared in grinding.

Prices F. O. B. Tamms, Ill.

6 barrels—2c per lb. 1 barrel—2¾c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Oran Venetian Red** a very strong, clear Red Color that gives your tints a special individual tone. Very durable.

Prices F. O. B. Tamms, Ill.

6 barrels—4¼c per lb. 1 barrel—5c per lb. New paper lined barrels, $1.25 each.
400 pounds to the barrel.

**Send us your next order—Buy direct**

## TAMMS SILICA CO.

**Stock Exchange Bldg.**
**CHICAGO, ILL.**

**MINES AND MILLS**
**TAMMS, ILL.**




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## A NEGLECTED PAINT FIELD

Farm buildings are notoriously in need of paint. Possibly the reason is that paint dealers do not have an effective argument to offer the farmer as to why he should buy and use more paint. Apparently the argument that painting will improve the appearance of his buildings does not appeal to the farmer as it does to the average city dweller.

But it will be found that the farmer is just as anxious to save money or avoid loss as anybody. He is used to studying feeds. He has the problem of dairy feeds, pig feeds, poultry feeds, plant foods, etc.

Mr. Paint Dealer, try putting it up to the farmer that buildings die like animals; that a house or barn painted with good paint will last a hundred years; whereas, an unpainted one will fall to pieces in ten years.

There's a selling argument that will hit the farmer between the eyes; it strikes his sensitive pocket nerve; it shows him that he is wrong in thinking he is saving money by not painting his buildings—on the contrary, that he is losing it.

Sell the farmer more Building Food. He will be found an attentive listener to anything bearing on the farm food problems.

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Many dealers dodge the proposition of carrying paint as a side-line, and yet we know of one dealer, living in a town of 3500, who buys a carload of paint each year.

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A special sale that results only in getting rid of a lot of goods at prices that pay no profit has no advantages for the merchant, whatever it advantages for the public.

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There is only one thing that men can pack as well as women ,and that is a theatre with a burlesque sign in front of it.

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If all women who look back were turned into salt pillars, the streets would be lined with statues.

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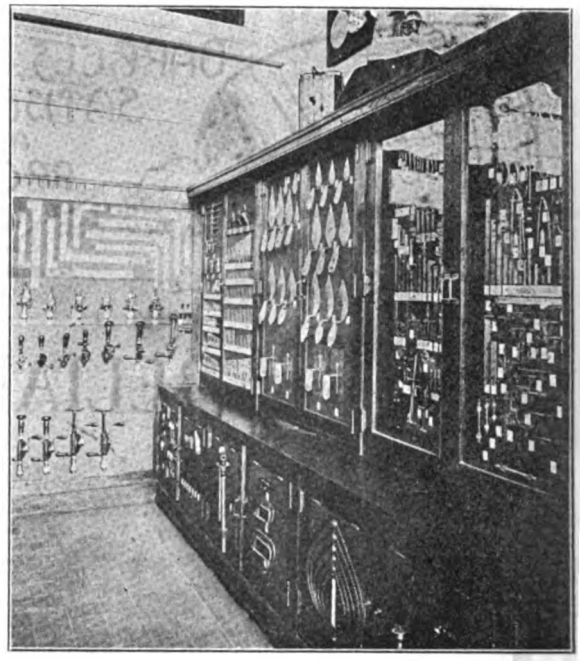
## CHRISTIAN RECIPROCITY

Once in a while the choirs are enabled to score off the minister. The minister announced, just after the choir had sung its anthem, as his text, "Now when the uproar had ceased."

But the singers bided their time patiently, and when the sermon was over rose and rendered in most melodious fashion, another anthem beginning, "Now it is time to wake out of sleep."

---

Ray B. Thomas, proprietor of the Canon Hardware Co., Canon City, Colorado, recently sold a half interest in his business to Prof. G. A. Cleland, who was formerly superintendent of schools in Canon City. The trade can therefore look for great things from the Canon Hardware Co. with its combination of academic learning and good common sense.



One of the combined show and stock cases in one of the new Winchester Stores. The sample goods on the outside of the case indicate not only what is in the case, but what is desirable in the tool line. The tools can be kept in perfect order with a light coat of colorless varnish and frequent oiling.

## STYLES AND STANDARDS

The world is full of folks of many minds. A woman buys a gown or coat because its exclusive and perhaps the only one of that particular style made. A man favors originality in dress, which is only a matter of doing it differently from the other man. To note the styles among the different hardware stores one would judge that the only thing that mattered was, not to be like your competitor whose shelves should contain the same goods, displayed in the same way (the best way), but alas, what a vast difference.

If goods are displayed better in one way than the other, why are you not doing it? If certain goods make more money for you by being given a prominent place in the front part of the store, why do you have them hid behind the stairway? It all resolves itself into this. Are you trying to become a better merchant and build a bigger business? Are you aware of your shortcomings and are you willing to seek information and assistance when you need it? Look around your store, are you perfectly satisfied and do you feel it is now as convenient and as efficient as you wish it? If not, write your State Secretary. He can help you.

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By practicing intelligent self-help you help your fellow mortals.

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Just because you have a good opinion of yourself is no reason why you should have a poor opinion of others.

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## "Here's My Store" — *Winthrop Wise*

Only one dealer to a locality—and the full power of our whole campaign is directed right at his store. Bigger and better than ever are the plans we have devised for our Exclusive Agents this year.

**Kyanize**

## VARNISHES *and* ENAMELS

A line of quality products that will build up a long line of satisfied customers. **Kyanize** has doubled and tripled the business of many hustling dealers. Backed by the most aggressive, original and powerful advertising ever devised on an Exclusive Agency Proposition. Big space in the leading magazines, signs, cut-outs, and smashing window displays, including Winthrop Wise, the twenty-four-hour-a-day salesman. A live-wire proposition all through.

**PROGRESSIVE MERCHANTS — WRITE US**

There's a real opportunity open to one aggressive merchant in localities where there is now no Agent. If there is no **Kyanize** Agent in your town—write us today. Our proposition will interest you.

**BOSTON VARNISH COMPANY**

**CHICAGO**
Warehouse & Office
519 W. Roosevelt Rd.

Everett Station 49,
Boston, Mass. U. S. A.

**SAN FRANCISCO**
Warehouse & Office
269 Eighth Street

**WESTERN WHOLESALE DISTRIBUTORS**

Bogardus, Wickens, Limited
Vancouver, B. C.

Campbell Hardware Company
Seattle, Washington

Timms, Cress & Co. Inc.
Portland, Oregon

Sunset Paint Company
Los Angeles, and El Paso, Tex.

Odgen Paint, Oil & Glass Co.
Ogden, Utah




This product has doubled and tripled the business of other dealers. It can do the same for you.




These Framed Panel Signs, showing the actual colors on wood, furnished FREE.

# Kyanize

**KY-A-NIZE**

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## LINOLEUM HIGH—SELL FLOOR PAINT

Paint dealers are missing a grand chance to sell more floor paint. Rugs, carpets, linoleum, oil cloths and all floor coverings are very high in price now, and it's a very common thing to see kitchen and oftentimes dining room and bath room floors bare.

These floors should be painted with floor paint, and it should be an easy matter for any paint distributor, by means of well directed newspaper ads, to double his trade in this specialty.

Every dealer knows the arguments in favor of painted floors; dealers, or at least a good many of them, have simply overlooked the fact that psychological conditions now favor a campaign to increase sale of floor paints.

## BOSTON VARNISH CO. ERECTING LARGE ADDITION TO PLANT

Editor HARDWARE WORLD:

It will doubtless prove of interest to your readers, particularly those who are now acting as Kyanize agents as well as to those who contemplate accepting our agency proposition, that the Boston Varnish Company has taken the bull by the horns and in order to forestall any production difficulty that might occur, due to our largely increased business, we have now broken ground for a substantial new addition to our plant and offices. The new addition, when completed, will approximately double our manufacturing facilities and at the same time our office space will be increased to almost double its present floor space.

The contract for the new building has been placed, and the foundation laid. This fine addition to the plant will be completed early in December of this year and will be ready for operation, with complete equipment installed, at that time.

The business of the Boston Varnish Company has increased to such an extent during the past year, and the popularity of Kyanize varnishes and enamels is growing so rapidly, that this new building is absolutely necessary in order to maintain production at the necessary point.

The addition to the factory is a modern, four-story brick and cement structure of up-to-date fireproof construction, and the new office building will conform to the lines of the present office structure and be equipped with the latest time and labor-saving devices so that the clerical end of our business can keep pace with the rapidly moving manufacturing department.

Our sales force has been augmented by the addition of several new men this year and after the very enthusiastic sales convention which was held early in August the men have shown that they went forth with the proper spirit and are now turning in some very attractive orders for early fall delivery.

As soon as the new plant is completed we anticipate a largely increased trade which, with the new factory equipment, we will be able to handle with dispatch and promptness. Kyanize dealers who place their orders in ample time are thus assured of early delivery on their spring requirements.

Yours very truly,

BOSTON VARNISH COMPANY.

C. A. Dana Redmond, Adv. Dept.

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The Stewart Moore Hardware Co. has been formed at Puyallup, Washington, through the purchase by Fred Stewart and W. A. Moore of Anacortes of Perfield Bros. Hardware Co. In this connection it is an interesting fact that the Perfield Bros. purchased the store nine years ago from Mr. Stewart.




## VAN DERVOORT PUTS CARDS ON TABLE

The Van Dervoort Hardware Company, at Lansing, Michigan, doing both a wholesale and retail business, is an institution that believes in laying its cards on the table, being absolutely frank with the public and keeping customers well informed concerning the conditions of the business.

In a series of bulletins published in a local newspaper, they write frankly of the problems they face in handling their business, of the difficulties they encounter in securing their stock, with any opinion that the company considers important on public, political or national affairs.

Thus as a company, the Van Dervoort institution places a definite personality before the people of Lansing. The announcements of the company are read as closely as an editorial, for they contain opinions, they contain sidelights on the news of the day, and on business conditions. By its frank, confidential stand, the Van Dervoort Company gains the confidence of the buyers and of the business community, so that the goods which are announced in connection with the advertising are known to be genuine and the prices just and fair.

We are reproducing in miniature some of these bulletins, so that the trade may see just what kind of advertising the Van Dervoort Company does. We could not recommend any advertising course more strongly than this. Eagerly read by the community, it inspires both confidence and interest and it gives a definite personality and public respect to the institution. What more can you expect advertising to do for you?

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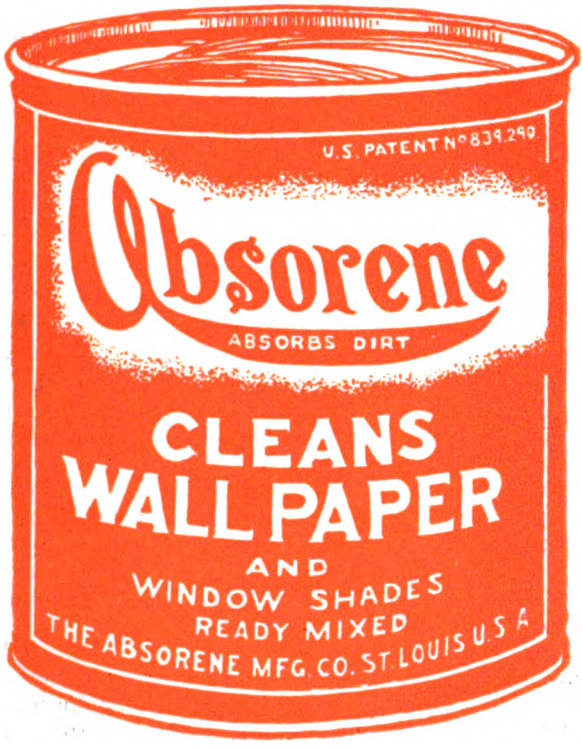
Hartman's Hardware Store, Guthrie Center, Iowa, is occupying its new quarters which has been remodeled and fitted up especially for its purposes. They are specializing on refrigerators and ranges, according to the season.

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Raabe & Mauger at Albuquerque, New Mexico, recently entertained the housewives of Albuquerque with a cooking demonstration on kerosene cook stoves, which they are now representing. The factory representative for the stove company was present to give the demonstration.

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**60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.**




**Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.**

**The Largest Seller on the World's Market Today**

**Can Be Ordered in Various Quantities to Suit Your Needs**

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1920 and 1921.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE

**SPECIAL OFFER ON ONE GROSS TRIAL ORDER**




Order ONE GROSS of HRH from us direct. The price will be $12.00 east of Rocky Mountains and west of New England states—we will allow the freight. Pacific and Atlantic Coast states will require a price of $14.00 to cover freight. With this first gross only, we will give

288 FREE SAMPLE PACKAGES of HRH.
200 four page FOLDERS to advertise HRH.
Several Lithographed SHOW CARDS.
THREE FIBRE BANNERS, size 12 by 40 inches.

HRH retails at 15 cents per package and you get twice as many sample packages as your purchase of full sized packages—The samples always sell the goods.

**Good for balance of year 1920 only. Only ONE GROSS to a customer—One time only on this deal—Our profit is too limited to sell this trial lot through the jobber. You can't make a mistake on this deal—You could use a gross of HRH in your own home and store within a year, for general house work—As a CLEANSER and Clothes Whitener, etc.**

## THE ABSORENE MFG. CO. - St. Louis, U. S. A.

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## MORE ODDITIES OF WORKMEN'S COMPENSATION LAW

(Copyright by Elton J. Buckley)

Inasmuch as workmen's compensation was a new department of the law, and for the first few years would be in the making, I have made it a point to keep in touch with the decisions of the various States in order to see how far the law would go in executing the most excellent idea which lies at the bottom of workmen's compensation, viz: that where a man is injured or killed in the course of his employment, keeping him and his family from starving to death ought to be considered a public duty and figured in the cost of doing business, which is borne by the public in the mass.

Probably every reader of this article is subject to the workmen's compensation law of his state, and he will therefore be interested in the report of some recently decided cases. These cases show that the law has widely departed from the original idea of workmen's compensation, which was that a man who caught his hand in a machine on which he was working, or was hurt by the explosion of chemicals which he was handling—in other words, where he was the victim of some accident growing directly out of his work, he should be compensated by workmen's compensation insurance. Read the few sample cases which I report and see what a difference there is between the original principle of compensation and the one enforced now.

It is remarkable how close the States are in workmen's compensation cases. Recognizing that they represent, as I have said, a new phase of the law, they have evidently felt the need of deciding their cases along the same line. Therefore, the following cases practically represent the general law:

**Case No. 1**

In this case an employer had a man who delivered goods. While at his regular work he had an epileptic fit—he was subject to them—fell to the ground and fractured his skull so that he died. His employer contended that he was not responsible for compensation insurance, because epilepsy was not an accident, but a disease. The court, however, held that the driver was entitled to compensation.

**Case No. 2**

In this case another delivery man, while out on his route, was overtaken by a storm, from which he sought shelter. While there he was killed by a lightning stroke. The court gave him insurance.

**Case No. 3**

A man employed about a wholesale house lifted some heavy stuff one day, this being his regular work, and strained himself. Some time afterward he died of an abscess on the back. This case was fought hard, but the court finally held that the abscess might have come from the strain and allowed insurance.

**Case No. 4**

Two employes of the defendant concern got to fighting one day, and one was seriously injured. The fight grew out of an order which the injured man had properly given his assailant, and which the latter resented. One finds it hard to see where the employer was in any sense responsible for this, but the court, nevertheless, held that he was and made him pay the injured employe compensation.

**Case No. 5**

In this case also a driver figured. The delivery wagon was horse driven, and one day while the driver was standing over the horse, the animal threw up his head and struck him in the face. It appears that at this time the driver was suffering with syphilis, which, he claimed, was made worse by the blow. Eventually syphilis destroyed one of his eyes. The court took this view and made the employer pay.

**Case No. 6**

A manufacturer of proprietary goods employed a demonstrator to show goods in a department store. While proceeding to her place she tripped over a torn rug and fell heavily, doing herself considerable damage. At first the referee said this accident did not arise out of the employment, but the court reversed him and made her employer pay her $7.50 a week as long as her disability lasted.

**Case No. 7**

Two competitors did business in very friendly relations in the same town. One day one of them was short a man and borrowed one from the other. While doing the work for which he was loaned, on the borrower's premises, the employe was overcome by gas and killed. At first glance it would appear as if the dead man's regular employer should certainly not be held responsible for this, since the accident didn't even happen on his premises. Nevertheless, the court said he must pay $10 a week for 500 weeks.

These cases and many others like them show that the courts now strain a point to protect employes from about anything that may happen to them during working hours, whether it had any connection with the real work or not. If the injured employe is in his working hours, and engaged in, or at or near his regular work—he need not even be on his employer's premises—he is apparently entitled to claim compensation from his employer if anything happens to him.

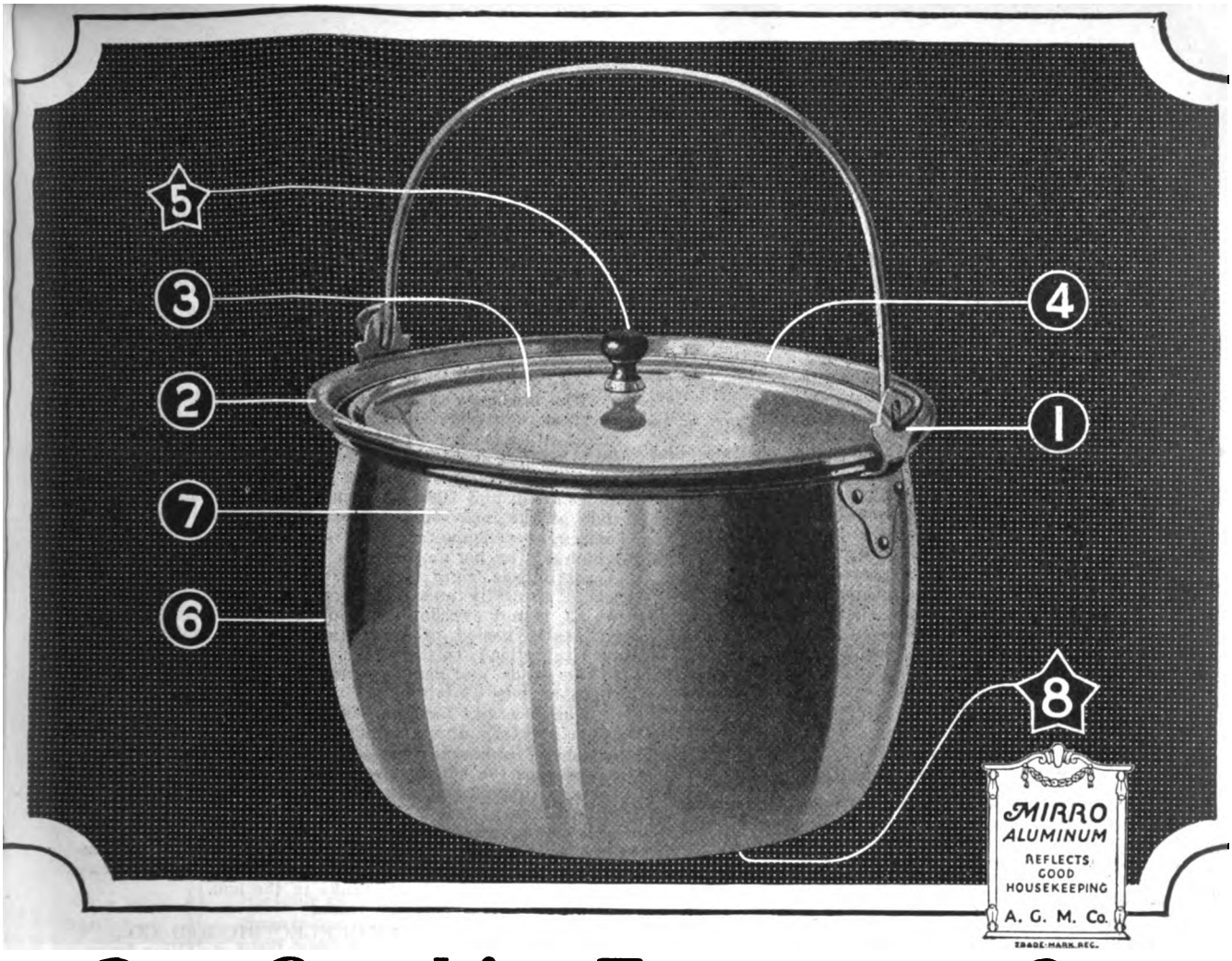
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## NAUTICAL INFORMATION

Tenderfoot—"Why do they have knots on the ocean instead of miles?"

First-Class Scout—"Well, you see, they couldn't have the ocean tide if there were no knots."

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# *On Cook's Evening Out*

When Mistress turns cook, then is the time she appreciates most the beauty, durability, and utility of her Mirro Aluminum.

For this handsome ware is not only a shining invitation to use, but it is a real aid to better cooking. Mirro is light to handle, and easily cleaned. And, as it takes heat quickly and holds it long, it is a fuel-saver also.

The features of convenience which have contributed so much to the fame of Mirro Aluminum are the result of nearly thirty years' experience in designing and making better aluminum ware.

Note the features of this Mirro Convex Kettle:

(1) Handle-rest ears hold bail in three positions and prevent it from coming in contact with sides of Kettle. (2) Tightly rolled, sanitary bead, free from dirt-catching crevice.

(3) Inset cover prevents boiling over. (4) Bead of cover upturned, thus protecting against steam and liquid. ☆(5) Rivetless, no-burn, ebonized knob, an exclusive Mirro feature.

(6) Convex sides prevent contents from pouring off when liquid is being drained. (7) The famous Mirro finish.

☆(8) Famous Mirro trade-mark stamped into the bottom of every piece, and your guarantee of quality throughout.

This trade-mark is comparable to any symbol of master-craftsmanship, whether that symbol be on precious porcelain or hand-wrought silver.

Look for Mirro Aluminum at the leading stores everywhere.

Send for miniature catalog.

**Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.**

***Makers of Everything in Aluminum***

# MIRRO ALUMINUM

## Reflects Good Housekeeping

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***November Pictorial Review, Delineator, and Designer*** **are magazines that will carry the above advertisement of Mirro Aluminum, full page size. Look over these magazines when they appear, and note that the Mirro page is about the most conspicuous advertisement in the book. Every reader sees it. That is one of the reasons why millions of women buy Mirro.**

## TRADE SHOULD PUT STOCKS IN ORDER WHILE CONSUMER DEMAND IS TEMPORARILY LIGHTER

Editor HARDWARE WORLD:

The most valued thing in the management of any business enterprise is common sense, coupled with an intelligence to properly apply it to any question.

The present apparent slow-down in some lines of business is largely due to the fact, in our judgment, that the newspaper headlines respecting deflation, tight money, etc., have finally impressed the buying public, with the result that they are now proceeding cautiously. This, we believe, is a healthy condition, for it gives the manufacturers time to eliminate some of the congestion in their plants; it gives the wholesalers and retailers time to gradually put their own stocks in order so that when a revival of purchasing by the public does come (and we believe it is sure to come, due to shortage of goods in every direction) everybody will then be in shape all along the line, from manufacturer to retailer, to take better care of the demand.

Therefore, it would be our thought that the wholesaler who finds his stock low should place his orders for a reasonable quantity, bearing in mind that congestion with manufacturers is not relieved over night and bearing further in mind that the railroads are not moving freight promptly and, as cold weather comes on, will move it less promptly, all of which means that a merchant who would serve his customers should always have a reasonable amount of surplus stock.

### Thinks Labor Will Be Efficient

We do not believe prices are going any higher, yet we cannot see how they will be much, if any, lower, in any line, because, in the first place, labor will object to any reduction in wage, nor do we feel it should be asked to accept a reduction at this time. On the other hand, we believe labor will become more efficient in the creation of articles, with resulting economies in cost, which, sooner or later, will be reflected in the retail price, but not to a great degree.

In some lines prices are sharply off, in other lines prices will likely go higher, but, as an average thing, we believe an evening-up process is now taking place, which will cause further stability, resulting in continued confidence and business activity.

We are advised by leaders in the financial world that there likely will not be any recession of present high money rates until after the turn of the year, although it is felt the peak of the demand for money will be reached the latter part of September or in October, after which there should be a gradual let-up.

### Thinking Good Times Will Make Them

The business of this country is sound, hence, if everyone cooperates and puts forth every sincerity of effort to disseminate optimism and to decry pessimism, trade volume should continue its onward march. Activity in business is nothing in the world but psychology and its ebb and flow rests entirely on the mental attitude of the individual citizen, which is to say, if the citizen, or consumer, is optimistic, he or she buys that which his or her pocketbook can afford. Per contra, if pessimistic, rigid thrift and economies result, which would naturally lessen the demand for finished goods, which, if not overdone, would be a good thing at this particular period of congestion, but, if continued, it inevitably leads to stagnation, with lack of employment to thousands, and once started it is likely to continue—for how long we would not care to hazard an opinion.

The necessity for goods is present because of a shortage; therefore, if everyone exercises the proper application of common sense and, hand in hand with it, approaches the coming season with confidence, and, on the way preaches optimism, we should have a continuity of business activity. This should be very easy to do because we are citizens of the greatest nation under heaven and any business man who sells America "short" (as one of our prominent bankers once expressed it) will likely go broke in the end.

Respectfully yours,

BENJAMIN ELECTRIC MFG. CO.,
Chicago. J. H. Fall, Jr., Vice Pres.

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**TRITCH HARDWARE LIVE WIRES**

We had hoped to personally introduce each member of this hardware organization to our readers by name, but due to the fact that there are a number of feminine readers among the HARDWARE WORLD subscribers, it may have been a part of wisdom that their names were not given lest some private correspondence might ensue outside of office hours.

Still we know they are most loyal, and nothing could tempt them to remove from the mile high city. The president of the Tritch Hardware Co. assures us it is a "Bare" fact that he is willing to wager any amount that no other institution has a more loyal, enthusiastic or intelligent organization of live wire co-workers and associates than he is fortunate enough to be surrounded with.

When it comes to a matter of pulchritude, this photo shows they are in a class by themselves.

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# Apply Your Selling Energy Where There Is Least Resistance

WAVE upon wave of national advertising has created nation-wide consumer acceptance for the Benjamin No. 92 Two-Way Plug.

By the end of 1920, twenty-seven of the country's foremost magazines will have carried 136,000,000 messages telling about the utility of "two uses for every single socket" through the use of the Benjamin No. 92 Two-Way Plug. Consumers know *why* "every wired home needs three or more." They have been told, "At Your Dealers."

Dealers are furnished many sales helps to carry the idea along for their own greatest profit. Three two-way plugs has been made the unit of sale—3 for $3.50 in the handy three-in-one carton, or the alternative $1.25 each, making every sale worth while. A quick turn-over is assured, and double uses for every socket then creates sales for other electrical appliances.

As one of the few electrical devices nationally known by name, the Benjamin No. 92, the *original* Two-Way Plug, encounters the least sales resistance imaginable.

Apply your driving force where there is least resistance. Your jobber will supply you with Benjamin No. 92 Two-Way Plugs in any quantity.

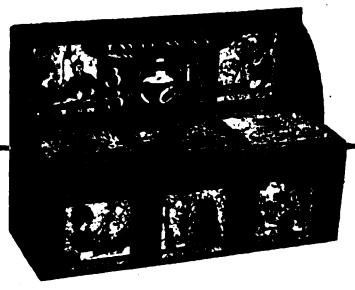
*For details, write the advertising Department*
*806 W. Washington Blvd., Chicago*

**BENJAMIN ELECTRIC MFG. CO.**

*Factories:* Chicago and Desplaines, Ill.

*Sales and Distribution Offices:*
247 W. 17th Street, New York 806 W. Washington Blvd., Chicago
500-502 Howard St., San Francisco
Benjamin Electric Mfg. Co. of Canada, Ltd., Toronto, Canada
The Benjamin Electric, Limited, London, England



BENJAMIN PRODUCTS

# BENJAMIN

Makers of Things More Useful

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## NO SOLUTION UNTIL LABOR COOPERATES

Editor HARDWARE WORLD:

The policy that should govern the trade during the coming months is of extreme interest to everyone, and perhaps the answer to this question is as obscure, or more so, than any other which has confronted business for some time.

Of course, the manufacturer is extremely interested in this question, for the simple reason that he is ordering his material and supplies and making provision for his labor in exactly the way in which he believes that this question should be answered for the manufacturer, and the jobber, and the retailer, and the consumer.

Recently we read in the bulletin of the American Hardware Association, an opinion expressed by a committee appointed to investigate conditions, that they believe efficiency is increasing to some extent. We question this very much, although our own operatives have been interested for some time.

Until labor shall realize that employers (or capital, as that class is generally called) are not going to expand further to any great degree and until they shall realize that capital will not worry about production in the face of falling markets, there will not be any solution of the problem apparent.

Unquestionably, there has been unwarranted liquidation in many lines, but nevertheless, there is a definite trend to a decline of prices.

**Cost of Production Still Rises**

Prices will not decline in our line to any considerable extent. In fact, they will increase, if anything, only so far, of course, as labor, supplies and material increase.

Manufacturers (generally) will be expected to accept smaller margins of profit and, undoubtedly, this will be necessary; but the manufacturer no longer cares whether his force is held to the work in which they are most efficient or not, and it is simply a question of how best he can operate and finance over a very difficult period in the next two years, until labor shall begin to cooperate.

Jobbers have held up payments, have cancelled goods, and generally shot the standing of the manufacturers' schedules in no mean way, and it will take some few weeks to get these schedules readjusted.

Our suggestions to our buyers would be that they order for the next six months' shipments at the end of three months and six months and that they cover themselves for normal requirements at regular prices.

Yours sincerely,

FRANK MOSSBERG CO.,

Attleboro, Mass. F. T. Chase, Sales Mgr.

## CHICAGO AUTOMOTIVE SHOW IN NOVEMBER

Preliminary arrangements have been practically competed for the annual show of the Automotive Equipment Association to be held in Chicago this fall. The show will be held at the Coliseum for the week beginning November 14th. This is the first time the show has ever been held in the Coliseum, and the equipment of the American Railway Appliance Co. has been leased for the week. The A. E. A. annual show is held at the time of the November convention of the Association, and is a feature in the accessory trade, equalled by no other event during the year.

T. A. Mitchell of the Mitchell Mfg. Co., representative for such manufacturers as the Legalite Corporation, Ashland Mfg. Co. and others, is making a six weeks' trip through the Northwest. Mr. Mitchell's friends throughout the territory are always glad to receive him as he covers the trade, and the volume of business developed for the manufacturers he represents is a testimony of his pleasing personality and his four-square business policy.



## CORCORAN WESTERN MANAGER

The constantly increasing demand for Peerless Guaranteed Products for Fords and the swiftly expanding business of The Corcoran Manufacturing Company in the western territory, has caused The Corcoran Manufacturing Company to appoint Mr. Rex H. Finney as Manager of Western Sales, with headquarters in Denver, Colorado. Mr. Finney will personally travel the middle West and western coast states and western Canada.

Mr. Finney was an old retail accessory dealer himself—going from that business to the accessory jobbing business—for years being active in the organization of the Hippee-States Co. of Des Moines, Iowa.

Mr. Finney thoroughly understands the Peerless line and is in position to intelligently enlighten the trade as to the "ifs and ands" of this nationally advertised line of radiators, fenders, hoods, tool boxes, etc., for Ford cars.

## GELLER, WARD & HASNER'S AUTOMOTIVE CATALOG

Typical both in size and completeness of Geller, Ward & Hasner Co., at St. Louis, Missouri, is their new automotive equipment catalog No. 18, consisting of over 250 pages. The company are exclusive distributors for Hood and G & J tires and headquarters for a full and complete line of automotive equipment. It is certainly their justifiable claim that the new catalog offers the most complete and best selected stock for the territory that their salesmen serve. The latter pages of the catalog contain tables showing the proper size spark plugs, tires, brake lining, mufflers and other accessories to go on each make of car. The catalog is also crossed-indexed. No appropriate price list was issued for the catalog, due to the unsettled condition of the market. The company contemplates issuing a list as soon as conditions are more stable and prices are established.

The Henning Hardware Co., Hillsboro, North Dakota, is erecting a new warehouse to house its enlarged stock.

Christian & Herman are the proprietors of the former business of Ellerback & Hale at Beatrice, Nebraska.

Rummel & McMillen are the new owners of the former McWhirter Hardware Co. at Cleveland, Oklahoma. Edward Rummel is manager of the new business.

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# San Francisco *to* New York

***4 days, 14 hours, 43 minutes***

# New York *to* San Francisco

***4 days, 19 hours, 17 minutes***

# New York *to* Chicago

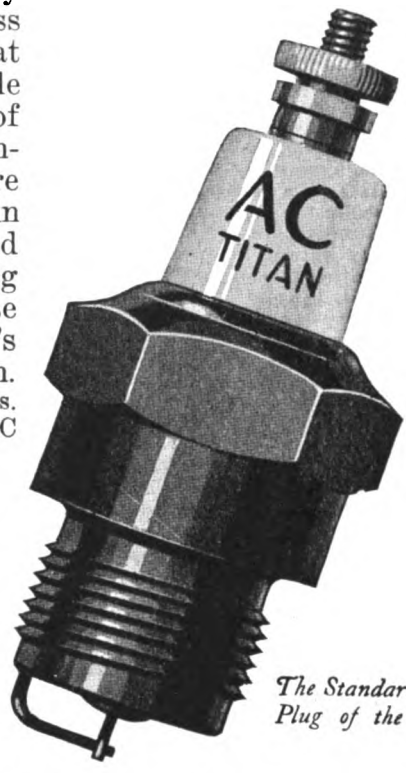
***24 hours, 43 minutes, 50 seconds***

**These time-shattering road records, established by** three Essex cars, are further evidence of the matchless dependability of AC Spark Plugs. The AC Plugs that fired the engines of these cars were unfailingly reliable in their service. In the two transcontinental runs of 3,347 miles each, every driving condition was encountered, yet the AC's functioned perfectly. They were equal to the exacting demands of high speed, mountain climbing and long, tortuous pulls through sand and mud. Like the manufacturers of the record-smashing Essex and other fine makes of passenger cars that use AC Plugs as standard equipment, dealers who sell AC's can be sure that AC's will do all that is asked of them.

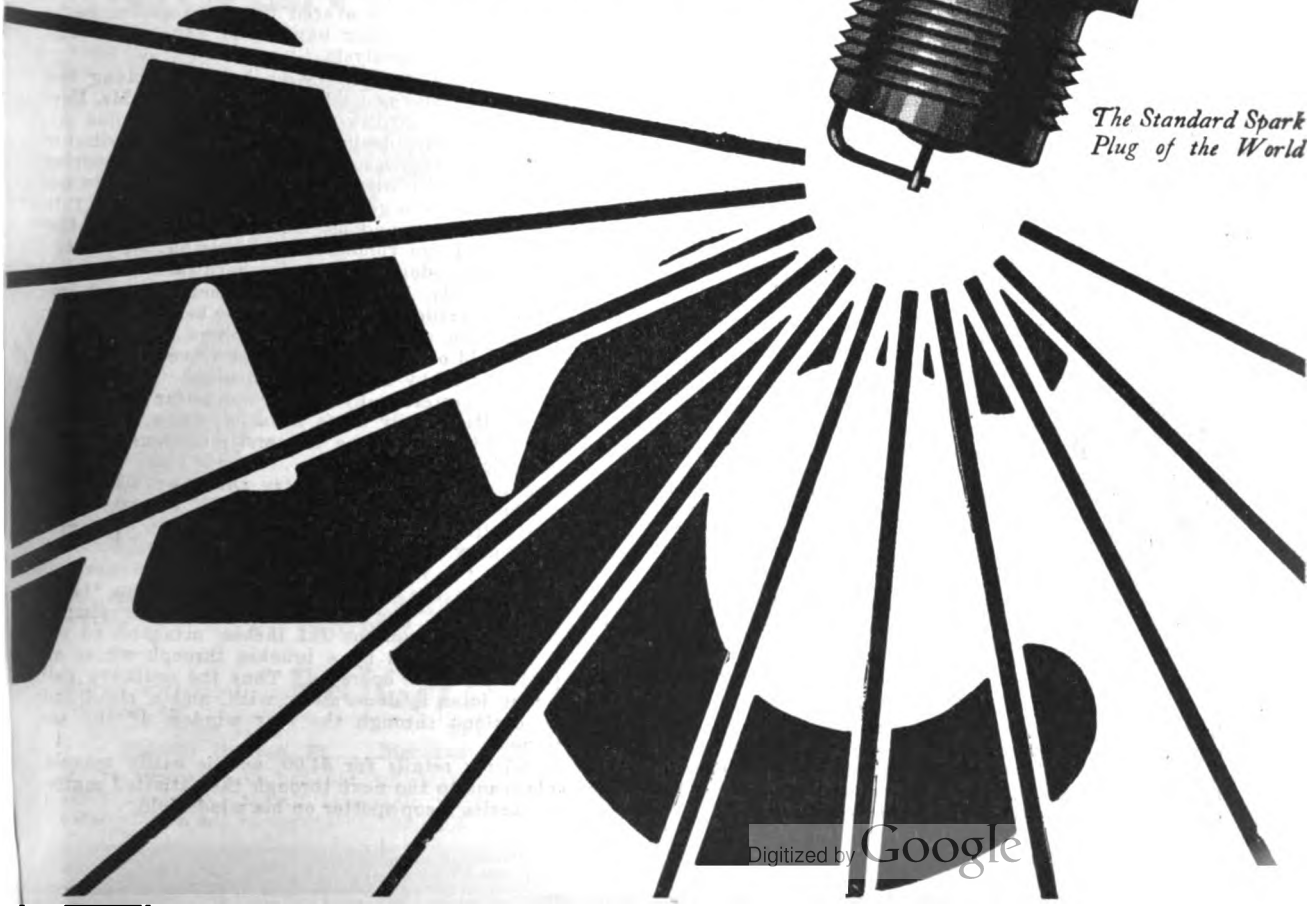
AC's have proved this time and again in the most punishing tests. If you do not stock the full AC line and are not profiting from AC achievement, write today for dealer information.

Champion Ignition Company, FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending




*The Standard Spark Plug of the World*



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## OPTIMISM MAKES SUCCESS SUCCEED

**Editor HARDWARE WORLD:**

We believe that both the wholesale and retail trade would be acting wisely if they placed orders now with shipping specifications for the coming season, for the reason that from all indications prices on general commodities will not decrease materially for some months.

Of course where sellers guarantee protection against decline in price of goods to be shipped or goods in the buyer's stock, a policy which we think is unsound, the advantage of buying now is very much greater than where protection against decline in price is not guaranteed.

Our reason for believing that the policy of guaranteeing against decline in price of goods shipped or to be shipped is unsound is because we do not think that any seller should stand this burden when the buyer does not reimburse him for the difference in price of merchandise on hand when prices increase. It is a poor rule that does not work both ways.

Regarding the matter of sellers guaranteeing protection against increase in price, we do not believe that sellers as a whole are in a position to know what will happen in the labor and material markets and therefore the accurate cost of finished goods is entirely unknown for the future. However, sellers, we believe, are in no position to judiciously guarantee against an increase in price.

There is one thing that we are doing in our sales organization throughout the United States and that is to talk, think and live optimism because there is nothing quite so catching as optimism and it overcomes the more or less trade "habit" of talking pessimistically at certain seasons of the year in this industry.

Someone once very wisely said: "Nothing succeeds like success." And we have added to this a few words which make this quotation read this way: "Nothing succeeds like success—and nothing makes success succeed like optimism.

Very truly yours,

AMERICAN HAMMERED PISTON RING CO.

Baltimore, Md. Walter P. Coglan, Gen. Sales Mgr.

## BLACK & DECKER COMPLETE CATALOG

Black & Decker general catalog No. 2, just off the press, as the trade would expect, is typical in every respect of the general style and standard of Black & Decker literature as well as Black & Decker products.

Artistic completeness and technical minuteness have been combined in making the new catalog an entirely satisfactory treatment of the Black & Decker line. With its reputation based upon quality and its argument that reputation of the maker is the very best guarantee of any goods, the editors of the catalog have set about picturing the Black & Decker products and selling the Black & Decker organization and quality.

The equipment is carefully illustrated and described in detail, and prices are quoted on all models, sizes and types of Black & Decker machinery. Those who have not already received copies of the book and every automobile accessory dealer and distributor should have it, may secure it by applying to any one of the Black & Decker branch offices, as well as to the general office at Baltimore.

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Otto Lee has purchased the interests of Judge Kunzman in the Blythe Hardware Company at Blythe, California, and will now join his brother in the management of this active and growing concern.

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The Jackknife Windshield Company recently celebrated the opening of its new factory at Georgetown, near Seattle, Washington, with a reception and entertainment which 5,000 people attended. From now on, the company will operate on an enlarged scale and supply a rapidly developing eastern demand.



## HOLDS THE MIRROR UP TO DRIVERS

E. C. A. Berger has come to be known as the "cop-spotter of the accessory industry," and very naturally, for Mr. Berger, besides being general manager of Berger & Co., manufacturers of Copspotter rear view mirrors, is also one of the best informed and wide awake personalities in the western accessory trade.

In this case the "cop" is not only for officer of the law, but the coin of the realm, so besides being a cop spotter, Mr. Berger may be termed a "copper spotter."

His seven years contact with the automobile and accessory business have taught Mr. Berger several trade axioms. In fact he discovered these principles early for himself, and his later experience has only borne him out in his first analysis.

From the very start, when he traveled among the members of the trade as a salesman on the road Mr. Berger used to tell the hardware dealers whom he called upon that the hardware dealer was the natural distributor of autombbile accessories, and that some day accessories would be principally distributed through the hardware trade. As years have gone by, Mr. Berger has seen this prophecy come more and more into effect until at the present time a large volume of the distribution of cop-spotter mirrors is done through the hardware trade.

Another of Mr. Berger's trade principles, most important to the trade, is the fact that he believes strictly and sincerely in selling through jobbers. Cop-spotter mirrors are sold only through jobbers, so very naturally they are handled by all Western dealers. Mr. Berger himself is a westerner by birth, and a far westerner by choice. His family home is in St. Louis, Missouri, and he was educated at the University of Pennsylvania as an electrical engineer.

Going west to find a country that was as big as his ambitions and his own outlook he gravitated toward Southern California, and was connected with the automobile industry from the start.

Berger & Co. was organized nearly two years ago to manufacture the cop-spotter, as well as the "Berline" autowline. The cop-spotter itself is a simple, strong, plate glass mirror 3x7 inches, attached to the top of the windshield by a bracket through which an adjustable quadrant operates. Thus the ordinary ball and socket joint is done away with, and a rigid and reliable outlook through the rear window of the car is obtained.

The mirror retails for $4.00, and is easily salable. One sale leads to the next through the satisfied motorist who carries a cop-spotter on his windshield.

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THE BUYING PUBLIC WANTS

# QUALITY—SERVICE—FAIR PRICE

THAT SPELLS

## BRIGHT STAR PRODUCTS

BATTERIES AND FLASHLIGHTS

BRIGHT STAR BATTERIES GIVE LONGEST SERVICE, HAVE EXTRA STRONG RECUPERATIVE POWERS, AND GUARANTEED SHELF LIFE.









QUALITY

BRIGHT STAR BATTERY CO. TRADE MARK BRIGHT LIGHT

SERVICE







BRIGHT STAR CASES HAVE PATENTED NON-SHORT-CIRCUITING FEATURE AND DOUBLE CONTACT ON BOTH NICKEL AND FIBRE CASES.

## BRIGHT STAR BATTERY CO.

| New York | San Francisco | Dallas | Chicago |
|---|---|---|---|
| 316-322 Hudson St. | Merchants Exchange Bldg. | Sam Houston Life Bldg. | 9 South Clinton St. |


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## HOW MUCH WEIGHT WILL A TIRE CARRY?

Recent action of the Society of Automotive Engineers made a revision of the table of carrying weights for tires of various sizes. The wise merchant will caution motor car owners and tire buyers against buying tires that are undersized, and suggest that the scales be consulted before accepting casings. Note the following means for determining the weight each tire should carry:

Run the front half of the car on the platform scales, then the rear half. The weight carried by each tire will be half the respective amounts registered.

The approach to the scales should be level and, if reasonable care is exercised, the total of the two operations will be within 20 or 30 pounds of the weight of the car when all of it is upon the scales.

The following table shows the maximum weight permissible on each tire and the various pressures recommended by the Society of Automotive Engineers:

CORDS

| Size of Tire | Load on Tire | Inflation Pressure |
|---|---|---|
| 3½-inch | 520 lbs. | 40 lbs. |
| | 560 lbs. | 45 lbs. |
| | 600 lbs. | 50 lbs. |
| 4 -inch | 700 lbs. | 45 lbs. |
| | 750 lbs. | 50 lbs. |
| | 800 lbs. | 55 lbs. |
| | 850 lbs. | 60 lbs. |
| 4½-inch | 960 lbs. | 50 lbs. |
| | 1020 lbs. | 55 lbs. |
| | 1080 lbs. | 60 lbs. |
| | 1140 lbs. | 65 lbs. |
| | 1200 lbs. | 70 lbs. |
| 5 -inch | 1350 lbs. | 55 lbs. |
| | 1420 lbs. | 60 lbs. |
| | 1490 lbs. | 65 lbs. |
| | 1560 lbs. | 70 lbs. |
| | 1630 lbs. | 75 lbs. |
| | 1700 lbs. | 80 lbs. |

FABRICS

| Size of Tire | Load on Tire | Inflation Pressure |
|---|---|---|
| 3 -inch | 350 lbs. | 40 lbs. |
| | 375 lbs. | 45 lbs. |
| 3½-inch | 465 lbs. | 40 lbs. |
| | 500 lbs. | 45 lbs. |
| | 535 lbs. | 50 lbs. |
| | 570 lbs. | 55 lbs. |
| 4 -inch | 615 lbs. | 45 lbs. |
| | 665 lbs. | 50 lbs. |
| | 715 lbs. | 55 lbs. |
| | 765 lbs. | 60 lbs. |
| | 815 lbs. | 65 lbs. |
| 4½-inch | 860 lbs. | 55 lbs. |
| | 920 lbs. | 60 lbs. |
| | 980 lbs. | 65 lbs. |
| | 1040 lbs. | 70 lbs. |
| | 1100 lbs. | 75 lbs. |
| 5 -inch | 1220 lbs. | 65 lbs. |
| | 1290 lbs. | 70 lbs. |
| | 1360 lbs. | 75 lbs. |
| | 1430 lbs. | 80 lbs. |
| | 1500 lbs. | 85 lbs. |

H. E. Burt has purchased the plumbing business formerly conducted by H. P. Fuller at 7526 Sunset Boulevard, Hollywood, California.

## IT PAYS TO ANALYZE EXPENSES

The shrewd merchant looks over his statement of Storekeeping Expenses and see in it not numberless channels of waste, but rather a series of justifiable expenditures. He realizes that if there were no Expense there would be no Gain; that to make money he must spend money.

This spending that there may be a positive return is investing, and the far-seeing merchant considers the items in his expense statement as investments calculated to earn for him.

He also knows that his value to the community is in exact proportion to the degree of Service that he renders, and that the dollars he spends in rendering that service are Service Investments calculated to produce steady dividends. He, therefore, scans his statement of storekeeping expenses to make sure that his business is properly equipped to do the job.

"Yes," he remarks, "rent is justifiable. I must have a store, a good store, clean and attractive. Without that my trade would vanish.

"My store must also be well lighted, heated in winter, well ventilated in the summer.

"The payroll—that's all right. I must have good help and if I could get another man like Jim or another fellow like Fred I could double this business.

"Insurance—by all means. I must take no chance on fire loss, and besides the insurance policies in my safe are a safeguard of my credit.

**Advertising Protects the Entire Investment**

"I must have advertising. The boys are good salesmen and we must keep bringing the people to the counters so as to get them into personal contact with our salesmen, our goods, our store. We must keep telling the people what an excellent store we have and how our goods match their needs."

And so he goes down the list, analyzing the relation of one item to the other, checking the evidences of proper service equipment. He knows that they are all necessary investments, that without this investing there would be no return, and his principal job becomes that of intelligently supervising and coordinating these elements, applying these tools of profit-making effectively.

The man who begrudges the bait never makes the catch, and the store which does not consider business getting items in its expense statement as the seed of larger business and larger profits, is on the road to diminishing returns rather than growth and prosperity.

Advertise your store, your service, your goods.

W. E. Galley and F. E. Smith, both of Canon City, Colorado, have purchased the Feldmeier Hardware Company at Grand Junction. The new firm will be the Galley Hardware Co. Mr. Galley is an up-to-date business man and is well known to the trade in Colorado.

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# REVERE TIRES




GOOD WILL is the most valuable asset a tire dealer can have. REVERE TIRES develop customers into friends, and establish a trade that challenges competition.

Sell a well established line—that will net you a legitimate profit on every sale.

**REVERE RUBBER CO.**
1790 BROADWAY
NEW YORK


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## RESERVATIONS SWAMP SECRETARY WM. M. WEBSTER

Reports from the office of Secretary Wm. M. Webster of the Automotive Equipment Association, indicate that the busiest days that the office have ever faced were those immediately following the mailing of space contracts for the National Accessory Show in November.

The contracts were placed in the mails so that they would reach each member on the same day, no matter in what part of the country he was located. On that day the telegrams began to arrive thick and fast, and it is reported that a procession of messenger boys was crossing the threshold of the association.

Although the Chicago Coliseum has been engaged, it may be a task to place all the exhibitors who have reserved space.

## A. D. FAIRBANKS, JR., HEADS THREE COLORADO COMPANIES

Among the "big" men in the hardware trade in Colorado is Arthur D. Fairbanks, Jr. Mr. Fairbanks is not only big in the institutions with which he is connected, but big also in the diversity of his interest in the hardware trade.

For some time western merchants have known the Delta Hardware Co., Delta, Colorado, of which Mr. Fairbanks is president, as well as the Colorado-Utah Hardware Co., at Grand Junction, an important wholesale house, of which he is also president. His newest enterprise is the Montrose Hardware & Implement Co., which has been organized at Montrose, Colorado, with a capital stock of $50,000.

It is an interesting fact in this connection that Mr. Fairbanks, is a native of Montrose and although his enterprise has taken him away from his native city, it has always been his ambition to return and identify himself with the hardware trade there. Thus the new enterprise is an answer to a long standing ambition on the part of Mr. Fairbanks.

It is only natural that the people of his native city will recognize this tribute to their needs, and the business of the new company will grow by leaps and bounds. A special building is being erected, with the latest installations and improvements. Particular stress will be laid on service and repairs in the implement line, and several exclusive agencies have already been contracted for.

## EMPLOYES BUY BLACK & DECKER STOCK

The Black & Decker Mfg. Co. have applied the co-operative system in industry by issuing $250,000 in 8 per cent cumulative stock for the benefit of their employes. The owning of this stock is being made easy for employes by arranging long time payments, the longer the employes having been with the firm, the better their terms for purchasing stock.

Since the factory was moved to Towson Heights, near Baltimore, a typical industrial family community has grown up, and the sale of stock in the company to employes is but a natural result.

The growth in gross sales has reached the million dollar mark during the past year. The company is not placed in the position of asking help from its employes, but rather of offering them an opportunity and an advantage which their work and loyalty have partly created.

John F. Chamberlain, representative of the Whiton Hardware Company and the Pacific Net and Twine Company in Alaska, is generally hailed as the dean of commerical salesmen in the far Northwest territory. Recently he celebrated twenty years' service in Alaska, and it is claimed that he has traveled more miles in Alaska than any other salesman who has ever visited the territory.



## AUSTRALIAN SALES AGENT NOW IN U. S.

It is not so very frequently in meeting men of the trade that one is impressed with how much a man knows about hardware, therefore, it is a particularly novel sensation to meet a man from abroad who gives us an impression of knowing hardware from a to z, not only the situation in this country, but the foreign situation.

A. W. Stitt is one of the best informed men in Australia and New Zealand in hardware, not only on the hardware situation in his country, but on the world hardware market.

In order to do business in Australia, as Mr. Stitt points out, one must know the hardware market of the world. Australia buys hardware just as well as she buys her other supplies, from the world market, some coming half way around the globe from England, such articles as aluminum coming from India, and other articles coming from other foreign countries just as they can be bought to advantage.

It should be particularly interesting to American manufacturers who are interested in the Australian market to know that Mr. Stitt will be in the United States for some time. The A. W. Stitt Co. are manufacturers' agents and importers and exporters in Australia, and Mr. Stitt has opened an office at 311 California Street, San Francisco, where he is making arrangements to represent new American lines, as well as selling some Australian lines in the United States.

There is an excellent opportunity for tool lines, particularly in Australia. Now that the soldiers have returned from the war, the country is all but stripped of tools and there is a great demand. Mr. Stitt will be pleased to communicate with any manufacturers in the United States who desire the ablest representation in Australia.

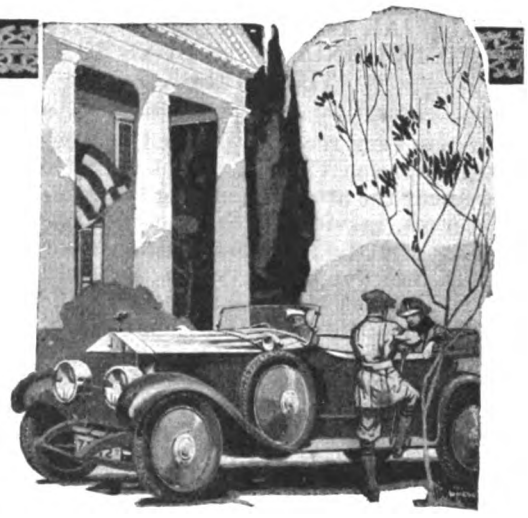
The Dewey Hardware Co., Kenosha, Wis., is reported to be prosperous and happy in its new building, where they are specializing on auto accessories and a full tool line.

The Summerill Stove Repair Works has been organized at Ogden, Utah, to manufacture stove parts. The members of the company have repaired stoves for years in Ogden, but have not manufactured their own repair parts until the present time.

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# Selling *vs.* Adjusting

*The Tire Dealer's Side of It—No. 5*



"DEALERS prefer selling tires to adjusting them. And we help by making Converse Tires *right* at the start—and selling them on a basis that gives the consumer better value than he expected."

That's getting at the root of the matter, isn't it?—Every one of the nine other planks in the Converse Dividends-for-Dealers platform is just as sound, as practical and as helpful as this one. Send for

***"Dividends for Dealers"—A Story with a Wallop***

CONVERSE RUBBER SHOE CO.
MALDEN, MASS.

*Service Branches:—*

New York—300 Amsterdam Ave. Chicago—618-626 Jackson Blvd.
Boston—801 Boylston St.



**Converse Tires**

*More Miles—Less Skid*

*Exclusive Distributors:—*

Nash Hardware Co.
Fort Worth, Texas

McGowin-Lyons Hardware & Supply Co.
Mobile, Ala.

Sloss & Brittain
77 Beale Street, San Francisco, Cal.

Stauffer, Eshleman & Co.
New Orleans, La.

Failing, McCalman Co.
Portland, Ore.

Stowe-Shaw Rubber Co.
1319 S. Figueroa Street
Los Angeles, Cal.

Charles A. Shaeffer
7 West 19th St., Kansas City, Mo.

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## NOW LEGAL TO REFUSE TO SELL A CUSTOMER UNLESS HE BUYS SOMETHING ELSE

(Copyright by Elton J. Buckley)

A case very recently decided by the United States Supreme Court has not attracted anywhere near the attention among the trade which it deserves, in view of the fact that it finally legalizes a method of doing business which has been in use for many years, but which the Federal Trade Commission declared illegal, in that it constituted unfair competition. The method I refer to consists of refusing to sell a customer unless he agrees to buy something else. This was in common use before the days of the anti-trust laws, but the Federal Trade Commission has always taken the position that it was illegal, and has prosecuted a number of concerns for using it.

The decision of the Supreme Court leaves the trade in every line free to use this method, provided there is no question of monopoly. For instance, a concern which had a monopoly of gasoline could not refuse to sell gasoline to a customer except on condition that he buy oil as well. But where there is no monopoly, the Supreme Court says there is nothing illegal about it.

This case was an appeal from a decision of the Federal Trade Commission that Warren, Jones & Gratz, who dealt in steel ties for binding bales of cotton, had been guilty of unfair competition because they refused to sell ties to customers unless they would also buy jute bagging from them. The Supreme Court went deeply into the meaning of unfair competition, and said that nothing could be considered unfair competition which was "never heretofore regarded as opposed to good morals." I quote the following from the decision:

The words "unfair method of competition" are not defined by the statute, and their exact meaning is in dispute. It is for the courts, not the Commission, ultimately to determine, as matter of law, what they include. They are clearly inapplicable to practices never heretofore regarded as opposed to good morals because characterized by deceptions, bad faith, fraud or oppression, or as against public policy because of their dangerous tendency unduly to hinder competition or create monopoly. The act was certainly not intended to fetter free and fair competition as commonly understood and practiced by honorable opponents in trade.

Count one alleges, in effect, that Warren, Jones & Gratz are engaged in selling either directly to the trade or through their correspondents, cotton ties and also jute bagging. That, with the purpose and effect of discouraging stifling competition in the sale of such bagging, all the respondents, for more than a year, have refused to sell any of such ties unless the purchaser would buy from them a corresponding amount of bagging—six yards with as many ties.

The complaint contains no intimation that Warren, Jones & Gratz did not properly obtain their ties and bagging as merchants usually do; the amount controlled by them is not stated; nor is it alleged that they held a monopoly of either ties or bagging, or had ability, purpose or intent to acquire one. So far as appears, acting independently, they undertook to sell their lawfully acquired property in the ordinary course, without deception, misrepresentation or oppression, and at fair prices, to purchasers willing to take it upon terms openly announced.

Nothing is alleged which would justify the conclusion that the public suffered injury or that competitors had reasonable ground for complaint. All question of monopoly or combination being out of the way, a private merchant, acting with entire good faith, may properly refuse to sell except in conjunction, such closely associated articles as ties and bagging. If real competition is to continue, the right of the individual to exercise reasonable discretion in respect of his own business methods must be preserved.

This destroys another of the "unfair competition" bugaboos which the Federal Trade Commission has endeavored to set up, in finding evil and illegality where none existed before. The decision of course merely reiterates, in a somewhat different way, the principle which the Supreme Court recently laid down in the Colgate case, viz.: that a man cannot be interfered with in the choice of his own customers.

Since the above decision was handed down, the Federal Trade Commission has had to throw out some of its own cases. The Commission had brought a case against the C. D. Kenney Co., a Baltimore coffee house, charging it with unfair competition because it had refused to sell sugar to anybody who would not also buy coffee. During the sugar scarcity there were cases like this all over the country. When the case came up for hearing, the Supreme Court had just handed down its decision in the Gratz case, and the Commission consequently had to abandon its case against Kenney. I understand a large number of other cases, brought on the same ground, will be dismissed also.

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## HELP YOUR CUSTOMERS SAVE TIRES

Skidding surprises the motorist, oftentimes, in its effect on his tires. Sometimes a tire will be noticed with the tread worn through to the fabric in one or more spots. The balance of the tire in such a case will be in good condition. Too sudden locking of the brakes, forcing the tire to drag, or taking corners at too high a speed are ordinarily responsible.

Skidding the tire for a short distance is often little thought of at the time. But the fact is that this slide has caused a flat place on the tread of the tire, which pounds away on the road, revolution after revolution, like a flat car wheel on a locomotive. When the tread has already been weakened by the grinding action of skidding, this incessant pounding causes the tire to go out of service prematurely.

A motorist will save dollars in tire expense if he will coast to a stop, employing his brakes very gradually. If he plans ahead, he may check the momentum on the car by closing the throttle with the clutch engaged. When starting from rest an easy foot on the pedal will save miles of tire service. If a car starts off with a jump, the effect on the tires is much the same as though the tread were rasped away with a heavy file.

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# Enthusiasm That Diamond Tires Evoke

## JUDGE from the following letter from Mr. Lundblade, of Eureka, California:

"My real success began at the time I took on the Diamond line. In a few short weeks I was able to point to a line-up of cars and say with great satisfaction, 'Count the Diamonds.' And those who counted soon realized the growing popularity, and fell quickly into line.

"The reasons for the popularity were not hard to find. First, there was the inherent quality of the tires. The fact that they wore well—that they looked well—that they served the owner for a period usually far beyond the adjustment basis, with a minimum of trouble. Secondly, there was the character of the men behind the goods. The faith they had in the tires they were making. The willingness they evidenced to make good wherever and whenever a fault appeared.

"So my business has grown. Today Diamonds are to be found on more than half the cars in my community. I am making money, building up daily a larger and better business, because I am selling satisfaction—a satisfaction that is made out of quality and confidence.

"Three years ago my capital was very small. Today I am located in my own building which was just recently completed at a cost to me of $40,000."

THE DIAMOND RUBBER COMPANY
Incorporated
AKRON, OHIO

# Diamond TIRES

FULL OF LIFE


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## WAYS TO INCREASE YOUR WORTH

Arise in the morning early enough to take a cool sponge bath, to dress and groom yourself neatly, to eat a leisurely breakfast, and to reach your place of business on time, without rush or hurry.

Be so interested in your work that you will not be watching the clock for the lunch hour, or the closing bell.

Learn all you can about the goods you handle and take pride in displaying and arranging them to the best possible advantage.

Possibly other stores handle the same line of goods, and if you get good ideas, put them into practice if you can.

Prove yourself so reliable, so trustworthy, and so intelligent in the regular performance of your duties that you will gain the confidence of your superiors.

Acquaint yourself in reasonable measure with the position beyond, which you aspire to fill some day. Once we have become worthy understudies, we are in line for promotion when a vacancy occurs.

Remember that there are plenty of people to fill the small beginning-positions; a good many for those part way up; but there is always room at the top. Just the same the elevators aren't running, and you and I must climb up the ladder of success, hand over hand, and step by step. This means that if we are to merit promotion, we must observe, study, be willing to work, be business-like in our demeanor, be able to show real initiative.

Only those achieve success who are willing to pay the price of getting ready. Do not envy the other person what he earned. Go ahead and earn as much as you feel you are entitled to yourself. Know what you want and fit yourself for it!

## ONE WRITING COMPLETES THE RECORD OF A CHARGE SALE

The National Cash Register Co. have a method of handling credit accounts so that after one first makes the original record at the time of the sale, no further recording, posting or bookkeeping is necessary until the money is paid on the account.

Every account is always kept up to the minute, ready for settlement.

Merchants in many lines of business are using this up-to-date, National Cash Register Credit File. They say it is one of the safest, quickest, most economical credit systems they can use.

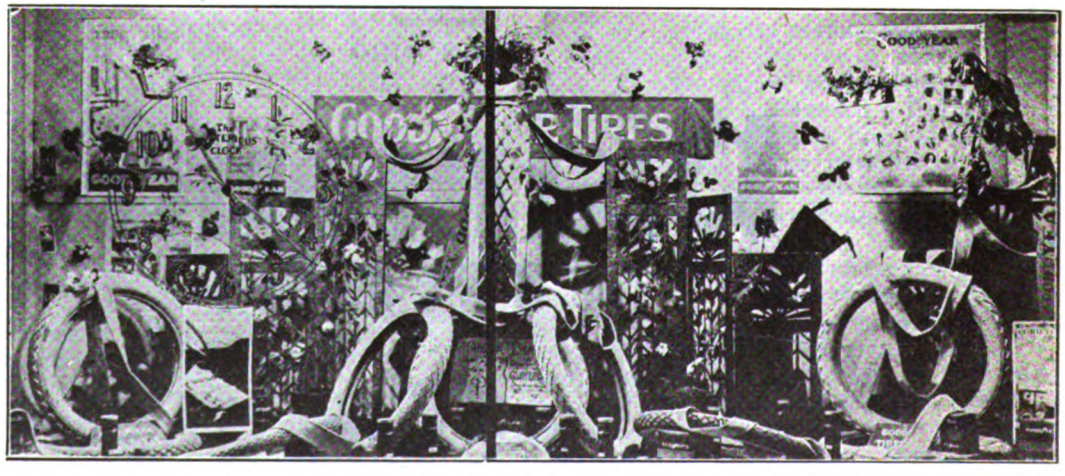
Any of our subscribers who would be interested in this system of the National Cash Register Co. should address department 27 of the National Cash Register Co., Dayton, Ohio, and they will be glad to give full particulars with reference to their method of handling credit accounts.

## LOCKWOOD EASTERN OFFICES EXPANDED

Removal of the eastern branch office and plant of the Lockwood Manufacturing Company, makers of the Lockwood line of Auto Fabric Accessories, from Brooklyn to Buffalo, N. Y., has been completed, according to an announcement of Paul Lockwood, managing director of the company. Harry B. Lockwood, vice president, will have charge of the Buffalo office and plant. An export sales branch in the Grand Central Palace, New York City, also has been established to meet the rapidly increasing foreign demands for the Lockwood line of Auto Fabric Accessories. Bert G. Close will be in charge of this export branch.

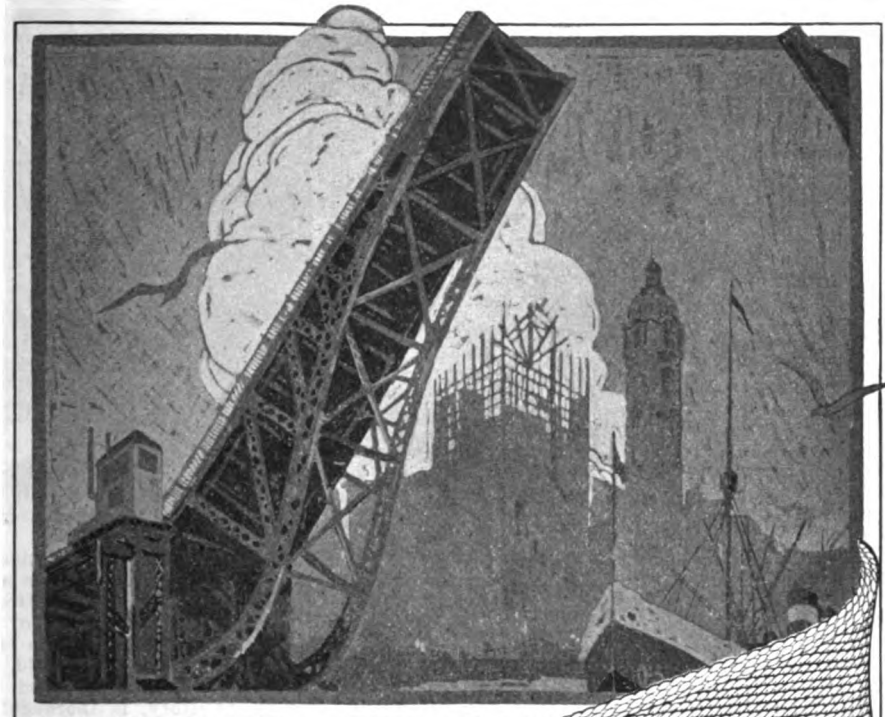
The western office and factory at Seventh and Wyandotte Streets, Kansas City, Mo., which is the parent plant of the Lockwood Company, remains at that location, and the Chicago sales branch with James G. Trumbly in charge, will continue at 3021-23 South Michigan Avenue.

The Lockwood Manufacturing Company recently bought and assumed complete charge of the Auto Fabric Accessories Division of the Baker & Lockwood Company, which line formerly bore the name "Baker." In the last few months there has been a tremendous expansion in the sales of the Lockwood line of fabric accessories known to jobbers and dealers in all parts of the country. The development of larger eastern facilities is in response to this business growth and will enable the Lockwood Company to expedite the handling of its trade in eastern and foreign territory.




This window is said to have made over $1500.00 in ten days. It was trimmed by A. J. Herboth of the Hoene Hardware Co., and surely the artistic and financial results are a tribute to Mr. Herboth and to John Hoene, his wise and far-sighted employer.

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STRENGTH

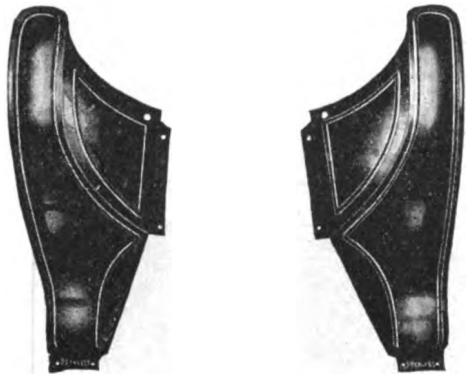



Modern construction requires the use of steel to provide the stupendous strength essential to success and safety. Steel has no substitutes.

Like steel, Viking Brake Lining for Fords excels in strength. Its strength is inherent. Dealers, in selling it, know that their customers can ask nothing of Viking that Viking cannot give.

VOGT MANUFACTURING CORPORATION
ROCHESTER, N.Y.

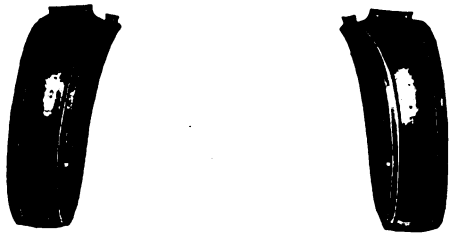
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## EXACT DUPLICATE OF FORD FENDER

The Corcoran Manufacturing Company, Cincinnati, manufacturers of the well-known "Peerless Products for Ford Cars," are now accepting orders for immediate shipment on an exact duplicate of the Ford fender.

Peerless Fenders are made to fit all models of Ford cars—but it is necessary to state the model for which fenders are intended. They add distinction and appear-



ance to the Ford car and are built according to the Peerless "Standard of Excellence." Carefully crated to withstand rough handling in shipment. One set of four fenders to the crate, six complete sets of fenders in four crates, etc. This manner of packing is especially convenient for both the jobber and dealer. Detailed description to be had by writing Department A.

## OTTERSON TELLS ONE ON HIMSELF

President John E. Otterson of the Winchester Repeating Arms Company is one of the most youthful looking of all the officials of that organization. He is a few years under 40.

Those who are acquainted with President Otterson will appreciate the humor of this incident, which he related to the Winchester dealers on the final day of the recent convention. He was going around the plant without a badge as he had occasion to do during the week and one of the dealers came up to him and said:

"Hello, young man, do you work here?"

"Yes, sir."

"How long have you worked here?" the dealer asked.

"Oh, about four or five years," said Mr. Otterson.

Then the dealer said: "What do you think of the place?"

Mr. Otterson said: "I think it is a pretty good place, but they work you pretty hard, and I hope it is leading somewhere," and the dealer said, "Well, you are young yet; don't mind that. What is your job around here?"

"I am president," replied Mr. Otterson.

There was prolonged laughter in the convention as the Winchester organization head finished the story.

Stadelman-Bonn Company, at the Dalles, Oregon, among the most wide-awake institutions of the Northwest, have recently been named Winchester agents.



## M. M. HARRIS WITH SANFORD BROS. AT SEATTLE

Another strong organization will be represented by a strong man in the Northwest from now on, since Sanford Bros. have established a Seattle office in charge of M. M. Harris.

Although Sanford Bros. is a national institution as manufacturers' agents, with offices at Chicago, Chattanooga, Cleveland and San Francisco, and cover the territory thoroughly, the addition of a Seattle office means both strength to them and a recognition of the importance of the Northwestern field.

M. M. Harris, who will represent Sanford Bros. in the Northwest territory, is thoroughly known to the trade in the West. He qualifies both through his popular personality and as an expert accessory man. In fact he is not new to the Northwest, for, many years ago, he traveled for one of the large hardware houses out of Seattle. Since that time, however, he has devoted practically all of his time to accessories.

For twenty years he has been brought up with the trade of the West. As manager of the Pioneer Mercantile Co. at Bakersfield, later with Chanslor & Lyon, at both Oakland and Fresno, and as manager of the accessory department for Baker, Hamilton, Pacific Co., his friends and admirers are as many as his past favors and good turns.

During the last year he has represented the Harris Oil Co. in the West, but the difficulty of making shipments to the western territory tended to nullify all the good work that Mr. Harris was responsible for in the western field.

His new work will bring him into connection with the trade in Oregon, Washington and Montana and Idaho, and we predict in advance that the relationship will be mutually pleasant and profitable.

Oliver Olson is the new secretary of the Juneau Hardware Co., Juneau, Alaska. Mr. Olson was formerly manager of the Jensen Hardware Co. at the same place.

Geo. H. Arland, for seventeen years manager of the Garfield Hardware & Mercantile Co., Garfield, Washington, is a candidate for the state legislature of Washington on the Republican ticket. The trade will certainly be interested in Mr. Arland's election, so he may combine his knowledge of hardware with good hard sense in taking up the hard task which the office presents, and the hard knocks which any political campaign implies.

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# "You Can Trust That Spring"

THAT is the basis on which you can sell Harvey Springs. The car owner can trust them absolutely because they are built on such rigid standards that possibility of breakage in ordinary usage is simply out of the question.

Harvey Springs are specially designed for easy riding and great strength. They're boltless—no weak spots in them. And they're tempered exactly right, each leaf exactly the same by the patented Harvey process. Then, too, they are put to the supreme Harvey test for strength—a test under such great force that no ordinary spring could endure it. That's why we guarantee Harvey Springs against breakage or sagging. The margin of safety, the reserve strength, is so great that Harvey Springs live up to their guarantee even under emergencies.

Harvey Springs mean protection to the dealer—and more sales. Dealers are well supplied with sales helps, movie slides, window decalcomanias and inside wall posters as well as the helpful Harvey Spring Book.

There's a jobber near you who can supply you on short notice with any of the 1500 Harvey Springs. Write to us or to your jobber for new Harvey Book

## Easy Riding — Guaranteed

**Harvey Spring & Forging Co.**
118A 17th Street Racine, Wis.

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## LOOK OUT FOR THE GASOLINE CLAUSE OF YOUR INSURANCE POLICY

(Copyright, by Elton J. Buckley.)

Minnesota.

I have a large retail store here, owning the building and carrying a large stock and fixtures. I have everything well covered by insurance, but have just noticed a clause in my policies against keeping gasoline on the premises. I operate two cars, keeping them in a place in the basement of my building, and I have just learned that it was the custom of the man in charge to keep cans of gasoline around the place. We have had no fire, but the policy says it shall be void if gasoline is kept on the premises and I am anxious that the insurance be held O. K. Please advise me what I should do now. E. R. K. & BROS.

No clause in a fire insurance policy is more rigidly enforced than the gasoline clause, and I advise this correspondent, as well as anybody else in the same boat, to go straight to his insurance company, tell them what has occurred, and ask them to note on the policy, or in a letter, that they are aware that gasoline was kept on the premises prior to a certain date and waive their right to void the policy for it. Doing this now, before a fire, will restore your insurance —which undoubtedly the company will declare void if he finds it out—and give you a new start. If you let it go and a fire occurs, you will certainly lose your insurance if the company discovers it, for the courts are clear that where the gasoline clause has been violated the insurance is void, even though a subsequent fire was not in the least due to the violation.

Only a few days ago a case was decided in Kansas which goes rather further to enforce the gasoline clause than any case I have previously seen. A business man who carried insurance on his entire establishment, had a fire. The insurance company refused to pay on the ground that he had violated the clause regarding the keeping of gasoline on the premises, and at the trial it developed that all he had done was to keep a Ford car on his place over night and part of the day for two or three months, with some gas in its tank. The tank held ten gallons of gas and when it stood on the premises it ranged from one-third full to full. But no fire resulted from this, and on the night of the fire the car was not even in the place.

The court ruled that in spite of all that the policy had been violated and the insurance was lost. I will say that the gasoline clause in this case provided that the policy should be void—

If the insured then had or there should be kept or allowed upon the premises, gasoline or petroleum, or any other products of greater inflammability than kerosene oil.

I reproduce the following in order to show the way the courts reason in these cases:—

The condition which was violated did not in any way depend upon the fact that it increased the risk, but by the express terms of the contract was made to void the policy if the condition was not observed.

Course and text writers differ as to what constitutes a breach of such a provision as we are considering. But we believe and hold that the amount of gasoline kept in the car in the barn for two or three months was a breach thereof and not a permissible or negligible violation thereof.

The parties, fully competent, fairly contracted that:—

This entire policy, unless otherwise provided by agreement endorsed hereon or added hereto, shall be void if the insured now has or * * * if (any usage or custom of the trade or manufacturer to the contrary notwithstanding) there be kept, used or allowed upon the described premises * * * gasoline * * * or petroleum or any of its products of greater inflammability than kerosene oil.

Thus the contract was not to insure a property in which a car with a tank of gasoline should be kept or stored, but one free from such inflammable stuff. The plaintiff should have kept his contract or had endorsed thereon consent to keep his car in the building.

There are many cases on the gasoline clause of fire insurance policies. For the unthinking business man it is a good deal of a trap, as gasoline is used in such a commonplace way today for motive power and so many other things. The best safeguard is to tell your agent, when you take out insurance, just how gasoline is kept on your premises, and to get him to have the company endorse its consent on the policy. Then if any change whatever occurs in your practice with regard to gasoline, get the company's consent to that also. A flat violation of the gasoline clause always voids the insurance.

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## THE FLOURISH OF FOOLISH PRIDE

"I've noticed," said Abe Wilkins once,
"that men are often proud.
They like to make a flourish when
They're minglin' with the crowd.
And many a young man blows the coin
He can't afford to spend,
Because he has the notion he
Must always hold his end.

"I like a man to do his share
In everything that goes,
An' I despise a mean man's tricks,
As everybody knows.
But I have seen a lot of woes
An' misery depend
Entirely on this foolish plan
Of holdin' up an end.

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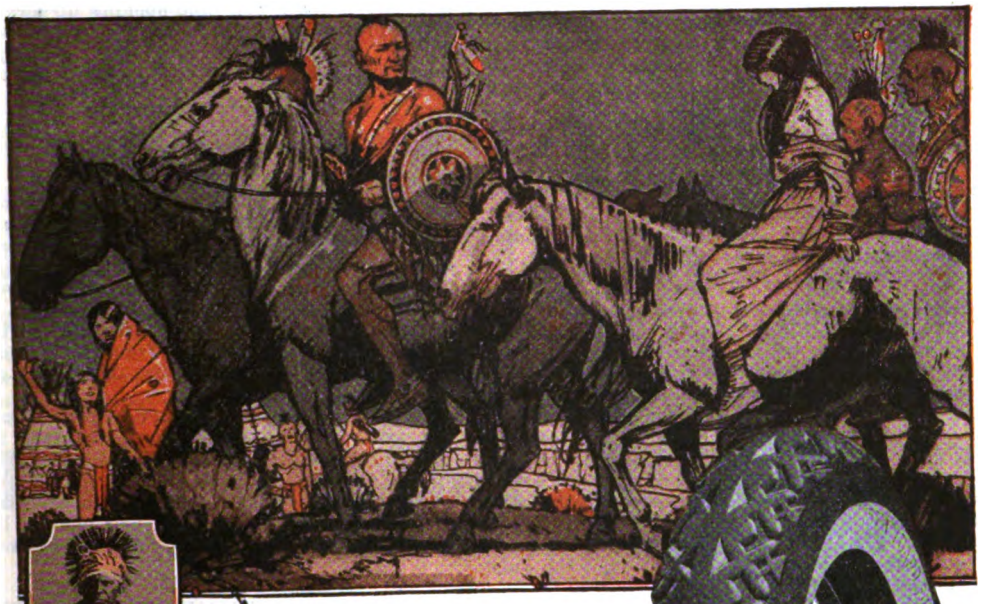
## WHAT MOST CLERKS THINK

A young hardware clerk at Seattle consulted a physician about "tobacco heart," which he thought he had contracted by excessive smoking.

"Doctor," said he, "do you believe that the use of tobacco tends to shorten a man's days?"

"Do I?" exclaimed the doctor, "I know it does. I tried to stop once, and the days were 90 hours long."

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# The Captive

Indian history tells of captives who were adopted into a tribe and came to regard the Indians as friends and protectors.

The history of Standard Four Tires shows that distributors and dealers once adopted into the Standard Four tribe are more than willing to remain.

The Standard Four policy of honest tires, prompt shipments, and real merchandising assistance has made Standard Four distributors and dealers regard this Company as their own company.

The permanent, profitable business which they have built up can be duplicated by other distributors and dealers in territory where Standard Four tires are not now being sold. Write or wire today for the Standard Four proposition.



STANDARD FOUR TIRE COMPANY
Dept. T
Keokuk, Iowa

BRANCHES AT

INDIANAPOLIS, IND.
245 N. Penn St.

LOS ANGELES, CAL.
342 W. Pico St.

ATLANTA, GA.
2 Courtland St.

DENVER, COL.
1700 15th St.

# Standard Four Tires

## "Chief of the Tire Tribe"

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## SLAYMAKER TIRE CARRIER LOCKS

The Slaymaker Lock Co., Lancaster, Pa., have just placed on the market their new lock No. 1098 for automobile tire carriers. The shackle can be made adjustable to all tires and fits the tire carrier bracket securely, clamping the extra tire to the car, and assuring a perfect fit of the lock on the tire carrier in every case.

It is said to be the only lock that will completely protect tires on the new tire carrier on the Buick, Overland, Oakland and Chevrolet cars.

The new lock, together with all other Slaymaker products, is sold to the western trade by A. C. Riddell, with headquarters in Los Angeles, and Earl Jones, with headquarters at 3003 Grove Street, Berkeley.

## STERLING TIRES PAY DIVIDENDS

At a recent meeting of the board of directors of the Sterling Tire Corporation, the following dividends were declared on Sterling Tire stock:

Regular quarterly dividends of 1¾ per cent on the outstanding 7 per cent preferred stock of the corporation, paid July 20, 1920, to stock holders of record July 6, 1920. Regular quarterly dividends of 2 per cent on the outstanding series B preferred stock of the corporation, paid July 20, 1920, to stockholders of record July 6th, 1920. Dividends of 1 per cent on the outstanding common stock of the corporation, paid July 20, to stockholders of record July 6, 1920.

The Sterling Tire Corporation reports that it is running to capacity production and is considerably behind on unfilled orders.

## NEW STANDARD FOUR DISTRIBUTORS

Under its new and more extensive sales policy, announced some time ago, the Standard Four Tire Co., of Keokuk, Iowa, is rapidly establishing new distribution points throughout the country.

Following close on the announcement of several new connections in the southern territory, comes the news of five important distribution appointments in the East, as follows: The McGraw Tire Sales Co., Buffalo, N. Y.; Wagner-Tracy Auto Supply Co., Inc., Albany, N. Y.; Hauck Brothers, Mechanicsburg, Pa.; Dawson Tire & Supply Co., Newark, N. J.; Combination Ladder Co., Providence, R. I.

According to F. R. Eyer, General Sales Manager, the company will continue opening up new territory in direct proportion to their increased production facilities. The Standard Four Tire Co. is now, he says, producing more tires per day than ever before it its history.

## AUTOMATIC SPRING SHUTTER RADIATOR COVER

The Nathan Novelty Mfg. Co., New York, has placed on the market what should prove a most popular automobile accessory, in their Nathan Spring Shutter Radiator Cover. With such a shutter on the car the driver is able to regulate the temperature of his motor right from the driver's seat. This cover operates on the principle of an ordinary window curtain, with a spring roller which pulls up from the bottom by means of a cord which is connected under the cowl with a control on the dash.

It affords complete protection to radiators in freezing weather. The covers are guaranteed for material and workmanship, and are made adaptable to any car, or any radiator.

Other products of the Nathan Novelty Mfg. Co. are their seat covers, as well as their general line of automobile and motorcycle fabric and leather supplies.

## ATTRACTIVE WINDOW OF GAUL, DERR AND SHEARER CO.

A recent attraction along "Automobile Row" in Philaelphia was a display of Dixon's Graphite Automobile Lubricants in one of the large show windows of the Gaul, Derr and Shearer Co., 215-17 North Broad street.

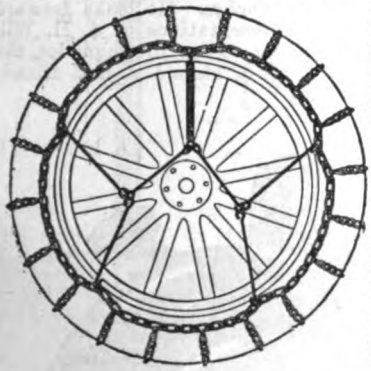
The occasion afforded an opportunity for many to become favorably acquainted in a broader way with the supreme lubricating value of the Dixon line.

Gaul, Derr and Shearer Company about January 1, 1919, informed the trade of their intentions to adhere to a jobbing policy exclusively, which they report has proved very satisfactory from every standpoint. For many years they have shown their confidence in the Dixon Lubricants by increased sales.




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**SAVE YOUR FENDERS** Merchant's Anti-Skid CHAIN TIGHTENER



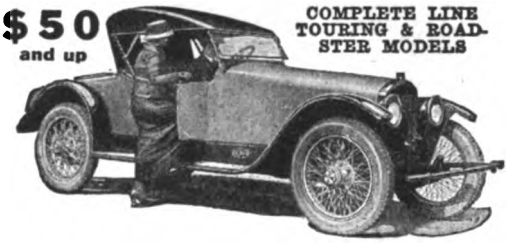
Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords**

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, AUTOMOBILE ACCESSORIES send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

# THE ROMORT AIR & WATER STATION

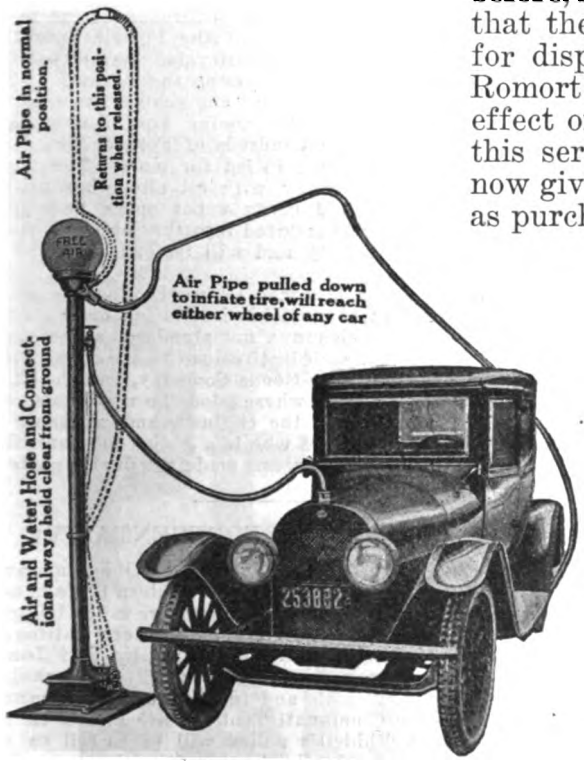
## Twice the service in half the time

*Does It Pay?*

**Here is the answer in the exact words of a dealer who recently installed a Romort Air and Water Station**

Your Romort Air and Water Station is a wonder; it has already increased my business to quite some extent.

I find that a great many automobile owners who have never done business with me before, stop for air and water. I am positive that the clean, quick and efficient method for dispensing air and water through the Romort Air and Water Station is having an effect on automobile owners who are using this service, for a lot of these owners are now giving me their repair business, as well as purchasing their accessories at my store.




If I could not purchase another Romort Air and Water Station, I would not dispense with the one I now have for twice its price.

I am a strong believer in advertising that produces results and it is the best and cheapest advertising that I could buy.

Why not put a Romort Air and Water Station to work for you too? It means the making of new customers, more business and fatter profits. A postal will bring full details.

Manufacturers
**THE ROMORT MFG. CO.**
**Oakfield, Wis.**

Sales Dept.
**THE ZINKE CO.**
**1323 Michigan Ave., Chicago, Illinois**

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## SELLING DRILLS TO BIG BUYERS

Some sales representatives are proud of the number of their customers, and find that the most important factor in getting business is the cut of their clothes and the length of their hospitality. Of course, the nature of the goods has something to do with the kind of representation they demand, but it gave us genuine pleasure recently to become a little better acquainted and learn some of the sales methods and consumer co-operation of C. H. Klieves, who represents the Whitman & Barnes Manufacturing Company in the West.

Mr. Klieves is a genuine and thorough hardware man, with 15 years in the western field behind him, and with almost countless friends who hail him throughout the territory.

He recalls with pride the day when he was the first man on the road for the Whiton Hardware Company of Seattle. Since that time he has profited by interesting and varied experiences in all branches of the trade. For three years he was in the mechanical and technical service of the Holt Mfg. Company at Stockton, California. Later and for some time he was the popular and successful proprietor of the Stockton Hardware Company. For the last six years, however, he has represented Whitman & Barnes Mfg. Company in the West, on their drills, reamers and drop-forged wrenches.

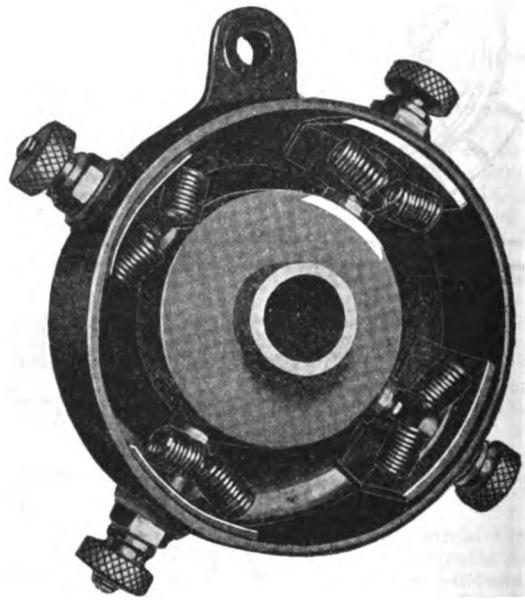
Mr. Klieves is one of those salesmen who believe in showing the merchant and buyer just what his goods will do. Sometimes he spends a week or two in one large factory or shipyard becoming intimately acquainted with the special problems, demonstrating the work of W. & B. tools and teaching the workmen and mechanics the best use of reamers and drills.

Often, too, he spends a week or two at a time with the different jobbers' salesmen in developing new accounts and making old customers more satisfied. His pleasant personality, his full knowledge of his goods, his way of inspiring confidence in himself, his tools, and his principles—all these sterling qualities work together to make C. H. Klieves a man who is gladly greeted and regretfully bid farewell wherever his travels take him.

With the amalgamation of the Chicago and St. Catherines plants of Whitman & Barnes with the J. H. Williams Co., Mr. Klieves' efforts will in the future be directly concerned with the interests of Whitman & Barnes drills and reamers, manufactured at the Akron, Ohio, plant.

The rearrangement is a welcome one to Mr. Klieves, and will allow him to do more ample justice to his "Twin Trumps." Then, too, it has really been more than one man can do to handle such varied lines as twist drills, reamers and wrenches. He looks forward to cooperating with the representatives of J. H. Williams & Co., and he can never escape the inquiries, the attentions and the references of his old wrench friends throughout the territory.

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## J. M. JACKSON INTRODUCING AUTO TIMER

J. M. Jackson, well known manufacturers' representative in the West, whose good face and good faith are known to hundreds of buyers throughout the territory, is one of the officers of the Pacific Specialty Company of San Francisco, California, who are putting the Pacific Timer for Ford cars on the market.

The new timer is sturdily, yet simply constructed, and solves the problem for timing Ford cars as evidenced by letters from hundreds of Ford drivers, who have tried them out and called for more. The timer saves gasoline, does away with oil altogether in the timing mechanism and gives a hot spark and more power. It is being introduced into the jobbers' stocks throughout the territory and will be handled entirely through jobbers.

Those of our readers who know Mr. Jackson know that he would not connect his institution or his name with any article which was not standard, and worthy of connection with, such institutions as the Atlas Tack Company, the Ohio Wire Goods Company, and the other standard manufacturers whose goods he represents.

L. T. Tuttle, who is the engineer and mechanic in charge of production and who is a genius in connection with mechanical problems, has made the device perfect.

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## NEW WESTERN REPRESENTATIVE

The Cincinnati Tool Co., Cincinnati, Ohio, announce they will be represented before the western trade henceforth by A. C. Riddell, with headquarters in the Higgins Bldg., Los Angeles. The sales in northern California and in the Northwest will be handled by Earl Jones, whose headquarters are at 3003 Grove Street, Berkeley.

The mechanics' tools and full line of clamps manufactured by the Cincinnati Tool Co. are known to the trade, and Mr. Riddell's policy will be to sell to the jobbers only, as is the fixed rule with other manufacturers he represents.

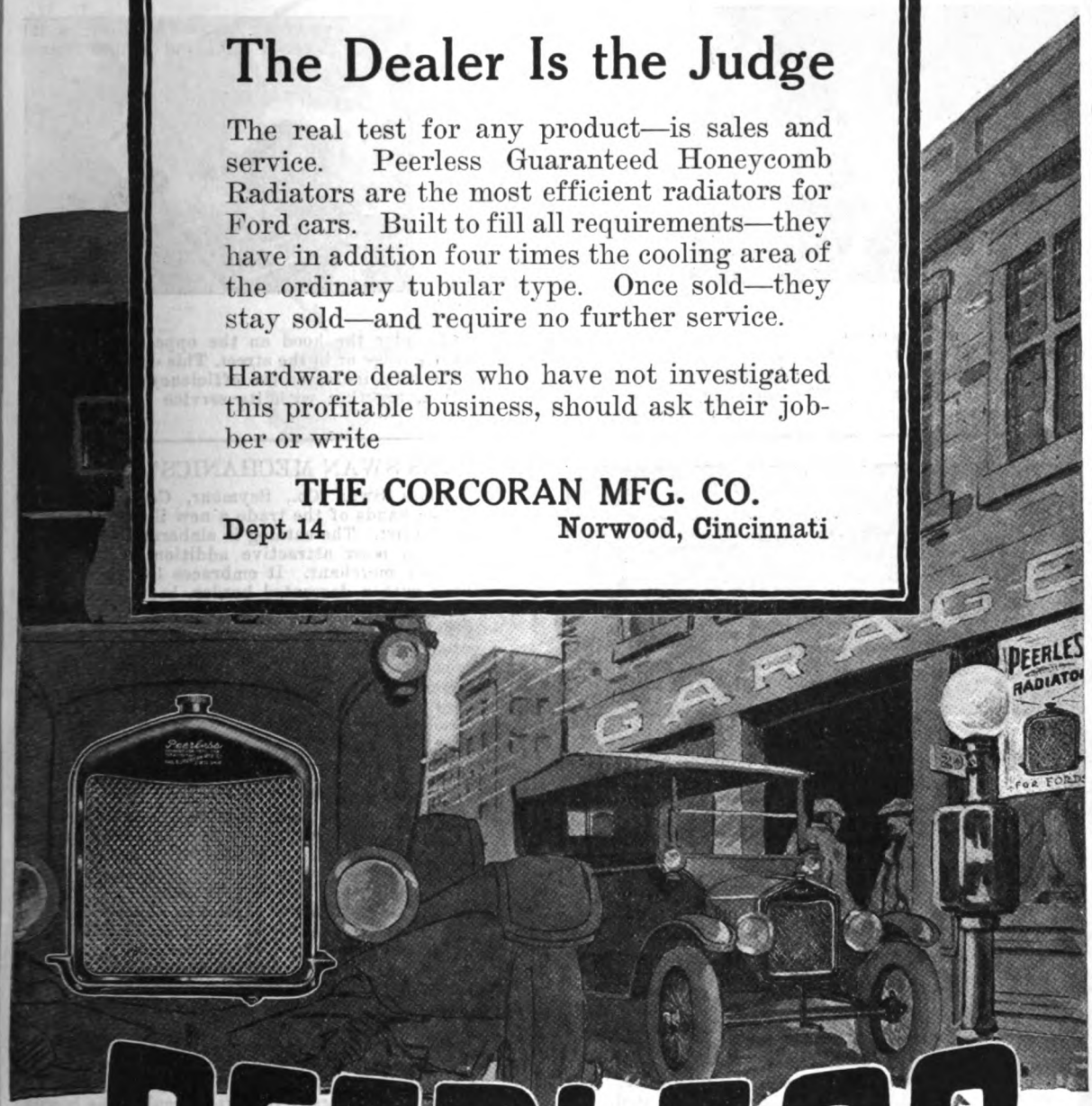
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# The Dealer Is the Judge

The real test for any product—is sales and service. Peerless Guaranteed Honeycomb Radiators are the most efficient radiators for Ford cars. Built to fill all requirements—they have in addition four times the cooling area of the ordinary tubular type. Once sold—they stay sold—and require no further service.

Hardware dealers who have not investigated this profitable business, should ask their jobber or write

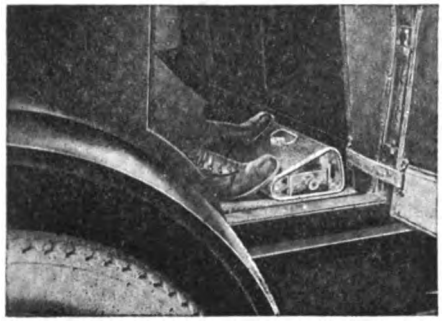
**THE CORCORAN MFG. CO.**
**Dept 14** **Norwood, Cincinnati**




# PEERLESS
## GUARANTEED HONEYCOMB
# RADIATORS

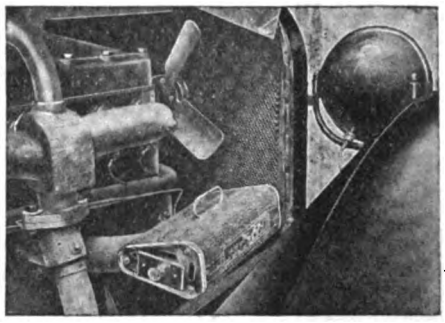
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## HEATER FOR MOTOR AND PASSENGER



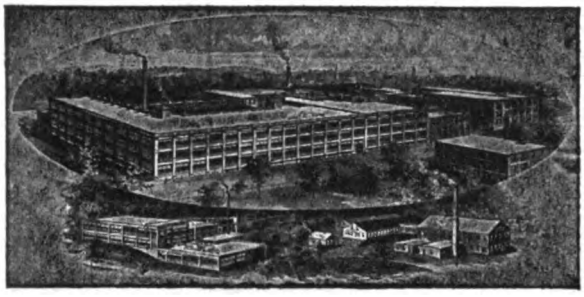
The Chicago Flexible Shaft Company, 5600 Roosevelt Road, Chicago, Ill., is featuring a double use for the Clark Indestructible Steel Heater, which gives the dealer a larger selling field.

This heater burns the Clark Carbon Brick, its efficient heat lasting 12 to 14 hours, with no flame, smoke or odor. Quick and easy to operate, it is ready for use in five minutes and keeps passengers comfortable in open or closed cars.



In addition to passenger comfort, the same heater can be placed under the hood on the opposite side from carburetor to keep the engine warm when the car is standing in the garage or in the street. This does away with starting troubles common in cold weather. A robe thrown over the hood increases the efficiency of heater.

The ordinary use of the heater suggested in the first illustration, together with its service in minimizing cold weather starting troubles, means a wider distributon.



## GOODELL-PRATT TOOL BOOK No. 14




Publishing a 464 page catalog on the best book paper, with red and black ink on each page, is no small proposition these days We can most heartly congratulate Goodell-Pratt Co. for their new tool Book No. 14. We know something of the difficulties to be encountered by publishers in any line, and when publishing difficulties are combined with stock, production and price uncertainties, the publishing of a manufacturer's catalog is a difficult matter indeed.

The new Goodell-Pratt tool book No. 14 supersedes their No. 13 catalog published three years ago, and brings the stock right up to date. Although the prices given in catalog No. 14 were correct on January 1, 1920, a new list price pamphlet is distributed with the catalog as of July 1, 1920. It is the understanding of Goodell-Pratt Co. with the trade that its prices are subject to change without notice.

In front of the admirably compiled book is a three page index, which provides a ready access to any tool, for the various tools are arranged in alphabetical order. There is also a list of new tools included in the catalog, and it is an impressively long list. Many new tools have been added to the Goodell-Pratt line, especially tools that are necessary for auto accessory and machine shop hands.

Any Goodell-Pratt dealer who has not received the new catalog should surely provide himself with it at once, and bring his tool dictionary up to date.

## JAMES SWAN MECHANICS' TOOLS

The James Swan Co., Seymour, Conn., has just placed in the hands of the trade a new illustrated catalog and price list. The catalog is elaborately published and will be a most attractive addition to the trade library of any merchant. It embraces 100 pages, each page tinted with a decorated border, bearing the company's name.

Very naturally the majority of pages in the catalog are devoted to augers, bits, chisels, draw knives, gimlets and gauges. These are the principal tools manufactured by the company. Reproductions of scenes from the factory are scattered throughout the book so the dealer may get some idea of the origin of the tools that are described.

## CAUSE AND PREVENTION OF RIM CUTS

Motorists are often puzzled at the reason for their tires rim cutting. Especially are they surprised at this when the rims are in good condition. Ordinarily underinflation is held solely to blame. But there is an important contributing cause—side sway.

Sudden turning of the car throws an abnormal strain on the side walls of the tires. Occasionally this side sway is sufficient to rupture the fabric. In the majority of cases the trouble is noticed close to the bead or edge of the tire where the fabric strands are anchored. If the injury is neglected, chafing begins. Then strand after strand is weakened. The result is a blow out.

It is a simple matter to prevent this condition. All that is required is a tire gauge, that proper pressure may be maintained, and a little care against suddenly swerving around corners. Even aft r trouble has begun, prompt action in taking the injured casing to a tire surgeon for repair will greatly prolong its life.

## LAMSON WIRE LINE CARRIERS

The Lamson Co., Boston, Mass., specializes on the manufacture of wire line carriers for conveying goods and change from the counter to the wrapping department or cashier's desk in a retail store.

Many a hardware merchant has found it an advantage and economy to keep his salesman right at the counter, his cashier right at the cash drawer, and his wrapper right at the wrapping desk, by using such a system of carriers. They will be interested in the new catalog whicn illustrates all Lamson devices, both in detail and as installed in typical retail stores.

Although the present catalog is confined to wire line carriers, the Lamson Co. also makes Pneumatic Tube Systems, Electric Cable Systems, Belt Conveyors for Parcels and Parcel Delivery Bins.

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*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE CO., Trenton, N. J.**

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# Strong Links of the American Chain

**General Sales Director Walter M. Taussig Comes Into Contact With All Phases of All Industries, Supplying the World With Chains.**

FROM the day that Prometheus was bound to the rock in the mountains of Thessaly, man and his world have been intimately concerned with the "ties that bind." Of course, there are many sorts of binding, just as there are many ties, but none is more important in the modern world than the steel chain, and perhaps no manufacturer of the United States is so extensive in products, so wide-reaching in diversity of products as the American Chain Co.



W. M. TAUSSIG
General Sales Director



A. P. VAN SCHAICK
Assistant General Sales Manager



E. O. JOHNSTONE
Western District Manager

Chains are put to a diversity of uses on the sea. They are vital in the factory for all industry. Down in the depths of the earth at the mines chains are most vital. They go in the forest with the woodsman; in the city with the drayman; they are always with the farmer; indispensable for the house-builder, and for the railroad man. For hundreds of others the chain is most important in their work and in their operations.

By no means least important of the chain's applications is the weed skid chain. Although this is one of the more recent adaptions of the chain, it is now one of the most important factors in the business of the American Chain Co.

No wonder General Sales Director Walter M. Taussig is a most vital, most wide awake, most interested and interesting personality. Owing to the position of his company and the men of various affairs that he must be constantly brought in touch with, his understanding, his knowledge and his sympathy with American industry is as broadening as it is broad, and the vigor and strength of his personality is altogether typical of the chains which are sold in vast quantities throughout the world under his direction.

Within the last month or two Mr. Taussig made the rounds of the United States, visiting the district sales offices of the company and the trade in general. Mr. Taussig likes to think of the eighty odd members of the sales organization as his boys, and they are very truly proud to be considered as such.

He is in every sense a father to this big, enthusiastic family of his, and in his hearty, quick "Rooseveltian" way he goes about and gathers information while he is giving out inspiration and new life.

### Veteran in the Hardware Field

Mr. Taussig is a veteran in the hardware field, and is intimately acquainted with the jobbing trade. He was for many years actively associated with Wiebusch & Hilger of New York, latterly as its president. In 1914 he assumed direction of sales of the American Chain Co., with whose president, Walter B. Lashar, he had relations for years.

Since 1914 the organization has expanded tremendously. In 1916 the business and plants of the Standard Chain Co. were purchased. In 1919 the plants and business of the Highland Iron & Steel Co., the Page Steel & Wire Co., were also purchased and absorbed into the organization. The company has also recently constructed a large and modern malleable casting plant.

"Our constant aim," says Mr. Taussig, "is not only so to develop our manufacturing and distributing functions as to make it possible for the jobbing trade to serve the dealer and consumer quickly and efficiently, but also develop new uses for chain.

### Fascinating Diversity of Uses

"Our investigators are constantly at work in this direction, and considering the fact that we manufacture every type of chain from the smallest plumber's safety to the largest ship's anchor, the fields of industry which we touch are exceedingly varied. Chain is used for every conceivable purpose, and watching and fostering further uses is the most fascinating thing I know of."

Mr. Taussig's family was with him on his western trip, for in between his business calls and the affairs of the company that he was constantly attending to along the way, he squeezed in a few hours of hard earned vacation and recreation here and there; a game of golf, a day or two in the Grand Canyon of Arizona,

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## King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need




Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

**THE KING LOCK CO., CHICAGO, ILL.**

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

WALDEN WORCESTER WRENCHES

FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER
INCORPORATED
WORCESTER, MASS.




Patented May 1, 1917
"HEXALL" Ratchet Socket Wrench No. 2
11 pieces



Patented Dec. 31, 1918
"HEXALL" Socket Wrench No. 5—8 pieces

## You're Interested Most in How They Sell—

## "HEXALL" Socket Wrenches

*Trademark Reg. U. S. Pat. Off.*

FROM the moment a "HEXALL" passes the lynx eyes of our factory inspectors as "standard"—all along the line —from shipper to jobber, to dealer, to ultimate consumer, it is accepted at its face value without question. WHY?

Because they know, from experience, that the makers themselves know that "HEXALL" Socket Wrenches are mechanically-perfect, durable, dependable, built to withstand everyday usage. That, to bind their promise of performance, they guarantee every "HEXALL":—

***"Break Any Sedgley Wrench and We Repair It —No Charge"***

There you have the story—why "HEXALL" is such a tremendous seller; why sales are growing by leaps and bounds. There are seven sets—a "HEXALL" for every need.

**Write for prices and discounts. Dealers reach your jobbers; jobbers reach us.**

"BABY"—as it appears in proportion to the size of the hand.



## R. F. SEDGLEY, Inc. *Est. 1897*

2311-13-15 North 16th St., Philadelphia, Pa.

Pacific Coast Representatives: McDonald & Linforth, San Francisco

**NOTE:** Can you imagine anyone passing by an attractive counter, case or window display of the "BABY" without wanting one? Think it over!


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in the Yosemite Valley, and among the scenic beauties of the Northwest.

Very naturally Mr. Taussig is a golfer. Any man who knows as much about "links" as he does is, of course, right at home on the golf links. On his western trip he spent a vigorous hour on the green at play, and hard play, for he plays just as hard as he works, and we know he enjoys it as much, yet no more.

All the while he was under the careful and pleasant guidance of E. O. Johnstone, district sales manager for the company in the West.

**E. O. Johnstone, Western Manager**

While Mr. Johnstone gives every evidence of being a young man, yet nevertheless for over thirteen years he has studied and guided the distribution of chain among western buyers. For many years with the Hughson & Merton organization in the West; he handled the chain business in representing the Weed Chain Co. When, in 1915, the American Chain Co. opened their district office in the territory, Mr. Johnstone very naturally took charge of the West for them on all lines of chains.

Working with Mr. Johnstone and representing the company before the buyers, are three strong lieutenants. A. H. Atkinson, in the Northwest, was a former railroad man, but, of course, that is a natural entry into the chain business. In California and Nevada, C. W. Moody, with headquarters at San Francisco, handles the company's business. In the mountain territory and in the Southwest, W. K. Reese is known to the buyers and is an enthusiastic member of the American Chain Company's organization.

---

Much time is lost in life through failure to make close connections. If you can save time by getting more accurate directions before you start, it will be time well spent.

It wears nerves and wastes valuable minutes and hours to miss connections—to look for the thing that isn't there or to start for the place which is not really the point you ought to go.

Stop shooting off on a tangent. Get your bearings and aim for the Bull's Eye.

---

We all have to learn to do things that we really do not care to do and do them when they ought to be done. This develops strength of character and gives us the inner satisfaction of being able to surmount difficulties.

---

Every action of yours calls forth a corresponding reaction on the part of the customer with whom you deal. Unfavorable reactions drive customers away. Favorable reactions win them. Govern yourself accordingly.

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Remember, that the public is better posted on your business and all its ramifications today than ever before. The war is the reason. This should mean something to you in shaping your advertising to win business.

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H. L. Richards and Dick Richards are the new proprietors of the former hardware business of H. V. Davies at Chewelah, Washington. Both Messrs. Richards are well known men in the district.

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The Rennie-Keyser Company is a new firm at Bellaire, Ohio. The incorporators are J. C. Rennie, M. C. Rennie, H. B. Keyser and C. W. Miller. The capital stock is $75,000.

## AUTOMOBILES

(By H. M. Sutherland, in Judge)

Automobiles are luxurious necessities with a honk at one end and a smell at the other. They are run by anything from kerosene to a North Carolina darkey, and through anything from grandmother's legacy to the gates of the great beyond. There are two kinds: self-starters and self-stoppers, the latter being the most common. Some owners with the flivver variety carry a blanket around with them to hide what they have.

Automobiles are of all colors and shapes, and have more ailments than a maiden aunt, and you can't tell whether it is gall stones in the carburetor, adenoids in the exhaust, or influenza in the differential, without an x-ray series, three mechanics and a check for the remainder of the savings account. They cost anywhere from $500 to sixty days and divorce proceedings, but a man living on a fashionable street without a motor has no more show than a Cuban hairless pup on a Polar expedition.

The auto has a peculiar habit of stopping on the railroad crossing long enough for the through freight to knock the driver's false teenth into New Mexico, and extradition papers must be served in four states before enough of the remains can be gathered for the funeral. A twin-six will make the love-lyrics of the soulful Romeo who has no car sound to her like a tongue-tied monkey cussing its mother-in-law, and she is yours, A1, if you will paint it red. Speeding over the moonlit winding road, the cold night wind blowing her curls across your face, the silvery catchy voice, the glowing shell-pink cheeks—"Oh, Albert, you hold on to the steering wheel."

---

Cynics notwithstanding, there is more fun in "doing unto others" than in doing others.

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Carve the right kind of place in men's hearts and then you can safely leave to them the carving of the right kind of epitaph on your tombstone.

---

## BASEBALL IN THE BIBLE

"The devil was the first coacher. He coached Eve when she stole first. Adam stole second.

"When Isaac met Rebecca at the well she was walking with a pitcher.

"Samson was struck out when he beat the Philistines.

"Moses made his first run when he saw the Egyptians.

"Cain made a base hit when he killed Abel.

"Abraham made a sacrifice.

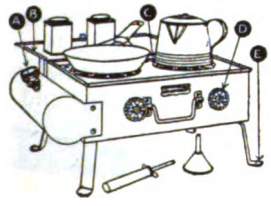
"David was a long-distance thrower.

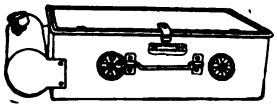
"Moses shut out the Egyptians at the Red Sea."

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# Have You—





SOME EXCLUSIVE FEATURES WORTHY OF COMMENT:

a. Patent pressure gauge enables you to control air pressure perfectly.

b. Warming plate keeps food warm and prevents dishes from becoming upset.

c. Large, well made grates, exactly like those used in a big stove.

d. Flame regulator enables you to regulate the heat when cooking.

e. Legs are quickly detachable and pack inside. Lower illustration shows stove closed with all equipment packed inside. Note how compact and convenient it is.

**checked over your stock of camp equipment?**

**Have you noticed the big sale on**

**KAMP KOOK KITS**

**?**

The camping season is at its height, and the demand for this efficient camp stove is increasing every day.

Better make sure your stock is complete.

If you have never stocked Auto Kamp Kook Kits, write today for our interesting proposition.

## PRENTISS-WABERS STOVE CO.

**18 Spring Street, Wisconsin Rapids, Wis.**

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## PASSING OF W. T. BELDING

In the passing of W. T. Belding of the New York office staff of the HARDWARE WORLD, September 9, the trade lost an earnest worker and a sincere friend, whose interest was ever that of the pains-taking and conscientious business man, whose effort had been directed toward building and bettering the lot of merchants and manufacturers throughout the United States.

The HARDWARE WORLD mourns the loss of a staunch friend and co-worker. He was associated with his brother, Ervin H. Belding, and had a wide acquaintance with manufacturers throughout the New England States. Working modestly and without ostentation, Mr. Belding was one of those who kept the "house in order," whose watchful eyes and careful attention to detail made the work of all his associates smoother and pleasanter.

He was faithful, pains-taking, conscientious, honest and earnest to a great degree in business affairs. His hand was ever present. Yet he reaped little of the glory. His was the service behind the lines. His reward was the satisfaction of good work well done.

Some months ago his health failed him and it was necessary for him to remain at his home in New Jersey. Mr. Belding was 62 years old and has been connected with the HARDWARE WORLD, New York staff, for the last five years.

He is survived by his good wife and two sons, who have grown up into manhood under his guidance so that they may carry on the good name that their father has borne so worthily. They have the sincere sympathy of everyone who knew or were in any way brought into contact with him.

## THE SECRET OF GENIUS

Most men bind themselves down by self-created limitations. Because a thing is hard to do, they fear to try it. Because a thing has never before been done, it is impossible. In every human being there are possibilities which the human mind does not dream of. Every so often someone casts fear from his thoughts—accomplishes the impossible—and is hailed as a genius.

## VARNEY BROTHERS SUFFER FIRE

The Holtville store of Varney Brothers in the Imperial Valley, California, was destroyed by fire recently, with an estimated loss of $150,000. It seemed for a while that the entire business district of the town was doomed, but the fire was extinguished with the loss of only the Varney store.

The Wiggins Company, successors to Archer & Wiggins Company, are located in a fine new building at Park and Couch Streets, Portland, Oregon. It occupies an entire square block. The Wiggins Company is one of the largest accessory jobbers in the Northwest.

## "IF WE COULD KNOW"

They were so young, and Life so new,
So brave and boundless was the view.
They loved this earth, and loved it well;
Came war. The blow dividing fell.
They are not of us any more,
There is between us the Closed Door.

You say not so. You find them near;
They are not in some distant sphere;
They do not dream their time away—
A thousand years gone as a day.
But they resume their best delight—
Some task whose end they keep in sight.

Then, no Closed Door? No Heaven strange?
But just this Earth . . though with a change;
A vantage-ground, in some Fourth Space—
And old Earth wears a lovelier face;
And all inharmonies of sound
Tuned into music reach that ground!

Not far? Not further than a Thought,
That oft great distance has made naught
To souls yet dwelling in this flesh;
And, lo! when broken is the mesh,
And the Ethereal Thing rides free,
How swifter shall the courier be!

They were so young, and so unworn,
That it must still with them be Morn,
So blithe and eager are they yet;
Nor the Old Home would they forget!
You say, that it is even so;
O Seer, if we could only know!

—Edith M. Thomas in the New York Tribune.



## TABER EVERLASTING BEARING SCRAPER

Of interest to the automobile mechanic is the new Taber Everlasting Bearing Scraper, which is now ready for distribution by the accessory and hardware jobbers.

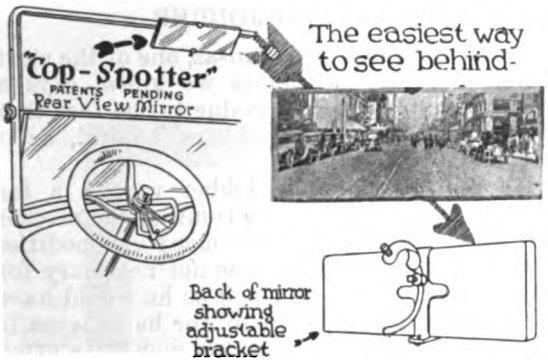
The feature of this new scraper is the high speed steel blade, which is fastened securely to a tough bronze back, the whole being nicely nickel plated and mounted in a polished birch handle.

Particular care is taken in the tempering and grinding of the blade, which is made from Halcomb Steel Co.'s "Dreadnought" high speed steel. The claim is made that this blade will hold an edge longer than any other scraper made. The scraper is well shaped, hollow ground, and does not chatter. The retail price is $1.75 each.

The Taber Bearing Scraper is manufactured by the Taber Manufacturing Co., at 2227 Woolsey Street, Berkeley, California. Sales in the western territory are handled through the Taber-Bigelow Co., at San Francisco. The manufacturers announce that the territory east of Denver is still open on this attractive article.

Kipp & Bentzen have purchased the hardware business of R. N. Stevenson at Willamina, Oregon, and are planning to increase the stock and extend the business.

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**KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A**

# "COP-SPOTTER"

**Rear View Mirror**

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

**Price $4.00**

Jobbers and Dealers

We have an interesting proposition for you.

Manufactured by

**BERGER & COMPANY**

208 W. 11th St., Los Angeles

# Sterling Jacks Never Fail



Safest and most dependable Jacks made, representing the highest development of sturdy construction.

Correct design and workmanship insure greatest capacity durability, safety and more perfect ease of operation than any other Jacks of equal size.

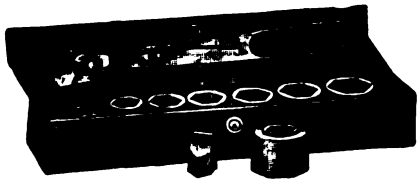
Sterling Jacks are absolutely guaranteed.

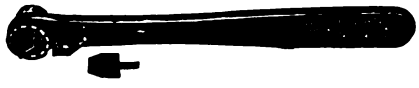
Sold by leading jobbers and dealers. Ask for catalog of 14 sizes.

**Republic Auto Parts Co.**

81 Tenth Street Long Island City, New York

**A SIZE FOR EVERY CAR**





# LANE'S Ratchet Socket Wrench Sets and *"SUPER-UNIQUE"*

UNIQUE

(Trade Marks Registered)

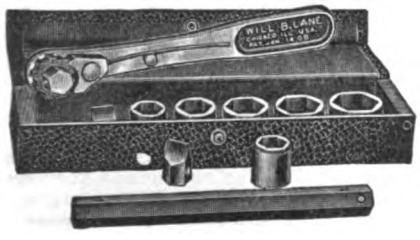
**DEALERS: NOTE THESE SELLING POINTS:**

**Round Sockets, Turned from Solid Steel Bar**

**Broached Hexagon Openings. Guaranteed Against Wear and Spreading**

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by

**Will B. Lane Unique Tool Co.**

180 N. Dearborn St.

**CHICAGO, ILL., U. S. A.**

W. H. WILBURN, Western Representative 602 Williams Building, Mission and Third Sts., San Francisco, Cal.




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# There are Many Reasons

**FOR THE CONTINUED AND INCREASED GROWTH OF OUR TRADE**

If you are one of our customers you know them.

If you are not one, we want the opportunity of showing you why it will be to your interest to send us your orders.

## NASH HARDWARE CO.

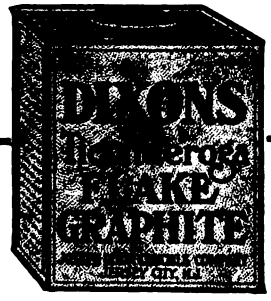
**(WHOLESALE ONLY)**

**SHELF AND HEAVY HARDWARE**

FORT WORTH
WICHITA FALLS

**At Your Service Since 1872**






**GOOD SERVICE**

will be given your customers when you recommend and sell to them

# DIXON'S
## Ticonderoga Flake Graphite

It has many valuable applications as a lubricant for cylinders, valves and bearings, either alone or mixed with oil and grease.

It is indispensable to engineers and mechanics for coating gaskets and packing, for pipe-fittings and the like.

Dixon's Ticonderoga is the **original flake** graphite and is generally conceded the best by users in all classes of industries.

*Write for Booklet No. 230-C and Prices*

**JOSEPH DIXON CRUCIBLE COMPANY**

**Jersey City, New Jersey**
**Established 1827**


## USE YOUR JOBBER

Hamp Williams of Arkansas, one of the most successful retail merchants we know, says a great deal of his success is due to the fact that he did business on his jobbers' capital, as it were.

He realizes that the jobber was in a far better position to know the trend of the market and the situation on a great many commodities than he was, and that it was not necessary for him to carry as large a stock as he would have otherwise been compelled to, for he believes in buying frequently, turning his money as often as possible. Thus he was not required to use as much capital as he otherwise would.

Where merchants are far removed from factories, it is particularly desirable to take advantage of their jobbers' facilities, and keep in touch with them, getting the benefit of their suggestions and advice. These are times when their suggestions are especially worth considering.

## A COLLECTION SUGGESTION

A western merchant prints the following "pome" on the back of all his sales slips:

**To Our Customers**

You need your money
And I need mine,
If we both get ours
It will sure be fine,
But if you get yours
And hold mine, too,
What in the world
Am I going to do?
Think it over.

If the Pennsylvania Railroad has the same experience as certain other large employers, its laying off of 12,000 will not result in a reduction of the total amount of work done. Labor, like a garden, sometimes produces more after a thorough weeding.

The new building of the Donohoo-Ware Hardware Co., Plainsview, Texas, will have the first floor devoted to a complete hardware stock with furniture on the second floor.

Indicative of the general trend of the hardware business in Texas is the fact that the Dabney Hardware & Furniture Store at De Leon, Texas, has increased its stock from $15,000 to $35,000.

The Citizens Hardware & Furniture Co. has been organized at Oralo, Texas. The incorporators are J. H. Kelling, J. B. Harrison and Alfred White, with an initial capital stock of $17,000.

That the Turner Hardware Co., Modesto, California, has been most successful in the automobile business is evidenced by the complete repair department maintained for Buick and Chevrolet cars. The company has the agency for these two automobiles in its territory, besides the conduct of an auto accessory, hardware and implement business.

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K-9 Adjustable Wrench

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

## A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

The Mossberg reputation for strength and service helps you to make your sales — it builds your business.

Write for complete 1920 catalog.

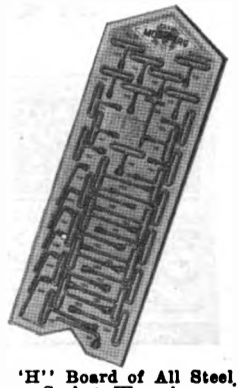
WALTER I. TUTTLE,
President and General Manager

FRANK T. CHASE,
Treasurer and Sales Manager

EVERETT L. FORD,
Secretary and Superintendent.



"600" Board, Assortment of Ford Necessities



'H" Board of All Steel Socket Wrenches



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## MOTOR MERCANTILE COMPANY

**Wholesale** **Exclusively**

### Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

## The Efficiency Cotter

**This Is an Age of Specialists**



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**

AKRON, OHIO

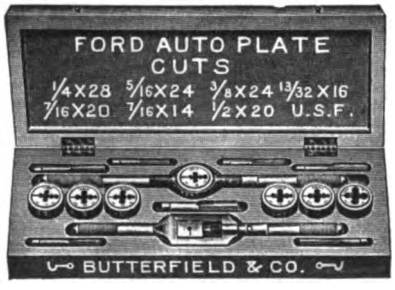
Specialists in the Manufacture of Cotters

Western Representative
J. M. JACKSON,
320 Market Street,
San Francisco, Cal.

Other Branches:
180 No. Market St. Chicago.
29 Murray St., N. Y.
Nashville, Tenn.

## "BUTTERFIELD"

### "SPECIAL PURPOSE"—"SCREW PLATES"

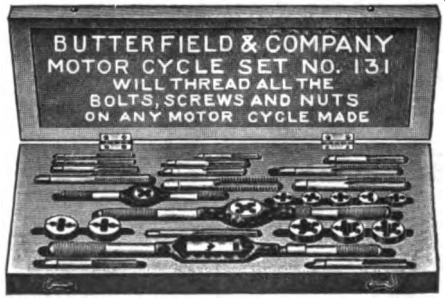



"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

"Ford—No. 133"

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.




**BUTTERFIELD & CO. Division**
Union Twist Drill Company
DERBY LINE, VT.

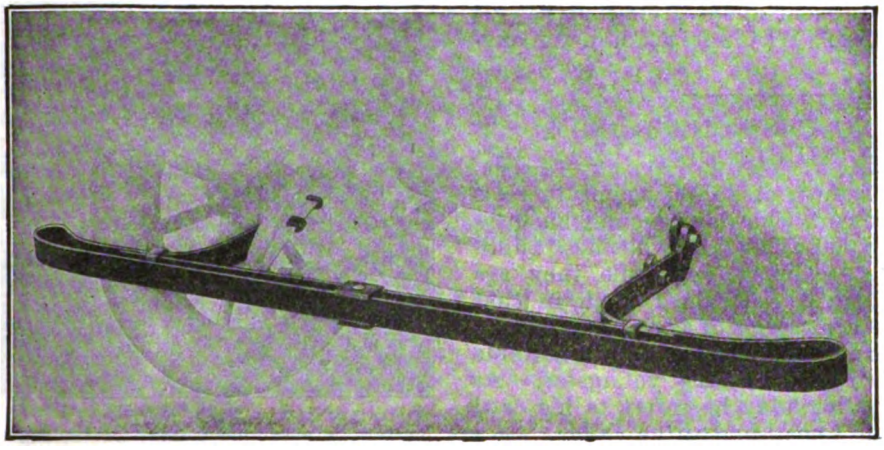
CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE
V. S. Walsh, 560 Mission St., San Francisco, Cal.


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# REAL PROTECTION

## The Double Bar Bumper of Double Strength



New Era "Better" Spring Bumpers for all cars, black or nickel, front and rear, DO SAVE THE CAR. Improve its appearance. Are easily and quickly installed.

They are PERMANENT! Do not rattle loose, and will not tarnish nor rust.

APPROVED by National Underwriters Laboratories and earn the insurance discount.

WHAT LIVE DEALERS WANT! A live line with never a dollar's worth of dead stock. Listen! New Era Bumpers are interchangeable for all cars. Only the attachment arms are different and will be exchanged free. If you can't sell Bumpers for Buick or Essex, etc., just send in the arms and we will send you fittings for Ford, Chevrolet, or for any car you may desire. The SAFE LINE.

PROMPT DELIVERY—New Era "Better" Spring Bumpers can now be had promptly, as specialized machinery in the big new factory has doubled production. Your requirements will be carefully and promptly met.

**RETAIL PRICES**

**For All Cars, except Fords, Standard or Special, Front and Rear**
**Black, $13.65; Nickel, $15.75**

**For Ford Cars, All Models, Front or Rear**
**Black, $12.50; Nickel, $14.60**

Write for Catalog of Better Spring Bumpers, Springs and Tire Carriers

**NEW ERA SPRING & SPECIALTY CO.**

**65 Cottage Grove Ave., Grand Rapids, Mich.**

**Pacific Coast Representatives, GRAF SALES CO., Hearst Building, San Francisco, Cal.**


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## CULTIVATE THE SALESMEN

The acquaintance of the majority of traveling salesmen should be cultivated by retail merchants. The real salesman can render valuable assistance to almost any merchant. He is making a number of towns and calling on many merchants. His eye is trained to pick out strong or weak points at a glance. Many times he could make valuable suggestions to any storekeeper, but is reticent about giving advice for fear of offending. Why not ask him for suggestions?

## TRAINING CUSTOMERS FROM CHILDHOOD

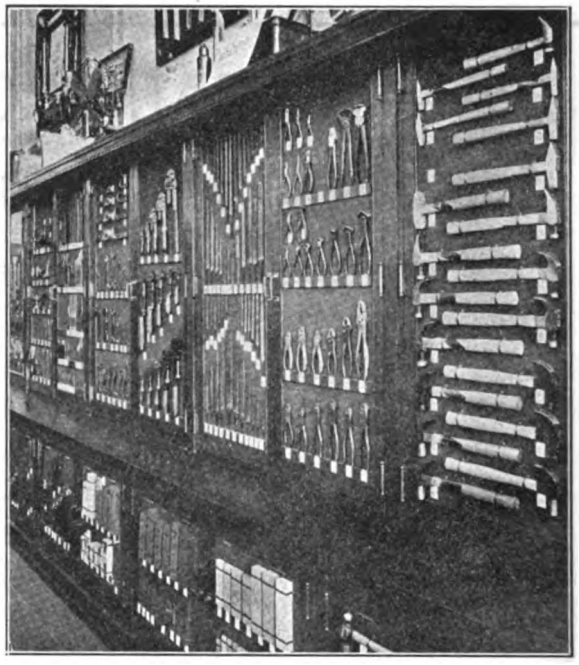
In a Kansas town of 25,000 people there is a general merchant who does enough business for a city of 75,000. This is his business building plan: He "catches 'em while they are young." Whenever there is a birth in that town he sends a message of congratulation to the father and mother together with a suitable but inexpensive gift for the youngster. At every recurring birthday he refers to his card index and sends something to the child.

The parent who does not appreciate such attentions from a merchant is rare, even if he knows the purpose back of them. As for the children, they come to consider the store from which the presents come as their store. It is the testimony of this Kansas merchant that he has prospered in great style. He does a lot of newspaper advertising and he says newspaper advertising is of great worth, but its value is enhanced if followed by something such as he has introduced.

## NEW ABSORENE SALES MANAGER

The Absorene Mfg. Co., St. Louis, Mo., announces that Frank J. Stien of Davenport, Iowa, formerly paint manager for the Pittsburgh Plate Glass Co., Davenport and Des Moines, has joined the Absorene Co., and will be sales manager.

Mr. Stien's acquaintance with the paint trade is thorough and his friends predict that he will be a strong factor in distributing Absorene wall paper cleaner, HRH paint cleaner and Savolene paint and varnish remover throughout the United States.



Here is a sample display of tools prepared by the Winchester Co., as suggestive of what should be found in a model hardware store. The attractive appearance of this display will appeal to your customers wherever you are located.

## NATIONAL ASSOCIATION CONVENTION

The twenty-sixth annual convention of the National Hardware Association of the United States will be held at Atlantic, N. J., on October 19 to October 22, inclusive. The sessions will be held at the Marlborough-Blenheim Hotel, with a schedule of meetings similar to those of previous years. The Automobile Accessories Branch will meet on Tuesday, October 19, and on Thursday, October 21.

Scavezze Bros. is one of the enterprising new firms in Kansas, with main headquarters at Arma and a branch at Frontenac. Both of their stores carry a full line of hardware, household goods and farm implements.

Edward Hockaday & Co. have purchased the stock of the Charlton store at Blackwell, Oklahoma, and have added a line of brass ware and chinaware to the former complete hardware and household goods line.


FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

EMPKIE-SHUGART-HILL COMPANY
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA






CHILD'S MODEL B
CARBON TETRA CHLORIDE
Fire Extinguisher
1 Qt. Capacity
APPROVED BY UNDERWRITERS
Very effective on electrical and gasoline fires. Especially suitable for automobiles.
A LINE WORTH HANDLING
For Particulars Write to
O. J. CHILDS CO.
FIRE APPARATUS UTICA, N. Y.


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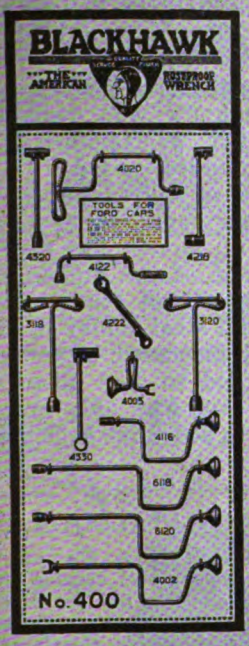
# BLACKHAWK

QUALITY SERVICE FINISH

RUST- PROOF

A-1

# WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

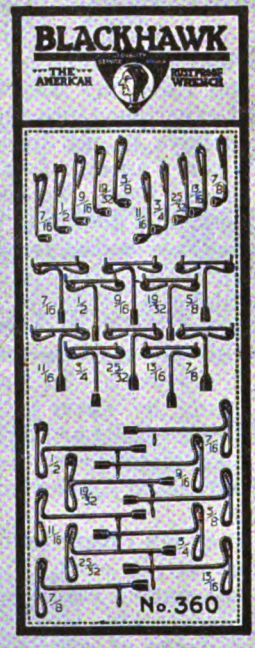
Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

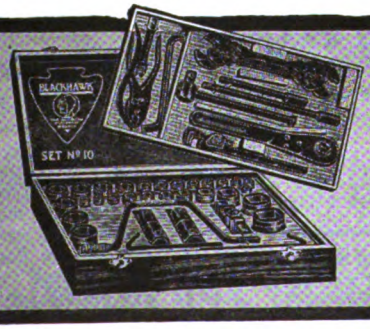
Represented by
**C. N. & F. W. JONAS**

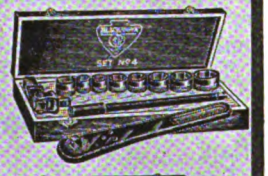
OFFICES AT
Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle
524 Forsythe Bldg.....Atlanta










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## A REAL MAN'S CREED

The following was found among the papers of Thomas Van Alstyne, electrical engineer for the Westinghouse Company:

"To respect my country, my profession and myself. To be honest and fair with my fellowmen, as I expect them to be honest and square with me. To be a loyal citizen of the United States of America. To speak of it with praise, and act always as a trustworthy custodian of its good name. To be a man whose name carries weight wherever it goes.

"To base my expectations of reward on a solid foundation of service rendered. To be willing to pay the price of success in honest effort. To look upon my work as an opportunity to be seized with joy and made the most of, and not as painful drudgery to be reluctantly endured.

"To remember that success lies within myself—my own brain, my own ambition, my own courage and determination. To expect difficulties and force my way through them. To turn hard experience into capital for future use.

"To believe in my proposition, heart and soul. To carry an air of optimism in the presence of those I meet. To dispel ill temper with cheerfulness, kill doubts with a strong conviction and reduce active friction with an agreeable personality.

"To make a study of my business. To know my profession in every detail. To mix brains with my efforts, and use system and method in my work. To find time to do every needful thing by never letting time find me doing nothing. To hoard days as a miser hoards dollars. To make every hour bring me dividends, increased knowledge or healthful recreation.

"To keep my future unmortgaged by debts. To save as well as earn. To cut out expensive amusements until I can afford them. To steer clear of dissipation, and guard my health of body and peace of mind as a precious stock in trade.

"Finally, to take a good grip on the joys of life. To play the game like a man. To fight against nothing so hard as my own weaknesses, and endeavor to grow in strength, a gentleman, a Christian.

"So I may be courteous to men, faithful to friends, true to God, a fragrance in the path I tread."

---

It is hard to down an upright citizen.

**Important to Every Reader and Advertiser of Hardware World**
We are Wholesalers and Jobbers of Everything our name implies. For prompt and future shipment.
WHAT DO YOU WANT TO BUY OR SELL?
Put us on your mailing list.
**U. S. A. Merchandise, Supplies & Material Company**
"Straightforwardness—Sticktoitiveness"
Office: J. C. HIRSCH
6800 Manchester Ave., St. Louis, Mo.

## "STILL, THERE'S MORE TO FOLLOW"

In answer to a letter from his bank calling his collateral loan, a wealthy man wrote the following letter, a copy of which was received:

"For the following reasons I am unable to send you the check asked for:

"I have been held up, held down, sandbagged, walked on, sat on, flattened out and squeezed. First by the United States government, for federal war tax, the excess profits tax, and the liberty loan bonds, thrift, capital stock tax, merchants' license and auto tax, and by every society and organization that the inventive mind can invent to extract what I may or may not possess.

"From the Society of John the Baptist, G. A. R., K. of C., the Woman's Relief, the Navy League, the Red Cross, the Purpose Cross, the Double Cross, the Y. M. C. A., the Boy Scouts, the Jewish Belgian Relief, and every hospital in town. Then on top of it all came Associated Charities.

"The government has so governed my business that I don't know who owns it. I am inspected, suspected, re-examined, informed, required and commanded, so I don't know who I am, where I am, or why I am here. All I know is that I am supposed to be an inexhaustible supply of money for every known need, desire or hope of the human race; and because I will not sell all I have and go out and beg, borrow and steal money to give away, I have been cussed, discussed, boycotted, talked to, talked about, lied to, lied about, held up, hung up, robbed, and the only reason I am clinging to life is to see what in hell is coming next."

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## MOUND TOOL CATALOGUE No. 7

The Mound Tool Co., St. Louis, Mo., has just issued to the trade a new general tool catalog, No. 7. All of the items in the Mound tool line are illustrated and described, and especially interesting to the trade is the large assortment of scraping tools, chisels, punches and screw drivers.

The Mound Tool Co. was established in 1899 and incorporated in 1919. They guarantee their tools to be of the best material and workmanship. Any tool that fails to make good will be replaced without charge.

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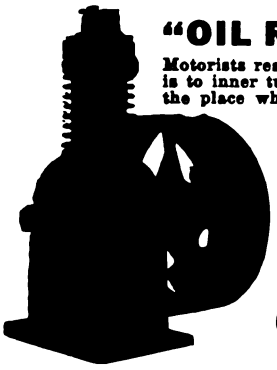
## MEYERS WIRE, IRON AND BRONZE WORK

The Fred J. Meyers Mfg. Co., Hamilton, Ohio has just issued their catalog No. 63, which describes their products along lines of iron, wire and bronze manufacture.

The complete line of the Fred J. Meyers Mfg. Co. consists of machinery guards, window guards, enclosures, iron cranes, fire escapes, railings, signs, iron stairs, iron doors, iron fencing and gates. Wire signs are no small feature and the effects that can be secured are elaborately pictured in the catalog.

The catalog consists largely of illustrations and with it the dealer and jobber have the satisfaction of knowing what they can get. In these days when the filling of orders is the most important problem on the merchant's hands, this new style catalog will be particularly valuable in the hands of the trade

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## "OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

**CURTIS AIR—FREE FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

**Curtis Pneu. Mchy. Co.**
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

## GET FULL MEASURE OF SPRING WEAR



The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage back of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 1041, Racine, Wis.

**NO BOLT — NO HOLE — NO HUMP — NO JOLT**




## Order Now!

Be prepared to meet the demand for LOCKWOOD Hood and Radiator Covers at the first sign of cold weather.

Order your LOCKWOOD Hood and Radiator Covers now.

For complete information send to the Kansas City office for the new LOCKWOOD Catalog.

LOCKWOOD MFG. CO.
BROOKLYN KANSAS CITY CHICAGO
SUCCESSORS TO
AUTO FABRIC ACCESSORIES DIVISION
OF
BAKER & LOCKWOOD MFG CO.

## BUR-NOR All Steel HATCHETS

BUR-NOR TRADE MARK




**Standard Equipment on 26 U. S. Railroads**

**Made in 21 Styles**

GUARANTEED NON-BREAKABLE

*ORDER THROUGH YOUR JOBBER* *WRITE TO US FOR PARTICULARS*

## BURGESS-NORTON MFG. CO.

GENEVA, ILL.

85 Walker St., New York | 4 Meadow St., Providence | 4841 No. Sydenham Philadelphia | 1603 L. C. Smith Bldg., Seattle | 851 Pacific Bldg., San Francisco


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## WHAT SOMETIMES HAPPENS WHEN BUSINESS MEN MAKE NO WILLS

(Copyright by Elton J. Buckley)

Cleveland, Ohio.

I am the sole owner of the above business, which I established about twelve years ago and which has been prosperous since the first year. I am getting along in years and my health is not what it should be, yet I do not intend retiring from business until I die, as I believe that is bad policy for any man, if he is able to keep at it. I have never made a will, and would ask your advice about it. I have a wife and two sons, one of which is with me in the business. I have been told that when a man is on good terms with his family there is no reason to make a will, as the law makes a good enough will for any man, disposing as it does of a man's property who has left no will, with the utmost fairness. Please let me have your views on the subject, which may be of general interest to business men throughout the land. I cannot expect a personal reply, but if this letter is answered publicly, please do not attach my name to it. L. R. A.

Once in a great while there may be a case in which a business man dying without a will can look back from where he is and see the law disposing of his estate exactly as he would have done it, but my experience and observation lead me to believe that probably there is not one such case out of fifty thousand.

A man who has nothing but ordinary personal property to leave, such as stock and bonds, or even real estate, and who is, as this correspondent expresses it, on good terms with his family and wishes to favor them equally, can sometimes afford to make no will, because usually the law will make an equal distribution of his property among his heirs. But leaving a business is vastly different. You can't distribute a business very well, especially when some of the heirs want to continue it and some want to sell it out.

Every business man who is the sole or part owner of an unincorporated business should make a will. If the business is large enough, he would save a lot of trouble if he incorporated it before he died, for after he dies it can be handled much more easily in that form.

Not long ago a business man whom I knew died without a will. He was the sole owner of a thriving business which he had founded, and through many years had carefully built up. When he died it was his chief asset and a very good asset.

He died leaving a second wife and a son by the first wife, who did not get along well with his stepmother. The latter was keenly interested in the business, in fact, the father had married her out of the office. The son had no interest in the business whatever.

The owner of this business should of course have made a will leaving the business to the wife, who was both able and willing to run it. Instead of that he died intestate, that is, without a will, and under the law the business descended to the wife and son in equal shares. The result was dissension from the first, and finally the sale of the business at a great sacrifice.

The making of a four-line will would have saved this.

In another case a business man with a fair-sized estate had also been married twice, first unhappily, the second time very happily. There were children by both marriages, but he had no relations with the first crop at all. It would have been a very simple matter to leave a will giving his entire estate to the second wife and her children, but instead of that he died without a will, and now the children by the first marriage share in the estate, and really get the greater part of it, as there are more of them.

In a third case the owner of a good wholesale business had a son who was most devoted to the business and highly efficient in it. He also had another son who had made his life a burden, and who was a liar and a thief. He should have made a will leaving the business to the good son, and leaving the other, if he wished to leave him anything, a bequest of a different sort. Instead he left no will, and the two sons inherited the business equally. Of course they at once began to fuss, and as the good son was not able to buy out the other's share, the business was finally sold, being bought in by a competitor, with whom the good son got a job.

All these business men doubtless turned in their graves if they knew what their carelessness had allowed to happen.

A man who builds up a business usually likes to feel that it will be held together, as a sort of monument to him, after he dies. There is only one way to be sure that it will be, and that is to make a will which will get it into the right hands. Only in exceptional cases will the intestate law get a business into the right hands.

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The Tacoma Mfg. & Specialty Co. has acquired a factory site at Tacoma, Washington, where they will manufacture accessories and instruments of various kinds. They will be ready for operation within the next two months. Among the articles to be manufactured are cloth measuring tapes, gum tape machines, computing scales, show cases, store fixtures, etc., as well as accessories and surgical instruments. The plant will be located at 45th and Hood Streets.

---

A. O. Smith is an old hand at the hardware trade, and he is known to many Kansas merchants, having been in business at Randall. He is now located at Gering, Nebraska, and "Smith, the Hardware Man" is widely known for a complete new stock of hardware, stoves and ranges.

---

The Bixler Hardware Company at Lora, New Mexico, is one of the growing institutions of the Southwest, and reports fine prospects for a big fall trade.

**HARDWARE WORLD INDISPENSABLE**

We are enclosing renewal for the HARDWARE WORLD for the next three years, and want to tell you it is really indispensable to the real hardware man, in fact to any business man. I consider that a single issue is worth several times the annual subscription.

San Diego. J. B. STAATS.

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# BOYCO PRODUCTS
## INCREASE SALES

In every part of the country, the extreme serviceability and usefulness of Boyco Service Units and Boyco Luggage Carryalls are being readily recognized.

They are practical in design, durable, and in every instance easily attached and easily adjusted for use. Compact and neat in appearance, they make an instant appeal to the customer. They represent a reliable year 'round turn-over; added profits; and increased sales.

**Boyle Manufacturing Company**
5100 Santa Fe Avenue
Los Angeles, California

**Send today for the Boyco Canteen and Carrier Booklet, which contains full information as to sizes, weights, and other particulars of interest to every dealer.**



**Ask your jobber for Boyco Products. If he cannot supply you, mail us your order with his name and address. Service will be rendered.**

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## POCKET KNIVES AS HOLIDAY LEADERS

These are the days to polish up the cutlery case and to keep pocket knives in the front of the store and at the tip of the tongue. For where is the man who is not ashamed of the old broken-backed knife he has been carrying? And for a growing boy or girl, there is no better gift to suggest than a good husky whittling knife.

Among the cutlery manufacturers who are making Christmas jack-knife sales particularly easy for the trade is the John Russell Cutlery Co. of Turners Falls, Massachusetts. The Russell Whittlers' Club knife and kit supplies a complete outfit and makes an ideal gift for any boy and many girls.

Packed in a neat cardboard box, the outfit includes the Russell Barlow knife, a whetstone, a whittling manual, soft pine sticks, sandpaper, and a membership button in the Whittlers' Club. On top of this the company offers a medal and prizes to the winners of a whittling contest.

The Russell outfit retails for $1.00 and is attractive as a dealer's proposition. The company is planning a great national advertising campaign to start November 1, and merchants with Russell outfits in stock and with the enterprise to show them, should enjoy a fine holiday business.

## GENCO WINDOW DISPLAY CONTEST THIS MONTH

The national campaign that the Geneva Cutlery Corporation has been using to advertise Genco razors is familiar to the trade and has resulted in increased sales on this standard blade razor to the benefit of dealers throughout the country.

To make this advertising of more direct benefit to the individual dealer, by linking his store with the campaign in the magazine, a window display contest will be featured by the company during the week of November 8 to 13.

One thousand dollars in cash prizes is to be divided among the forty-six dealers making the most attractive displays at that time and the material for dressing the windows will be supplied by the Genco people without charge to the dealer.

In addition to the Display Contest feature, Genco Week is to be a time during which the Genco dealers will make special efforts in demonstrating the individual shaving service which they are enabled to furnish each customer by supplying a razor for the particular kind of beard and skin of the individual man.

The contest is open to any who desire to enter, as no purchase of razors is required in connection with the contest itself.

## NEW COTTON WASTE TEXT BOOK

Much of the difficulty and all the mystery is dispelled from the buying of cotton waste by a perusal of the very well gotten up and clearly worded little book "Clean Clean Thru," published by the Royal Manufacturing Company, producers of Royal Cotton and Wool Waste and Royal Cleaning Cloths.

The various operations (and it is surprising how many operations are involved in the manufacture of waste) are so plainly illustrated by photographs as to make the text easily understood by anyone at all interested in the buying or using of this indispensable accessory of the shop, plant or railroad.

Anybody practically interested may have a copy upon application to the Royal Manufacturing Company, Rahway, N. J.

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Chanslor & Lyon recently opened a branch office at Spokane, Washington, with Robert Flynn as manager. The new building is located at Second and Madison Streets, and already has thirty employes. This is the eighth branch office of the company.

## PRACTICAL EQUIPMENT FOR GASOLINE, OIL AND WATER

Many a vacation-seeking motorist has had opportunity to thank the inventors of the Service Unit. It has long been customary, among those whose foresight prompts them to prepare against the annoyance and delay of being stalled along the road, to carry with them spare tires, tubes, and extra parts of many descriptions. Until comparatively recently, however, dealers have been unable to furnish adequate provision for the most probable source of touring trouble—running out of gasoline, oil or water.

The Boyle Manufacturing Company of Los Angeles have effectually provided against any such emergency. The Service Unit, manufactured by them, has made it possible for every motorist to carry ample emergency supplies with greatest convenience. Attractively finished containers, of varying capacity, clamp securely and snugly to the running-board. Filling caps and handles are located in the top and a steel channel bar fits over them, preventing rattles, protecting the caps, and eliminating all possibility of loss while traveling. The entire equipment presents a pleasing outfit and is at all times out of the way.

The fact that it so well fills a long-felt need has gained it an instant popularity among motorists and the ready sale, which dealers experience, has proved gratifying throughout the country.

## A SPRING LEAF SHOCK ABSORBER

Roller bearings have been applied to automobile springs to do away with vibration in the new roller bearing shock absorber, which is being manufactured and put on the market by the Atlas Trading and Navigation Co.

In principle, the new shock absorber simply puts rollers between the leaves of the spring, so that when a shock comes, when the spring is compressed, the leaves may give easily and smoothly.

It is an interesting fact that the roller bearing spring was discovered quite by chance. In fact, it was a nail that get in between the leaves of an automobile spring, and in turning allowed the spring to give more easily, that gave the original idea for the device. It has been perfected, until the rollers are set in a metal frame which fits right in the leaves of the spring.

Case-hardened Bessemer steel rollers are placed in special rust-proof rolled sheet steel, die-cut cages, which hold the rollers in place. It is simple and effective. It is said these shock absorbers will add 100 per cent to the tire mileage and save 70 per cent of all the repairs caused by road shock.

For Fords and Chevrolets, the sets retail for $13.75, and for all other cars, $25.00. Any of our readers, interested in such a live new proposition as this, should communicate with the Atlas Trading & Navigation Company, Monadnock Building, San Francisco, and 490 South Grand Avenue, Los Angeles.

Other products manufactured or represented by the company are the California High Speed Lens and Johnson Clear Vision Windshield Wings, both well known to the trade. W. A. Koch is president of the Atlas Trading and Navigation Company, and with him is E. J. Reed. Affiliated with the company is M. M. Harris, for years automobile accessory manager of Baker, Hamilton & Pacific Company of San Francisco.

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O. E. Gillette has purchased the interest of C. E. Beck in the firm of Beck & Brown at Durham, California. Mr. Gillette recently came from Arizona.

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George C. Baer, one of the leading hardware merchants at Pendleton, Oregon, is an active member of the Rotary Club there. He recently attended the Rotary Convention at Atlantic City, and on returning reported to his local Club on the Convention.

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$1.00 An Unbreakable Oil Gauge for your Ford




ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

Apco Mfg. Co. - Providence

**Nationally known tire concern, thanks to certain fortunate circumstances, is able to take on the manufacture of a special brand tire with any tread design desired.**

Fo further particulars address

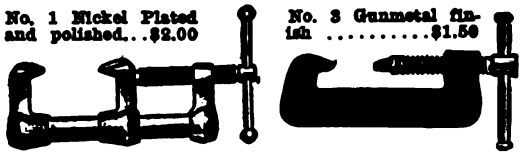
**RUBBER CORPORATION OF AMERICA**

240 West 55th St., New York

**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

GENUINE

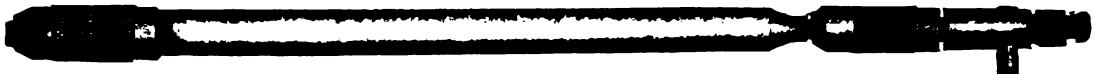
**Hildebrandt Spinners**

Fish Catchers for 20 years.

Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.

THE JOHN J. HILDEBRANDT CO.,

Logansport, Indiana.



Our 18" (36X) combination Ratchet Extension Tap Wrench doing marine engine and auto repair jobs in 15 minutes which formerly took 8 to 10 hours.

**Mr. Dealer:**

**Here Is a Big Money Maker!!**

A Line of Guaranteed Tools that has already been introduced direct. Nationally advertised. Millions of users waiting for them. Help us to reach this vast virgin field.

Magnificent Display Boards, holding the Tools, are furnished free of charge.

**Order through your Jobber or Direct**

Write for Proposition

**ALERT TOOL CO.** 237-241 North 6th Street **Philadelphia, Pa.**

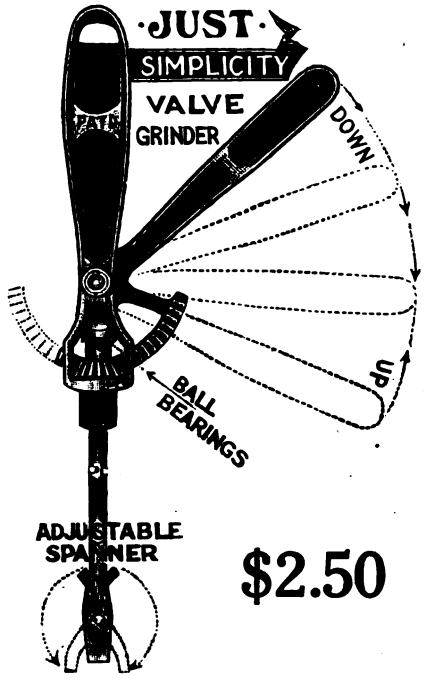
**THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.**

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

**ITS BALL BEARING RELIEVES USER OF ALL STRAINS.**

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

**UNIVERSAL EQUIPMENT & SUPPLY CO.** SYRACUSE, N.Y.




**$2.50**


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# WHY PILOT TOOLS ARE EASY TO SELL

## Take Calipers, For Instance—

There are but two kinds of Calipers—good and bad. There's no happy medium, because an instrument of any kind must either be accurate or else it is good for nothing. Having these facts in mind, we started out to produce a very low-priced Caliper, yet designed for fine work where accuracy is necessary—and in our purpose we have been eminently successful.

Pilot Calipers and Dividers sell to the trade below the cost of any other line irrespective of quality and they can therefore be sold to the consumer at the same price that he would have to pay for "junk."

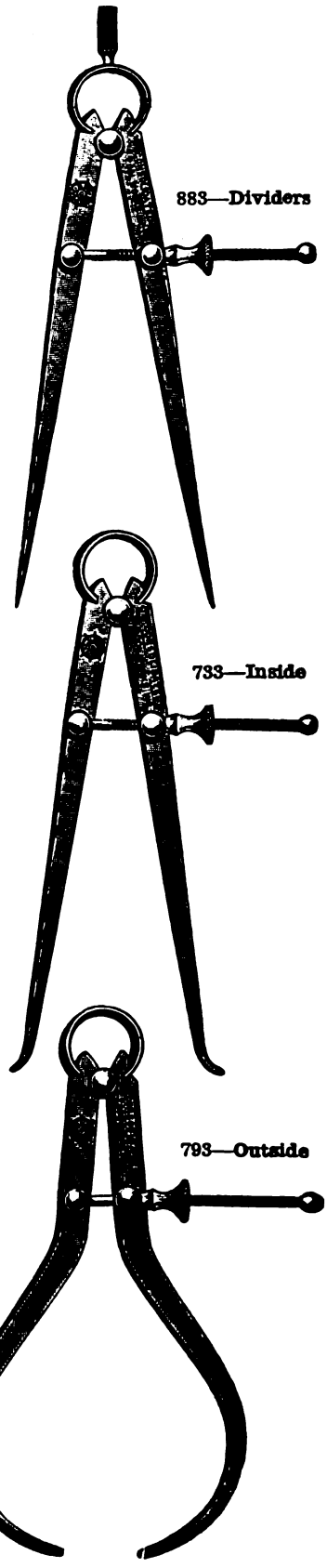
To you who have been in the trade for years this statement of price may seem too good to be true, so we ask you to prove for yourself our every word. You can do this by sending your order today for a sample lot and then see how easy it is to sell Pilot Calipers and Dividers.

Please order through your jobber.

**CONSOLIDATED TOOL WORKS, Inc.**

261 BROADWAY
NEW YORK

Pacific Coast Representatives:
McDonald & Linforth
737 Call Building
San Francisco, Calif.




# PILOT CALIPERS AND DIVIDERS

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# Price Plays an Important Part

## IN THE SALE OF THE

# $1.50 Each CARBONA $1.50 Each

## Fire Extinguisher

Fire extinguisher **profits** are governed by fire extinguisher **sales.**

In order to profit by the greatest number of sales, you must sell to the **greatest number of people.**

Not only will more people buy Carbona Fire Extinguishers at $1.50 than those selling at higher prices, but they will buy **more extinguishers.**

The average family can afford to buy a Carbona Fire Extinguisher for each room in the house and one for the garage.

You will sell **half-a-dozen** or more Carbona Fire Extinguishers to **one** of the higher price kind and make more money on the sale. At the same time you have the satisfaction of knowing that you are selling your customer six times the protection.




**PRICE**
**$1.50**

We come out boldly with a $1000 guarantee which shows where we stand in selling Carbona Fire Extinguishers.

Now read over the Carbona guarantee and remember this—it plainly states: "Putting out fires." Not simply putting out "a fire" or "some fire," but any kind of a fire—paint, oil, varnish, naptha, benzine, gasoline and all other fires included.

Equip your own store. It won't cost much, but it will mean **real fire protection** and sure sales from the day you install and display them.

Seeing is buying—if it's a Carbona Fire Extinguisher.

**WRITE YOUR JOBBER—HE WILL SUPPLY YOU**

## Carbona Products Company

**302-304 West 26th Street**
**NEW YORK CITY**

***Also Makers of Carbona Cleaning Fluid***

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## KYANIZE SALES CONFERENCE BREAKS RECORD

The recent annual convention of the salesmen, managers and department heads of the Boston Varnish Co. fairly bristled with new ideas and was the best attended, as well as the most inspiring ever held by Kyanize forces.

There was the usual advantage of comparing points of view from all parts of the country, relating experiences and sales methods that had proved successful, and discussing plans for the future.

One of the most promising and interesting projects is the new advertising program, which calls for more aggressive and far reaching magazine and trade paper announcements than ever before in the history of the Boston Varnish Co. These will be backed by a much more formidable array of dealer helps in the form of window displays, cut-outs, signs and mail campaigns.

As a testimonial to their appreciation for the work of the advertising department, the salesmen gave a beautiful sterling silver tea service of five pieces with a tray to C. A. Dana Redmond, the advertising manager.

One of the features of the convention was the fact that Kyanize jobbers were invited to visit the sales convention and learn with the salesmen the plans of the company:

## MANAGES PITTSBURGH WIRE FENCE

H. F. Hanks is the new manager of the wire fence department of the Pittsburgh Steel Company, Pittsburgh, Pa., succeeding H. J. Miller, who was recently appointed secretary.

Mr. Hanks has been connected with the Pittsburgh Steel Company since 1910. For several years he represented the company as salesman in southern states and on the Pacific Coast. He spent two years in the country's service and until recently has been calling upon the jobbing and manufacturing trade, with headquarters at the Chicago office.

Mr. Hanks is one of the most thoroughly experienced wire fencing men of the country and the Pittsburgh Steel Company is fortunate in having him available for this work.

## PROMOTION WORK THAT PROMOTES

The Winchester Repeating Arms Company is promoting trapshooting, rifle shooting and fishing through bulletins once a month. The Rifle Club Bulletin comes out the first of each month; the Trapshooting Bulletin the 10th of the month, and the Tournament Casting Club Bulletin the 20th of the month, so that a bulletin comes out every ten days.

These bulletins are four page affairs, tastefully prepared, and are full of news. There is no advertising propaganda in the bulletins. They are sent to outdoor associations, country clubs, sportsmen's headquarters, etc., and will be gladly sent to any dealer or customer.

## TAKES THE GRIND OUT OF VALVE GRINDING

The "Just Simplicity Valve Grinder" comes to the automotive equipment merchant as a valve tool to conquer obstacles that have stood in the way of the car owner and the auto mechanic. Simplicity valve tools are manufactured by the Universal Equipment & Supply Company at Syracuse, New York, specialists on valve tools, who have made a thorough study of the subject so that the most perfect results and satisfaction have been secured.

It is the claim of the manufacturers that the Simplicity Grinder is the only single gear, direct-drive, ball-bearing valve grinder made. In principle it depends for rotation on pump action of the handle, which is transmitted to the shaft and adjustable spanner by a simple bevel gear with ball-bearings. It is also the claim of the manufacturers that it is the only grinder adaptable to all automotive engine valves. With it the operator can "feel the work" and it can be adjusted to any size cylinder.

Merchants who want a good valve grinder, or who have trouble with the valve grinder they have hitherto met, will do well to communicate with the Universal Equipment & Supply Company at Syracuse, New York, if their jobber cannot supply them. The tool sells for $2.50 retail in the East and $2.60 in the West.

## PULL-U-OUT IS ALL AROUND LIFE SAVER

The Pull-U-Out winding drum, manufactured by the Pull-U-Out Products Co., 727 Clark Ave., St. Louis, Missouri, is an automobile accessory whose uses do not stop with the motorist. The manufacturer calls this handy windlass "a little thing with a big pull," because with other blocks, by its mechanical advantage it allows the motorist the use of strong power without heavy tackle or machinery.

The Pull-U-Out Winding Drum may be secured equipped with 40 feet of steel cable and chain, or it may be attached to a portable crane, which weighs only 300 pounds, and yet will lift 2000 pounds. Its uses are not confined to the motorist. It has hundreds of opportunities for service on the farm, and is also widely used by mine and telephone companies and machine shops in lifting or pulling any heavy loads. The block weighs only 28 pounds.

In the West the Pull-U-Out Mfg. Co. is represented by the Louis J. Ziesel Co., with headquarters at 853 Walker Ave., Oakland, California. Mr. Ziesel also represents other lines of automobile accessory manufacturers and covers the entire territory west of Denver.

P. H. Krehbiel has opened an up-to-date hardware and implement store at Cutler, California, near Fresno, and in a rapidly growing section.

Charles Rudolph has purchased the hardware department of his brother Arthur Rudolph's store at Lompoc, California, and henceforth will specialize on this department under his own name.

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## NOTABLE DISSTON ADVERTISING

The extent and the intelligent placing of the advertising of Henry Disston & Sons of Philadelphia has been remarkable to the hardware and tool trade and to the advertising fraternity throughout the U. S. for the past two years.

Merchants are beginning to realize that the character of the advertising of the manufacturers whose goods they are selling is an important factor in handling the line of goods. All things being equal, the tool that is nationally advertised and advertised intelligently to potential buyers and to those who will be influenced by the advertising, that tool will be the desirable one to handle.

In an interesting article in a recent issue of "Printers Ink" Roland Cole describes the Disston campaign and remarks on its extent. It has been their intention to appeal to two classes of buyers, the man who needs saws in his business and the man who uses them personally or in an individual capacity.

Before any popular or consumer advertising was attempted, the campaign aimed to reach the dealers with three objects in view—making new dealer connections, making better dealers, and informing the dealers as to the value and extent of the advertising campaign.

Different classes of buyers were taken in order. First, the professional user, the carpenter and mechanic. manufacturer and saw mill man. Then came classes of possible saw users as individuals, such as the farmer, the American boy, and finally the handy man about the house, which of course includes some millions of householders throughout the United States.

Through advertising in class or trade papers, farm papers, boys' magazines and finally in national magazines with a general circulation, all of these classes of buyers have been reached, so that Henry Disston Co. and Disston Saws have been brought forcibly to the attention of millions of buyers, who are referred to the Disston dealer for their purchases.

## NEW MARBLE ARMS CATALOGUE

The Marble Arms & Manufacturing Co. of Gladstone, Mich., have just issued a trade catalog of their sixty sportsmen's specialties. The Marble line includes safety pocket and camp axes, hunting and fish knives, gun sights and cleaning implements, compasses, fish gaff, waterproof matchbox, auxiliary cartridges, shell extractors and nitro-solvent oil.

## STANLEY DEALERS' STOCK BOOK

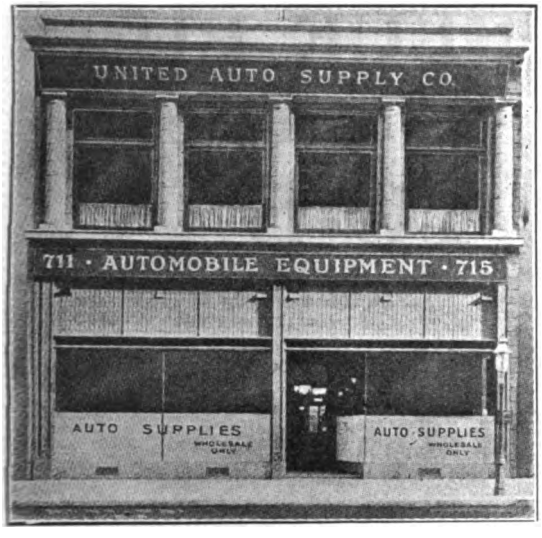
Manufacturers now-a-days realize that their sales efforts can sometimes be devoted to larger ends than simply selling their own products to merchants.

Often suggested aids and devices of general benefit to the trade will reflect inestimable benefit on the manufacturer who puts them into use. The Stanley Works, New Britain, Conn., has just issued for the benefit of the trade a Dealers' Stock Book, giving the class number, finish, size and quantity on hand at a certain date and the quantity ordered at a certain date, for the most important items in stock.

The book is arranged clearly so that the dealer may have all this information readily at hand. Merchants, of course, know the importance of being able to put their hands immediately on each item in their stock and any orders that are still undelivered.

Those customers of the Stanley Works who already have the book have found it of immense benefit to them, and those of our readers who have not yet received it and are interested should apply for a copy to the Stanley Works direct.

The Barrett-Hicks Hardware Company at Fresno, California, recently suffered fire loss estimated at $3000 as a result of what seems to have been spontaneous combustion in goods stored in the basement.


**UNITED AUTO SUPPLY CO.**

Jobbers and Factory Distributors

**Automobile Accessories**

711-715 MISSION STREET, SAN FRANCISCO

*Send for Our Latest Complete Accessory Catalogue*

**W. E. & W. H. JACKSON**

865 MISSION STREET
SAN FRANCISCO



Wholesale Distributors

BICYCLES

TIRES

SUPPLIES

Automotive Equipment


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## KYANIZE AIRPLANE A MODERN PAUL REVERE

There is a pleasant mixing of classical old colonial history with modern business enterprise in the recent chartering of an airplane by the Boston Varnish Co. for deliveries up through Massachusetts from the factory at Boston. Paul Revere in '75 summoned the minute men to war. The Kyanize Plane summoned all "up to the minute" hardware dealers to the possibilities of heralding Kyanize products to the skies. There was, of course, a two-fold object in the use of the airplane. As an advertising and publicity stunt it very naturally attracted wide attention.

Merchants in such towns as Fitchburg, Leominster. Gardner, Greenfield and Springfield were advised in advance that the deliveries would be made and they advertised the fact in their local papers, and announced the impending visit through their store displays.

We are reproducing one merchant's announcement in a local paper, as well as one of the tickets for a free airplane flight, which were distributed by the aviators in the various towns at the time the plane was calling.

Aside from the advertising value of the plan there was a real business advantage to be gained in overcoming the general railroad transportation difficulties. Some of the merchants in the outlying territory had been for weeks without promised deliveries. So the Boston Varnish Co. decided that these deliveries would be made by air.

Although the use of airplanes is becoming fairly frequent in the field of commerce, nevertheless the completeness of the plan and the thoroughness of detail with which the Boston Varnish Co.'s flights were carried out justify a description a little more in detail.

The plane was painted a bright blue color with the Kyanize trade mark emblazoned in white on the bottom wing and on the sides of the fuselage so that it quickly became known as the "Kyanize Blue Bird." The plane delivered the varnish and then remained in each city a full day, making flights over the house tops and dropping out circulars featuring a free "Can and Brush" offer.

The aviators also dropped several coupons which would entitle the finders to a free flight in the plane. This proved a very successful and interesting feature and in Fitchburg and Greenfield many of the most prominent citizens took flights in the Kyanize Blue Bird.

Dealers heralded the coming of the plane well in advance. The newspapers published articles regarding it, and thus no end of interest was created well before the plane arrived. The entire conception and execution of the airplane delivery of varnish is typical both of the enterprise of the Boston Varnish Co. and the active and worth while cooperation it always extends to its dealers.

Every one of the Massachusetts dealers reported after the campaign that their sales on varnish had increased, and that their general sales had been noticeably benefited by the advertising value which the flights gave to them.

Kyanize
BLUE BIRD
is Here
TO-DAY
Silver Street

Watch for the Free Ride and the $5.00 in Gold Coupon

Bring all the Red Numbered Flyers to Our Store

The Winner of the $5.00 in Gold will be advertised later

J. B. CHEVALIER & SONS
44-46 Bank Row Tel. 824

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## The WISE motorist will always keep his car in good condtion.

Nearly every customer that comes into your store for a car part or accessory is a prospect for one of the BEATS-ALL Products.

It is easy to sell any of these products when you explain to your trade that the original Stormproof qualities and Factory Durability can be restored by using any of these car ECONOMIES.

BEATS-ALL Top Dressings for Mohair, Pantasote and Imitation of Leather are the only Top Dressings which have incorporated LIQUID RUBBER into the base. That is why they are sold on a guarantee to WEATHERPROOF and RE-RUBBERIZE the fabric.

If your jobber cannot supply you, write direct to these branch representatives:

**CHARLES A. DOWD SALES CO.**
**320 Market Street**
**San Francisco, Cal.**

**THE RUBBER SALES CO.**
**53 West Jackson Blvd.**
**Chicago, Ill.**

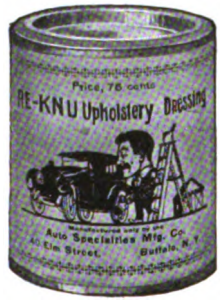
**CURRIE BROTHERS**
**511 Grand Building**
**Atlanta, Ga.**

For a Catalogue and Discounts

# Every Can Contains Lasting Protection for the Car Owner




**Mohair Top Dressing**
Will give the shabby, leaky weather-beaten top that new appearanace and factory durability. It re-dyes and re-rubberizes making the fabric stormproof, leaving the top soft and pliable.
Pints, 85c; quarts, $1.50




**Re-Knu Upholstery Dressing**
The Upholstery which has become worn and shabby can be made to look as good as new by a coat of this dressing. Puts on a rich and elastic surface, retains the new pliability and affords a good durable wearing finish. Dries in 15 minutes.
Pints, 85c; quarts, $1.50




**Drab Lining Dye**
It re-dyes and re-finishes the inside lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.
Pints, $1.35; qts., $2.50




**Dull-Lac Top Dressing**
For all Leather and Pantasote tops — weatherproofs and re-rubberizes —softens and preserves the material, giving it that rich egg shell non-gloss finish.
Pints, 85c; quarts, $1.50

***Factory Representatives Wanted***

**MANUFACTURED BY**

**Auto Specialties Mfg. Co.**
Incorporated
**40 Elm Street, Buffalo, N. Y.**



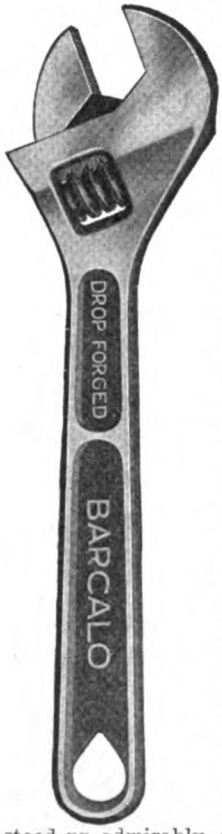

**Knu-Lac FORD Top Dressing**
A coat of Knu-Lac applied to any FORD, Rubber or Imitation of Leather Top will positively waterproof and re-rubberize it. Gives it that original pliability and wearing quality—produces a rich gloss black durable finish.
Pints, 75c; quarts, $1.35

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It occurs to us that airplane deliveries could well be made by any jobber or sales representative throughout the West, arranging with nearby dealers to advertise the proceeding in advance, featuring the local merchant as well as the product, thus cooperating for the benefit of both and securing real results.

## A WRENCH MADE TO ORDER




The Barcalo Manufacturing Company has been known for more than twenty-five years as manufacturers of metal products, including metal beds and wrenches. Three years ago, the company began to develop a 22½ degree angle open and adjustable wrench.

Their trade reputation and the ability within their organization promised a wrench that would meet the most exacting demands of the hardware and accessory trade. The engineers had instructions to turn out a design equal to any on the market, and to leave nothing undone in the matter of quality.

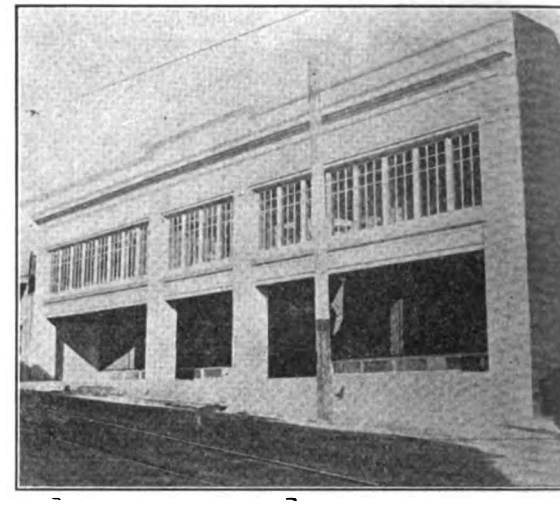
A special analysis steel gave exceptional hardness and toughness. All working parts were so refined that they would be absolutely dependable, so that all parts would work smoothly, no matter how difficult the position in which the user might find himself. A study in heat treatment got the exact degree of toughness and hardness in the finished wrench. They determined to put a finish on the wrench that would be an index to its quality.

The result of all these efforts is the "Barcalo Model N Wrench." It is the equal of any wrench in the market. Every user is proud of the "Barcalo Wrench." The severest tests have been put on the wrench and it has stood up admirably, under all circumstances.

The Barcalo Model N Wrench, as well as their other wrenches and Barcalo Combination Pliers, are sold to hardware, accessory and kindred jobbers. The Barcalo line is in the stock of very nearly every western jobber at the present time.

Western sales for the Barcalo Mfg. Co. are handled by A. C. Riddel, Higgins Bldg., Los Angeles, and Earl Jones, with headquarters at 3000 Grove St., Berkeley, California.

The Haskins-Mooney Co. has been incorporated at Gallipolis, Ohio, with a capital stock of $12,000. The incorporators are B. V. Mooney, J. S. Haskins, F. A. Haskins and G. Mooney.



## RECALLS THE DAYS OF '49

George A. Legg, president of the Alpha Hardware and Supply Company at Grass Valley and Nevada City, California, has just retired from active management of the business after 32 years.

Not that Mr. Legg is in any respect inactive, for he is one of the keenest, most wide-awake merchants of the West, and the development of the Alpha stores and their steady growth have been a tribute to his active study of the hardware business. Mr. Legg is one of those rare men who is wise enough to realize that others may do the more active work while he enjoys the luxury and the fine things of life which his hard work has earned for him.

The history of the Alpha Company dates back to the gold rush of '49, when Mr. Legg's father was among the pioneers, arriving at Sacramento in the spring of 1850. He settled first at Omega, one of the early mining camps. Contrary to the rules of the Greek alphabet, the town of Alpha was a near neighbor of the town of Omega, and when it came to establishing a hardware business, Mr. Legg and his partner, George Shaw rather selected the first letter of the alphabet than the last.

The business was moved to Nevada City in 1870, and in 1888 Mr. Legg, Jr., took over the business when he graduated from high school. About fifteen years ago, the business in Nevada City was combined with Brady and Cassidy at Grass Valley, forming the Alpha Hardware & Supply Company.

The new Nevada City store which we picture herewith, was built three years ago. The company now operates stores at Nevada City, Grass Valley and Allegheny. There are over forty employes on the pay roll. The present management is divided between J. J. Cassidy, J. A. Curonow and H. G. Rowe. Mr. Legg still retains an interest in the business and will divide his time between Nevada City and the region of San Francisco Bay.

## "HOW TO SELL A SAW"

A book of value and interest has just been published by E. C. Atkins & Co. on "How to Sell a Saw." It is devoted entirely to the one subject, although practically all of the material can be applied to the general line of hardware.

The book is attractive, suitable for library use if desired for that purpose. It has a Castillian cover embossed in gold, is easy, interesting reading and has plenty of illustrations. Any retail dealer or jobber who is interested in increasing his sales is leaving a large stone unturned in his endeavors when he does not have one of these books to read and study.

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CAPTAIN C. T. WOODWARD
President National Association Winchester Clubs

## WINCHESTER CLUB CONVENTIONS

During the past month and for the coming two months state and district Winchester Clubs all over the United States are holding their first annual conventions.

Interest at the far western conventions last month centered in the full line of sample items of the new Winchester tool line, which were shown to the dealers for the first time. Included were: Flash lights, fishing poles, skates, axes, hammers, screw drivers, bits, saws, planes, and general tools. The entire Winchester line when in production will include 3600 separate items.

Secretary W. J. T. Stockley, of the National Association of Winchester Clubs, was in general charge of each state convention. Other Winchester officials who attended the state conventions include: A. C. Moline, Service Department; J. D. Stevenson, Products Department; President C. T. Woodward, former president of the National Hardware Dealers Association, and Sales Engineer W. E. Freeland.

Very naturally while in the West C. T. Knight had general charge of the Western conventions and accompanied the party during September.

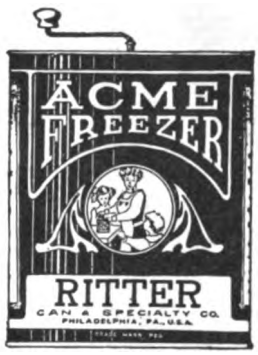
Following is a complete schedule of the meetings: Mountain States, August 31 and September 1; Southern California and Arizona, September 7 and 8; Northern California, September 14 and 15; Washington and Oregon, September 21 and 22; Minnesota, North Dakota and South Dakota, September 28 and 29; Iowa, October 1 and 2; Wisconsin, October 4 and 5; Illinois, October 7 and 8; Indiana, October 11 and 12; Michigan, October 14 and 15; Ohio, October 18 and 19; Pittsburgh, October 21 and 22; Philadelphia, October 25 and 26; Kentucky, October 28 and 29; North and South Carolina, November 2 and 3; New England, November 9 and 10.

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Arthur C. Lake, who has for ten years been with C. H. Rice & Brother, 1502 E. 57th Street, Chicago, has recently purchased the hardware store of Rothrock & Steele, 1218 E. 63rd Street, Chicago. He was out of the hardware line for a year as secretary and treasurer of Kraus Brothers-Loewy Co., the largest cleaners and dyers in the city, but the hardware trade called him so strongly he had to return to it.

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Walsh & Reed of Moorpark, California, have enjoyed a constant growth in their business, until now they have been forced to make alterations and enlargements to take care of the increased trade.


DON'T FORGET
Acme Freezers

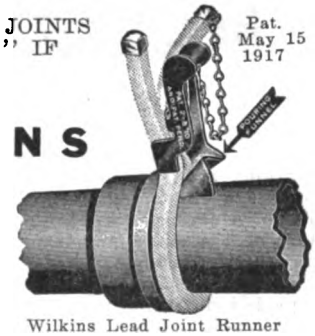
SELL WELL IN OCTOBER

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Philadelphia, Pa.

Factory Selling Agents
BEH & CO.
106 Franklin St., New York

POURING LEAD JOINTS IS A "CINCH" IF YOU USE
THE
WILKINS
RUNNER

Ask your jobber or write
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CHICAGO



Wilkins Lead Joint Runner

SPRAKE SALES CO., INC., Representatives
822 Higgins Bldg., Los Angeles
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Kleen-a-Pipe in Two Minutes




Demanded by every housewife because it works instantly. No mixing. No delay. Just shake the fine powder into the drain pipe and turn on the faucet.

Removes wood, paper, cloth, grease, etc., without fear of injury to the plumbing.

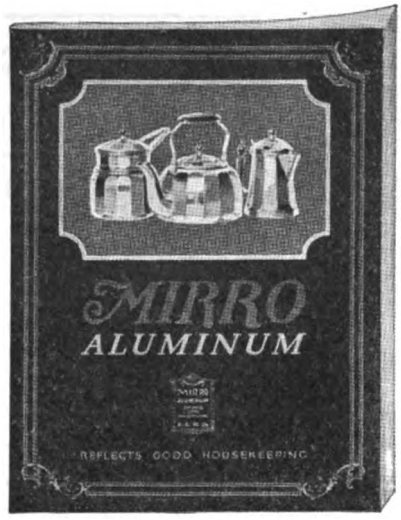
Don't call the plumber. Keep a handy can ready for instant use. Positively prevents stoppage if used frequently. It cleans, protects and disinfects.

Your jobber sells Kleen-a-Pipe. Home size cans, $1.00. Packed 2 dozen to the case, $14.40. Drop shipments in 5 case lots, $13.40 each. Freight prepaid.

*Order a Case Today*

CEDAR-SWEEP COMPANY
416 Harriet St. San Francisco


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## NEW CATALOG COVERS MIRRO LINE

A splendid index to the quality of the Mirro line is the new Mirro catalog just off the press. It is distinctly high grade, beautifully printed and illustrated, and of a size convenient to handle.

Mirro Aluminum is the most recently developed product of the many manufactured by the Aluminum Goods Manufacturing Company, Manitowoc, Wisconsin. This company, while one of the pioneers in the aluminum goods industry, did not launch the Mirro line until 1917.

Backed by heavy and conspicuous advertising, Mirro utensils were an instant success, and are now handled by leading dealers everywhere.

Since the war, five new additions have been added to the Aluminum Goods Manufacturing Company's plants. These additions are assisting very considerably in bringing up production and meeting the enormous demand which has been created for Mirro ware.

## ANNUAL PICNIC FOR EMPLOYES

It is an annual event with the firm of E. G. Prior & Co., hardware house at Victoria, B. C., to entertain its entire staff of employes at a big day's outing and picnic. This year's outing proved to be the biggest in the history of the firm when nearly fifty of the happy Prior family spent the day and evening in games, dancing and fun.

A. E. Smith was chairman of the day and Secretary C. P. W. Schwengers acted as host and delivered an address to the employes on behalf of the firm.

## SAVAGE ARMS COMPLETE CATALOG

New catalog No. 61, issued by the Savage Arms Corporation at Utica, New York, is in reality a complete manual and guide book for the owner and merchant of arms and ammunition. Since the purchase of the Stevens Arms Co. by the Savage Corporation, the size, importance and stability of the Savage Co. is so great that the new catalog is worthy of most serious consideration and interest by the trade.

It is liberally illustrated, not only with plates of arms and ammunition, but of hunting scenes and diagrams of the different pieces and the parts of them.

Several pages of suggestions on the care and use of arms and the cleaning of rifles and pistols are added to make the catalog complete. It is a book that should be in the hands of every member of the trade.

The Co-operative Auto Supply Company has just been formed at Denver, Colorado, with a capital stock of $100,000. The company will handle accessories, with branches at Colorado Springs and Rocky Ford.

## AMERICAN AMMUNITION AT OYLMPIC GAMES

American marksmen maintained the reputation of the United States as a nation of shooters at the Olympic games recently held at Antwerp, Belgium, and no less important was the tribute which not only the American marksmen, but other of the competing marksmen, paid to American-made ammunition.

The Remington Arms. Co. reports that the big military team, which was allowed to select its own ammunition, shot with Remington Palma 180 grain .30 caliber Springfield cartridges. This was selected after an exhaustive government test last May. Others who used Remington ammunition were the pistol teams from the United States, as well as the pistol and revolver teams from Brazil and France.

## SIMONDS STEEL LABORATORY COMPLETED

Following out special plans for general advancement in research work, the Simonds Manufacturing Company has just completed an addition 40x50 to its research laboratory connected with its steel mills at Lockport, N. Y. Additional equipment, consisting of a 300 to 500 pound capacity special type electric melting furnaces, several electric heating furnaces and other tools and equipment, has been installed with a view of greatly extending facilities for carrying on development and research work. New formulas and methods for making special steels will be worked out at the enlarged laboratory under the direction of an expert metallurgical staff.

## DISSTON BRANCH AT SAN FRANCISCO

An announcement of interest to the California trade and of significance to the entire West, is the news that Henry Disston & Sons will again have a branch office and warehouse at San Francisco.

Although Disston saws formerly had a permanent home at San Francisco, the branch was discontinued some time ago, and the entire West has been handled from the Seattle office. After a visit to the sales conference at the factory early in the fall, Western Manager Jenkins returned by way of California and installed Lynn H. Minckler in charge of the new branch. The central location is at 144 Second Street.

**Successful Campaign on Hack Saws**

However, it does not take a permanent branch with an office force for Mr. Minckler to sell saws or reach his hundreds of friends in the trade. His most recent and most successful campaign has been on Disston Chromo hack saw blades for both hand and power use.

The great saw makers produce a full line of all kinds and sizes of hack saws, and the volume of new business for these in the West has been remarkable. One of the largest sales is reported to have been made through Dunham, Carrigan & Hayden, who now carry a full stock in all assortments.

## THOSE WHO NEED NEEDLES

Perhaps you are one of the hundreds of merchants who are going to experience a rush demand for sack needles in connection with the fall harvest. In case of a shortage in your stock or a difficulty in obtaining prompt shipments it is comforting to know that a full line of sack needles is manufactured in the West.

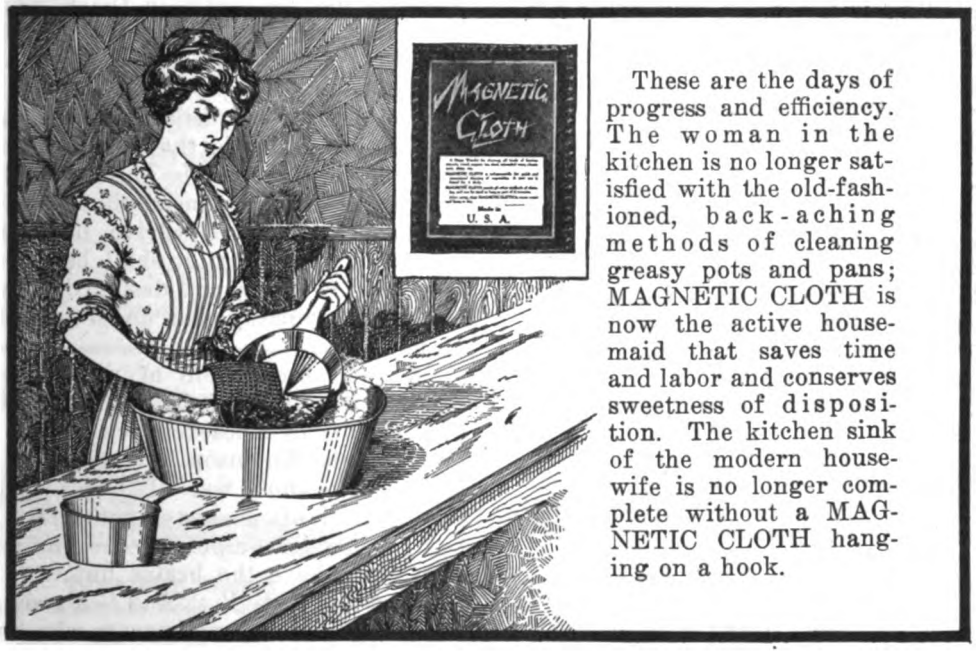
Barr Bros. Company of Oakland, California, have manufactured needles and cutlery since 1873, and announce a full line of needles of all kinds and all sizes, including sacking, bagging, sail and baling needles. Every needle is warranted by the company. The sales department of Barr. Bros. Company has recently been reorganized and is under the direction of Fred H. Poss. Connections have been made with Hughson & Merton. Inc., at San Francisco, New York and Chicago, to handle the sales.

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# MAGNETIC CLOTH

## The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.




The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

**Retails for 10 Cents** GOTTSCHALK **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

## JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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# Plumbing and Heating

## THE PLUMBER'S OPPORTUNITY

Only about two and one half million homes in the United States have heating. It means that to figure the available work alone would take about ten and one-half years. And to install it the journeymen would labor close to 28 years.

There are 46,300 hardware stores in the United States with one-twelfth of one per cent properly plumbed.

There are 48,360 drug stores in the U. S. with less than two per cent properly plumbed.

There are 38,069 cigar stores in the United States of which 32,000 have no plumbing at all.

Over 36,000 confectioneries are more than 85 per cent inadequately plumbed.

Of 15,000 schools in the United States, over 32 per cent are not plumbed.

Of 7,500 hospitals, 1,500 are properly plumbed.

It would take from 3,000 to 4,000 years to do all the work at present available.

With 23,500,000 homes in the United States less than five million have any plumbing at all.

---

## THE CAPTAIN OF MY SOUL

Out of the night that covers me,
Black as the pit from pole to pole.
I thank whatever gods may be
For my unconquerable soul.

In the fell clutch of circumstance
I have not winced nor cried aloud.
Under the bludgeonings of chance
My head is bloody, but unbow'd.

Beyond this place of wrath and tears
Looms but the Horror of the shade.
And yet the menace of the years
Finds and shall find me unafraid.

It matters not how strait the gate,
How charged with punishments the scroll,
I am the master of my fate:
I am the captain of my soul.

—William Ernest Henly.

---

Work is the richest of all gold mines. It yields infinitely more than money when tackled in the right spirit.

## HOME AS A CHARACTER BUILDER

The happiest family in the world is the family that finds its happiness in the home. All altruism has its origin in the home; for it is there that cooperation and self denial are combined to promote the common welfare of the group.

The best investment that any father and mother can make is that involved in making their home comfortable and attractive. This does not necessarily mean that the home shall be elaborate and expensive in construction; rather it means that it shall be suited to the needs of the family and designed to cement the bonds of sympathy and understanding among its members.

A good illustration of what is meant by meeting the needs of the family is afforded by an anecdote of Roosevelt related by his sister Mrs. Douglas Robinson. When a child, as is well known, Theodore was afflicted with asthma. His father built an upper porch into which he put gymnastic equipment; then he said to his son, "You have the brains but not the body; now get the body." "And," his sister added, "he did." How many parents who are now regretting that their children have left home can attribute their leaving to so simple a thing as neglecting to provide them with some of the means of entertainment that children crave?

No parent ever ought to forget for a moment that it is in the home that character is built; and if parents wish to have a hand in the building of their children's character they must provide the right sort of workshop—a home. Surely it is the cheapest imaginable protection against dissatisfaction and disappointment in later life. A good home in which children will be glad to stay, in which they are free to entertain their friends and where they find a sympathetic companionship is a kind of insurance that comes pretty near to making happiness in old age secure.

---

Let us cooperate for greater production and increased prosperity, and let the fellow who is weak enough to cut prices at the expense of quality go to it.

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# The M. L. Kline Co.

WHOLESALERS

**PLUMBING, HEATING. MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

**Would you appreciate a dependable, positive and long-lived Forcing Pump?**

COHO RED RUBBER




EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel




Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

*The Word* **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

*The Trimo Pipe Wrench*
*The Trimo Chain Pipe Wrench*
*The Trimo Monkey Wrench*
*The Trimo Pipe Cutter (Hand)*

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

*TRIMONT MFG. COMPANY*
ROXBURY (BOSTON), MASS.


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# When Prices Will Come Down

(By Harry G. Nye)



I hope I am not a bull, not even in conversation. But I am a bull, as far as the market, and the United States, and future demand, and the immediate outlook, and the distant outlook, are concerned.

When will prices come down?

Not soon, and not much.

I am not a professional optimist. You know there are optimists, and optimists. Some men are optimists because they can't help it, and some men are optimists for revenue only—because it pays.

And then there is the third, and I think the best, class of optimists. They are the fellows who are optimists because they have their ear to the ground, and their eye to the east, and their hand on the public pulse.

That sounds like a difficult position for a man to be in, and keep his balance, but it is the only position a man ought to be in if he is going to preach optimism or pessimism.

So I try to keep my ear to the ground, and my eye to the weather, and my hand as aforesaid. I may be wrong, but at least give me credit for not basing my prediction on how I feel, but rather on what I see, or think I see.

A man has got to get a bigger view than he can by looking at the pigeonholes of one rolltop desk. He must look over the desk, and out of the window, and across the country, to get the right look.

That is the kind of a look I have been trying to take, and my opinion of the plumbing and steamfitting situation is that no one living today will see the time when prices will get back to pre-war basis.

But some fellows say, "There is going to be an adjustment some time. When is it going to happen?"

It isn't going to happen—it has and it is.

And, as far as we are concerned, it is adjusting upward instead of downward.

There have been some reductions in silks and textiles and some other things—but that hasn't made houses any more plentiful than they are, or stimulated industrial or domestic building any more than it is.

A man can live without silk, and he can even get along with last season's underclothes in a pinch. But the demand for houses, for offices, for shops, and for cars is too big to be affected by the collapse of Japanese credits.

Some folks say there is bound to be some sort of slump, even a slump in building prices, and that lumber is a little off already.

But suppose there is—a slump is going to help us instead of hurt us—because we are in a little different position from the manufacturer of silk shirts and pink pajamas.

Demand in our line is large—but it is not nearly as large as it will be if there are some reductions in the cost of building labor and material. I don't look for much in that line, but, if it comes, and the people who would like to build and are holding off on account of the cost, come into the market, I look for us to be twice as busy as we are.

We are pretty well blessed with business as it is. In talking recently with the president of the largest tubing company in the world, he made the statement to me that, while he looked for a serious depression sometime, it would not affect him, because already he was practically sold through 1923.

The same conditions exists with the big porcelain bath tub manufacturers.

There never has been such a tremendous need for building and never such a tremendous necessity for extensions in all public utility corporations.

For years there have been no repairs to any material extent on the railroads—and now the railroads are in the market and are sure of the money. If you don't think so, look at your next freight bill.

I don't say there are going to be any great reductions in basic building materials in the face of such demand—but I do say that, if they do come, it is going to help us rather than hurt us.

I don't say there are going to be any material reductions. There have been a lot of fellows sitting around now for several months waiting for things to come down—and they are getting blisters from doing it.

If things come down a little they are going ahead—and I think they are about ready to go ahead any way. I think as soon as people become aware of the fact that prices are not going back to where they were before the war that we shall get a wave of prosperity such as we have never heard of.

I am going right ahead with my business, believing that there is no chance of a slump.

But, if it does come, it is going to be just enough to accelerate building. I think that is the position of our line—and it looks to me like a good position to be in.

---

Douglas Bros. are the new proprietors of the former plumbing and equipment business of W. P. Goodrich at Enumclaw, Washington.

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L. R. Harvey, credit manager for the Smyth Plumbing and Heating Company, at Spokane, Washington, was a recent delegate to the convention of the National Association of Credit Men, held at Detroit.

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# "The Book of Bathrooms"

Every year thousands of interested home builders write to us for "The Book of Bathrooms" and use it as a guide in picking out their plumbing fixtures.

These requests for "The Book of Bathrooms" come from people who read the attractive advertisements which run in metropolitan newspapers every month. These advertisements circulate to over a million people.

**PACIFIC**
**PLUMBING FIXTURES**

FOR SALE BY ALL JOBBERS

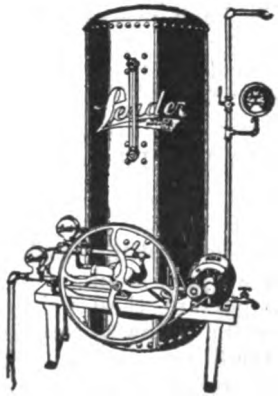
Main Offices: 67 New Montgomery Street, San Francisco
Factories: San Pablo and Richmond, California
Branches: Portland, Los Angeles and Salt Lake City

GENUINE
## ARMSTRONG STOCKS and DIES




PIPE CUTTERS
Malleable Iron Pipe Vises
MANUFACTURED BY
**THE ARMSTRONG MFG. CO.**
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.

TRADE *Leader* MARK
## WATER SYSTEMS




FULLER
AND
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**PACIFIC PUMP & SUPPLY CO.**
853 Folsom Street
San Francisco, California
Sole Distributors


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## WORKING UNDER "BACK PRESSURE"

The other day I was over watching the engineers testing out the new engines.

They put on an indicator card and so adjusted the valves that the steam would enter each end of the cylinder at just the proper time, so that at no period would there be steam entering both the sides of the cylinder at the same time, creating what they called "back pressure."

In other words, it is the height of extravagance to waste steam by permitting it to exert its pressure against both sides of the piston head at the same ime.

And then I got to thinking how this applied to the business in general and how many concerns failed entirely or made but little progress because they were constantly working under back pressure.

Every time the force of the organization, which force, of course, costs the company a heap of money in salaries, expenses, etc., begins to work against itself, there is back pressure.

Jealousy is back pressure.

Gossip is back pressure.

Lack of cooperation between departments is back pressure.

Back pressure differs from friction inasmuch as friction is the loss of power due to resistance from the natural forces of gravitation, adhesion, etc., which natural forces cost nothing to create.

But back pressure is where you actually spend money to produce one force to work against another force which also costs money to create.

If we could only get an indicator card upon the human forces and ascertain as easily as we do with the steam engine where back pressure exists; and, if when the back pressure is discovered, we could remedy the trouble by a little regulation of the valves, that would be some scientific management.

## SOME PLUMB MAXIMS

To serve my customers, I must have an adequate supply of staple articles.

To save myself, I must convert into cash any slow-moving items and surplus stock.

Delivery is more important than price. I must not be tempted by bargains to buy anything I may not find readily saleable.

It is better to pay the price for what I need when I need it, than to place future shipment orders unless it is necessary to get delivery.

I should sell whatever I buy for a fair profit over the cost of doing business. I must not allow myself to be misled by the clamor for lower prices into sacrificing a fair profit for myself or into failing to stock articles which are actually selling.

## MANUFACTURERS MONTHS BEHIND

Editor HARDWARE AND PLUMBING WORLD:

We have had advances in enamelware, pottery and a contemplated advance in soil pipe. As these three branches constitute the main cost of building houses, you can readily see that prices are not going to be cheaper in building construction.

Material is higher and hard to obtain, owing to conditions of the railroad, and labor remains high with no prospects of efficient labor being secured.

We are still two months behind in our production, and orders continue to come in as in the past. The manufacturers of enamelware are ten months behind their deliveries. Yours very truly,

THOMAS SAVILL'S SONS,

Philadelphia. R. G. Savill.

The Sanitary Plumbing Company at 223 East Third Street, Long Beach, California, will henceforth handle heating appliances and do a jobbing business also. Henry Robinett is the proprietor. Associated with him is W. R. Corrin.

## HE PROFITS MOST WHO COVETS PROFIT LEAST

A business can be built in a year, in a month, even in a day; or the building of a business can command the greatest efforts of a lifetime.

Craft, cunning, shrewdness, if diligently practiced, may bring a result resembling success; but the constant application of sincerity, experience, and craftsmanship build for a success that all others can but imitate and envy.

A great thinker once said, "A business is but the lengthened shadow of a man." Whatever is your aim, your ideal—rest assured that it is known to all with whom you deal.

Let no man be mistaken. Just as his true character will be known to his friends, so will the dominating idea behind his business be apparent in every transaction.

The business that, spurning opportunties for mean profits, devotes its entire energies to the development and maintenance of a reputation and quality, often envies the seeming progress of a sharp-trading competitor.

But such a business has none to envy. As by natural right, the superior quality of its product, honestly maintained, brings to it the friendship of each user. This friendship, multiplied again and again, builds a Good Will that is the greatest reward in business.

A business carrying the Good Will of its customers has little to fear. Temporary set-backs and interferences it may have, but as long as its ideal is maintained, it will rise above small mistakes and errors.

Let the directors of such a business keep their greatest asset and duty ever in mind, and profits will be satisfactory.

Look at the businesses that have had more than ordinary success. Who are they? They are the firms that do more than their duty, that give more than agreed, that work for quality and service rather than for profit.

For it is the rule that he profits most who covets profit least. —Disston Crucible.

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# MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

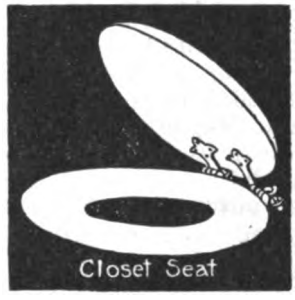
## Genuine Pyralin Snow White Bath Room Fixtures

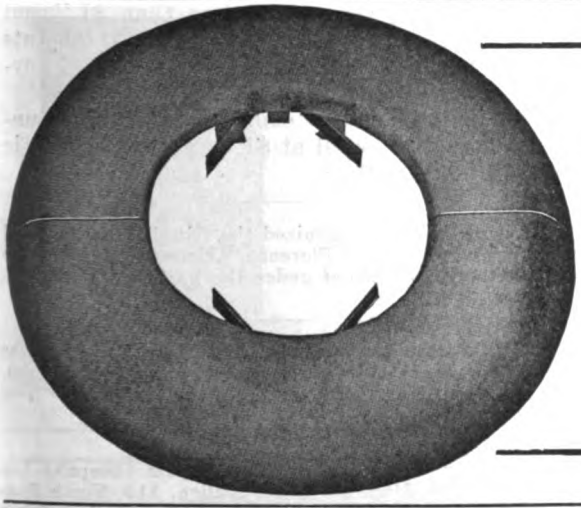
All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin.**

**C. F. CHURCH MFG. CO.**
**HOLYOKE, MASS.**

**These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.**



# THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

**The Beaton & Cadwell Mfg. Co.**
**NEW BRITAIN, CONN.**

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.

## TURNER Gasoline - Kerosene TORCHES



have the three essential features every careful mechanic must carefully consider when purchasing, i. e., quality, durability and efficiency. The No. 28 illustrated is one of the best quart torches on the market. It is made with a tank drawn from heavy gauge seamless brass and the burner is cast from heavy bronze burner metal. The improved brass automatic pump, which is also used as a handle, easily and readily supplies sufficient air pressure. Send for literature showing the Turner complete line of gasoline, kerosene and alcohol torches, furnaces and brazers.

No. 28, Qt. torch, List $18.40
16, Pt. torch, 13.60

**THE TURNER BRASS WORKS, Sycamore, Illinois, U. S. A.**

## How Is Your Stock of C. & L. Fire Pots and Torches




No. 32 Torch
List Price, Each, $16.00
Ask for Discount

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**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**


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## TO CLEAR UP A LEGAL MISUNDERSTANDING

(Copyright, by Elton J. Buckley.)

There is considerable confusion and misunderstanding among the trade over a recent decision of the United States Supreme Court, again involving the rights of a seller of merchandise to fix the resale price. The case was that brought by the United States against A. Schrader's Sons, the Ohio manufacturers of automobile tire valves, pressure gauges, etc. At first glance it looks as if the decision was inconsistent with the same court's decision in the Colgate case, which affirmed the right of any seller to choose his own customers, even to the point of cutting customers off because they would not hold a certain resale price.

The Schrader decision is not, however, inconsistent with the Colgate decision and does not upset it in the least.

The Schrader concern was indicted in Ohio at the suit of the United States Government, charged with requiring tire makers and dealers to execute uniform contracts concerning resale prices, and with refusing to sell those who did not enter into such contracts and hold the uniform fixed resale prices. This was claimed to be a restraint of trade and a suppression of competition.

The first court that took a whack at this case threw it out because it thought the Colgate case decided that such a case could not be brought unless there was a monopoly or an attempt to create one, through the plan to limit prices. The Government appealed to the United States Supreme Court, which reversed the lower court, by deciding that such a case could be brought. The indictment was sustained, and the Schrader concern will now have to stand trial. Very probably under the law as it is now fixed, it will be convicted.

The United States Supreme Court's decision in this case merely adheres to the decisions in several earlier cases, and does not touch the Colgate decision at all. So it is still the law that a seller may refuse to sell any buyer who fails to maintain the price which the seller thinks should be maintained.

The distinction between the two cases lies in the contracts which the Schrader concern compelled its customers to sign. Anybody handling the Schrader goods had first to sign an agreement not to resell except at certain prices. Once this agreement was signed, the Schrader Co. would sell, but not till then. If the customer later broke the contract, Schrader & Son would not try to compel him to keep it, but would simply refuse to sell him again. The only part of the scheme that was wrong was the contracts, for the Supreme Court has decided in many cases that a seller can do nothing which will interfere with the perfect freedom of the buyer who has bought goods and paid for them, to resell them in his own way and on his own terms. A contract entered into by the buyer in advance, to resell only on the sellers' terms—if such contract is good—ties the buyer's hands as to resale, restrains his right to compete with his rivals and establishes a real restraint of trade. On the other hand, in cases like the Colgate case, the seller doesn't tie his buyer up with any contract at all. He sells without any string to it, but indicates, in some way, what price he thinks the buyer should get when he resells. The buyer is free to get that price or not, but if he doesn't get it, the seller will refuse to sell him any more, and he (the seller) will also be within his legal rights if he refuses to sell anybody else who sells him. All this is settled and fixed forever unless the United States Supreme Court reverses itself.

The Schrader concern was exceedingly foolish for using the contracts it did. They could not be enforced, anyway, except by refusing to sell the cutter any more goods, and that, which was the only effective thing in the scheme, could have been done anyway without the contracts. In other words, by the introduction of something entirely useless, they made the whole plan illegal.

In order to make the entire situation clear, let me repeat a little: Any man with goods to sell can legally say to his buyer, "I think you should resell these at not less than $1," and if the buyer ignores this and resells at 90 cents he can refuse to sell him again, or to sell anybody else who sells him.

But he (the seller) cannot put his buyer under contract to resell at $1 or more, for that is restraint of trade.

---

H. L. Nihell has organized the Nihell Plumbing and Electrical Company at Florence, Arizona. The business was formerly conducted under the name of McCann & Roberts.

---

J. F. Watson has opened a plumbing shop at Silver City, New Mexico, in partnership with C. B. Munroe. Mr. Watson was formerly at Fort Baynard, New Mexico.

---

The Alhambra Plumbing and Repair Company has been established by Frank P. Mullen, 113 North Garfield Avenue, Alhambra, California. Mr. Mullen claims he is prepared to repair anything from a wash boiler to an old man's watch.

---

Muller and O'Driscoll, hardware and plumbing merchants at Seattle, Washington, have moved into their new building at 1831 Queen Anne Avenue, recently, and are now better prepared to handle their business in the growing Queen Anne section of the city.

---

Recent rearrangements in the plumbing department of A. Brizard & Co. of Arcata, California, have been necessitated by the constant growth of the Brizard business. This company operates stores throughout the interior of Humboldt, Del Norte and Trinity Counties, California.

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## B. B. HIGH PRESSURE BALL COCK

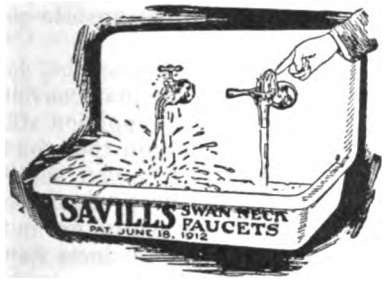



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

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**Full-stream flow** in a fraction of a minute.
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**Protective Stop** on handle. Saves pinching.
**Best red brass,** 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

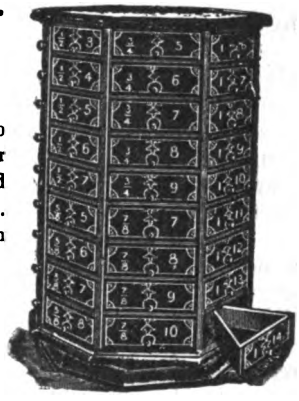
**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**
Send postal card for catalogue showing 23 styles.

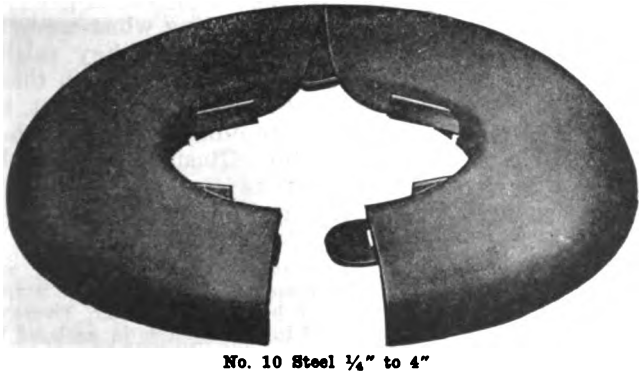


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# Advice To Voters

(By Harry G. Nye)



After spending a lot of time, money and ink, the two leaders in the Political League have named their batteries and lined up for the championship game for the Presidential pennant—to be followed by the world's series with the League of Nations later. Manager Hays, of the Elephants, announces that an unknown phenom named Harding will slam 'em over the pan for the Republicans, with Kid Coolidge of Massachusetts on the receiving end.

The Mules will pitch the well known moist ball artist, Cox, with Roosevelt who comes from a family of great players, collecting his benders. It looks like a good game—Mules, Elephants, with plenty of peanuts and red lemonade on the side.

Far, in fact entirely removed, be it from us to discuss the merits of the respective teams or pitchers. Occupying a distinctively bleacher seat in this contest, we wish only to admonish a few of our fellows on how to act so that we may not be ejected from the grounds or soaked on the bean by the indignant pop bottle thrown by the infuriated populace.

The grandstand seems to be pretty solid for Harding, but over here among the proletariat there is going to be more difference of opinion—and difference of opinion in the bleachers sometimes means bloodshed, when in the grandstand it would mean only an occasional slap on the wrist.

Now, a reasonable difference of opinion is good for us; but it doesn't pay to get excited. Our advice to the ordinary business man in these times would be to munch our peanuts quietly and gargle our throats with our pop without undue noise, have our opinion without being too insistent about it, and, whichever side we are for, or against, to accept the result of the game with decorum and go back to our shops after it is over determined to make the best of it, even though we may be inwardly convinced that the country has gone to the demnation bow-wows.

There has been a good deal of complaint by convention orators in the recent past that business men do not take enough interest in politics, and that may be true; but there have been some glittering exceptions where they have taken more interest than was good for their own good. We have always put down in our own individual mind as the prize chump the man who quarrels with his customer over politics. A man ought to take a reasonable interest in the game, but there is no sense in standing up and waving one's arms and crushing in the lid of the man next to us, especially if he is the man on whose friendship our business welfare depends. Of course, a man ought to have the courage of his convictions; but a man who carries a six-shooter can have the courage that goes with it without shooting up the neighborhood and the neighbors, just to show that he has. Someone has said that the fellow who invented the Colt made all men equal; but that doesn't mean that, just because we have a Colt, we have to change somebody into a sieve every few minutes just to show that it is in good working order.

So, have your political convictions, but don't get pugilistic about them. "The man convinced against his will is of the same opinion still," and added to it he has the opinion that you are a radical, and that he doesn't like you, and that he would rather give his business to somebody else. If you want to talk politics go out in the back yard; if you want to talk business stay in the shop and talk shop. The customer is likely to be much more interested in what you think about stop-cocks than what you think about Jimmy the Same, and in what you think about couplings than what you think about all the Hardings in the world and Marion, Ohio.

And we don't believe that the country is going to the aforesaid bow-wows even if Cox or Harding does win. In a hundred and fifty years of history the country has shown what it can stand, by what it has. Your fathers will tell you that there were a lot of people who were convinced that the nation would never go through the seventies—but it did. We've had wildcat money and wildeyed reforms and come through. We've had war and peace and survived.

A few years ago we all had to dig down and buy a bale of cotton to help the starving cotton-growers—but the cotton-growers seem to be doing pretty well now, although, of course, they have to turn around and spend it all for fertilizer immediately. Why, even the raisin-growers a few years ago were wondering what we were going to do with all the raisins they raised. Well, you know what we are doing with them.

So, keep your temper, vote your ticket, let your neighbor have his opinion, bum though it may be. Hang out the "Business as Usual" sign, and get set to take care of an unusual business, whichever way it goes.

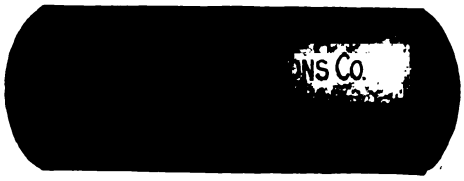
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The entire Everhart family are cooperating and making a plumbing business at 3902 East First Street, Belvedere, Los Angeles, a huge success. Mr. Everhart is a master plumber, and in his business is assisted by his son. Mrs. Everhart keeps her weather eye out for the office details.

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Pneumatic and Storage Tanks

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Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

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**W. Erwin Gilchrist**
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**Nye the Die Man**
**Pipe Die Maker to Those Who Know.**

# Bulldog For Sale

I have for sale a registered bulldog that has been a steady prize winner.

It has never lost in any competition, but has defeated all comers.

Just the thing to have around the shop to protect you from loss.

Has a grip that never lets go until you give the word.

Has the finest set of teeth of any dog on earth.

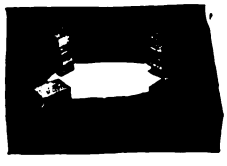
An easy keeper; eats any kind of pipe.

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## ELIMINATION OF WATER HAMMER AND PULSATION FROM HEATING SYSTEMS

While a certain amount of noise from a heating system may not be especially objectionable in the case of a manufacturing plant, it may be a serious matter in connection with a church, school, library, theatre, hospital or office building.

Water hammer and the pulsation of steam in the supply and exhaust pipes of engines are particularly objectionable.

It is not so very many years ago that water hammer was thought to be a necessary accompaniment of a steam-heating system. While not common at the present time, owing to a better understanding of its cause, it must be carefully guarded against in the design and installation of all heating systems of this kind.

The cause of water hammer, in steam and overhead or "dry" return pipes, is due to the mingling of steam with water at a somewhat lower temperature. This causes a sudden condensation of a certain volume of steam, thus forming a vacuum in the space formerly occupied by the steam, which is instantly filled by water and steam rushing together at a high velocity and producing a loud report.

If there is a considerable amount of water in the pipe, the momentum which it gains at this time is sufficient to drive it to the end of the line, or until it reaches an abrupt turn where the force is sufficient to strike a heavy blow, sometimes resulting in the rupture of a fitting.

This agitation of the water causes a more intimate mixture with the steam, which tends to produce a repetition of this action in rapid succession.

### Reduce Steam Contact

The remedy for water hammer is evidently to reduce the area of contact of steam and water to a minimum and to prevent steam from coming in contact with water at an appreciably lower temperature.

The first condition is secured by proper drainage, using sealed returns, wherever possible, and employing pipes of ample size well graded toward the boiler when overhead returns must be used. All pockets should be eliminated for the accumulation of condensation, either by changes in the piping or by special drips.

The second condition may be avoided by the prevention of "short circuiting;" that is, by inserting siphon loops wherever it is necessary to drain a pipe into another carrying a slightly lower pressure.

The differences in pressure just referred to are too small, in most cases, to be indicated by a steam gauge, and are due to variations in distance from the source of supply, too small pipe sizes, etc. Drip connections of this kind, without siphon loops, admit just enough pressure to hold back the cooler condensation from more distinct returns and keep it surging in the pipe, thus producing ideal conditions for water hammer as previously described.

If a siphon is inserted at the radiator on the line nearest the boiler, dripping that radiator directly into the return main, any slight difference in pressure will be balanced by a variation in the water level in the two legs of the loop. Furthermore, the area of contact between the steam from that radiator and the cooler condensation from the radiator is reduced to the sectional area of the drip pipe from the former.

This same principle will occur in many different forms in a large plant and should be applied whenever there is a possibility of short-circuiting.

Another cause of surging and water hammer, which is sometimes found in low-pressure gravity systems, even though sealed return mains are used, is the variation of boiler pressure. In plants of this kind the steam is frequently allowed to drop in the middle of the day, and the fire is then started up rather briskly.

When there are long runs of piping the rising pressure does not equalize evenly in all of the branches, which produces an unbalanced condition and sets the condensation to singing in both the overhead pipes and the sealed returns.

This is more likely to occur in institutions, industrial buildings, etc., where the piping system is extended, than in dwelling houses.

The most reliable remedy is to stabilize the steam pressure by raising the boiler pressure to a point 5 or 10 pounds above that carried on the system and reduce by means of a regulating valve. This confines normal pressure fluctuations to the boiler and maintains a steady pressure on the piping system.

### Noise From Pulsation of Steam

This is more or less frequent in combined power and heating plants. An engine may be well adjusted and run smoothly, yet adjacent pipes may acquire a regular vibration or swing, which, in some cases, may be communicated to the entire system of basement piping.

This form of vibration is due to the pulsating flow of steam through the pipes, which is a result of the periodic admission and cutting off of the steam at the engine. These pulsations, although of small magnitude, are applied with such regularity that a considerable swing to the pipe is maintained. Any attempt to stop this by anchoring will simply transmit these vibrations to the building construction.

While conditions of this kind and their elimination, strictly speaking, come under the charge of the power engineer, still in many cases both the high and low pressure piping is installed by the heating contractor and he is usually the one called upon to remedy all

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noises, whether they relate to the power or ventilating equipment.

The only practical method of eliminating vibration due to pulsation is to employ some means which will produce a steady flow of steam through the pipes.

**Equalizing Chamber**

This may be done by the introduction of a receiving or equalizing chamber in the supply branch to the engines, placing this as near to the latter as practicable. This should have a volume 10 to 15 times the combined volumes of the high pressure cylinders running at one time, depending upon the length of the pipe and the number of turns.

The longer and more crooked the pipe, the greater should be the volume of the receiver. In addition to this, each engine should have an additional separator having a volume about 3 times the high-pressure cylinder, placed close to the throttle.

**Exhaust Pipe Vibration**

May consist of mechanical vibration in the pipe itself and air vibration due to the intermittent discharge of steam into the atmosphere. This condition may often be improved by a slight change in the valve setting so as to delay the release at the end of the stroke and so exhaust the steam at a lower pressure. If a single engine is to be provided for, and the outboard exhaust pipe can be made with a minimum of bends and of ample size, there is likely to be but little trouble. With two or more engines exhausting into the same pipe, vibration is much more likely to occur. In this case the branches from the different engines should be connected with the exhaust header, or horizontal portion of the main, at an angle by means of Y branches. This portion of the main should be from 25 to 30 per cent larger in area than the combined areas of the branches connecting with it, reducing again to normal size for the vertical rise through the roof. This has the effect of a receiving chamber.

---

Victor Mattson at Monroe, Washington,, announces that henceforth he will carry a complete stock of electric washing machines, vacuum cleaners and lighting fixtures in connection with his plumbing business.


## A WORD TO THE WISE

Order your winter requirements **NOW** so as to insure delivery. Bear in mind that there will again be a shortage of torches and furnaces later. Also consider that orders are filled according to the date they are received.

When you order, specify the "ALWAYS RELIABLE." You will then know that satisfactory results will be obtained at the lowest cost.

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C. & L. Fire Pots and Torches with a backing of the guarantee of a maker with more than thirty years experience, or some other make? Try the C. & L. Tools and you will find you have the best that experience and the best materials can produce. They have stood the test of time and today are used wherever gasoline and kerosene can be obtained. Jobbers supply at factory price. Send for catalog.

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**GALVANIZING RESILVERING RETINNING**

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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

| | Box. Blank Rim Fire | Semi-Smkls Less Smk | Smkls |
|---|---|---|---|
| 22 Short | $. 20 | $ | ... |
| 32 Short | .40 | | ... |
| **Blank Center Fire—** | | | |
| 32 S & W | .75 | | ... |
| 38 S & W | .90 | | ... |
| 38 Long Colt | 1.35 | | ... |
| 44 W C F | 1.65 | | ... |
| **Shot Rim Fire—** | | | |
| 22 Long | .65 | | .70 |
| 32 Long | 1.20 | | ... |
| **Shot Center Fire—** | | | |
| 32 S & W | 1.10 | | ... |
| 32 W C F | 1.45 | | ... |
| 38 S & W | 1.30 | | ... |
| 38 W C F | 1.65 | | ... |
| 44 W C F | 1.65 | | 1.90 |
| 44 X. L. | 1.85 | | 2.05 |
| 44 Game Getter | 1.65 | | 1.90 |
| **Rim Fire, Ball—** | | | |
| BB Caps | ... | | .40 |
| CB Caps | ... | | .50 |
| 22 Short | .30 | | .35 |
| 22 Short H P | .35 | | .40 |
| 22 Long | .40 | | .45 |
| 22 Long H P | .45 | | .55 |
| 22 Long Rifle | .45 | | .50 |
| 22 Long Rifle, H. P. | .50 | | .55 |
| 22 W R F | .60 | | .65 |
| 22 W R F, H P | .65 | | .70 |
| 22 Win Auto | ... | | .65 |
| 22 Win Auto, H P | ... | | .70 |
| 25 Short Stevens | .70 | | ... |
| 25 Stevens | .95 | | ... |
| 32 Short | .75 | | ... |
| 32 Long | .85 | | ... |
| 38 Short | 1.10 | | ... |
| 38 Long | 1.40 | | ... |
| 41 Short | 1.20 | | ... |
| **Center Fire Pistol—** | | | |
| 22 Win. SS | 1.50 | | 1.75 |
| 25 Colts Auto | ... | | 1.60 |
| 25-20 Single Shot | 1.75 | | 2.05 |
| 25-20 Win | 1.55 | | 1.80 |
| 25-20 Win HV | ... | | 2.00 |
| 7.63 MM-Mauser | ... | | 2.40 |
| 7.65 MM-Mauser | ... | | 2.40 |
| 9 MM-Luger | ... | | 2.60 |
| 32 Colts Auto | ... | | 1.75 |
| 32 Colts Short | 1.10 | | 1.20 |
| 32 Colts Long | 1.25 | | 1.35 |
| 32 Colts Police Positive | 1.25 | | 1.35 |
| 32 S & W | 1.10 | | 1.20 |
| 32 S & W Long | 1.25 | | 1.35 |
| 32-20 Marlin | 1.55 | | 1.90 |
| 32 Winchester | 1.65 | | 1.90 |
| 32-20 Win HV | ... | | 2.00 |
| 35 S & W Auto | ... | | 1.75 |
| 38 Colts Auto | ... | | 2.50 |
| 38 Colts Short | 1.40 | | 1.55 |
| 38 Colts Long | 1.50 | | 1.60 |
| 38 Colts Police Positive | 1.40 | | 1.55 |
| 38 S & W | 1.55 | | 1.65 |
| 38 S & W Special | 1.70 | | 1.80 |
| 38 Winchester | 1.85 | | 2.30 |
| 41 Colts Short DA | 1.65 | | 1.80 |
| 41 Colts Long DA | 1.90 | | 2.15 |
| 44 Bull Dog | 1.75 | | ... |
| 44 S & W Amer | 2.00 | | 2.15 |
| 44 S & W Rus | 2.15 | | 2.30 |
| 44 S & W Special | 2.30 | | 2.50 |
| 44 Webley | 1.80 | | ... |
| 44 Winchester | 2.00 | | 2.45 |
| 45 Colts | 2.15 | | 2.40 |
| 45 Colts Auto | ... | | 2.90 |
| **Center Fire Military and Sporting—** | | | |
| 22 Savage | ... | | 1.60 |
| 250-3000 Savage | ... | | 1.75 |
| 25-21 Stevens | 2.30 | | ... |
| 25-25 Stevens | 1.90 | | 2.85 |
| 25-35 Winchester | ... | | 1.40 |
| 25-35 Short Range | ... | | 1.40 |
| 25-36 Marlin | ... | | 1.40 |
| 25 Remington Rimless | ... | | 1.40 |
| 6 MM U S N | ... | | 2.10 |
| 7 MM Spanish Mauser | ... | | 2.10 |
| 7.655 MM Bel Mauser | ... | | 2.10 |
| 8 MM Mauser | ... | | 2.10 |
| 9 MM Mauser | ... | | 2.30 |
| 30-30 Winchester | ... | | 1.60 |
| 30 Remington Rimless | ... | | 1.60 |
| 30 Government Rimless | ... | | 2.30 |
| 303 Savage | ... | | 1.60 |
| 32 Remington Rimless | ... | | 1.60 |
| 32-40 Winchester | 1.20 | | 1.35 |
| 32-40 Winchester H V | ... | | 1.60 |
| 32 Winchester Slf Ldg | ... | | 2.80 |
| 32 Winchester Special | ... | | 1.60 |
| 33 Winchester | ... | | 2.10 |
| 35 Remington Rimless | ... | | 1.75 |
| 35 Winchester | ... | | 2.30 |
| 35 Winchester Slf Ldg | ... | | 2.90 |
| 351 Winchester Slf Ldg | ... | | 2.30 |
| 38-55 Winchester Lead | 1.45 | | 1.75 |
| 38-55 Winchester HV | ... | | 1.95 |
| 38-56 Winchester | 1.45 | | 1.75 |
| 40-60 Marlin | 1.50 | | ... |
| 40-60 Winchester | 1.50 | | ... |
| 40-65 Winchester | 1.50 | | 1.75 |
| 40-70 Winchester | 1.55 | | ... |
| 40-72 Winchester | 1.55 | | 1.80 |
| 40-82 Winchester | 1.55 | | 1.80 |
| 401 Winchester Auto | ... | | 1.70 |
| 405 Winchester | ... | | 2.50 |
| 45-60 Winchester | 1.55 | | ... |
| 45-70-405 Government | 1.55 | | 1.80 |
| 45-75 Winchester | 1.55 | | ... |
| 45-90 Winchester | 1.65 | | 1.80 |

SHELLS, LOADED—

**MEDIUM GRADE.**

**BULK—SMOKELESS.**

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot ..... $1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot ..... 1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot..... 1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot ..... 1.35
3¼ drs. x Buck shot, drop shot ..... 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot..... 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot ..... 1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot..... 1.15

**HIGH GRADE SMOKELESS—**

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot..... 1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot..... 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot ..... 1.30
20 2¼ drs. x ¾ oz., chilled shot ..... 1.25
2⅛ drs. x ⅞ oz., chilled shot 1.35

**Trap Loads—**

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3⅛ drs. x 1¼ oz., 7½ chilled 1.40

**Black Powder—Loads—**

12 3¼ drs. x 1⅛ oz., drop shot 1.05

**Caps and Primers—**

| | | |
|---|---|---|
| Percussion | .20 | .... |
| Musket Caps | .25 | .... |
| Primers, 100 in box | .35 | .... |
| Primers, 250 in box | .80 | .... |

**Empty Paper Shells—Black pow.—**

12, 16, 20, Ga. per 100. ... 1.50
10 Ga. per 100. ... 1.65

**MEDIUM GRADE SMOKELESS—**

12, 16, 20, 28 Ga. per 100 ... 1.80
10 Ga. per 100. ... 2.10

**HIGH GRADE SMOKELESS—**

12, 16, 20, 28 Ga. ... 2.30
10 Ga. per 100. ... 2.40

**Empty Brass Shells—**

Best qual. 12, 16, 20 28, Box 25. ... 2.75
2nd Qual. 12, 16, 20 28, box 25. ... 2.10

**Wads—**

Cardboard, box 250. ... .20
Black Edge, Reg., box 250 ... .50
Black Edge, ¼ in., 125 in box ... .40
Black Edge, ¼ in., 250 in box ... .80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $.5.50; larger, $6.00.
Lippincotts—House, $8.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

**Bottles, Hot Water—**

Universal ..... 8.50

**Griddles—**

| | |
|---|---|
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |

**Kettles, Berlin—**

| | |
|---|---|
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |

**Kettles, Maslin—**

| | |
|---|---|
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 18.25 |

**Kettles, Tea—**

| | |
|---|---|
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |

**Pans, Lipped Sauce—**

| | |
|---|---|
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |

**Skillets—**

| | |
|---|---|
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |

**Spoons, Basting—**

15-inch ..... .30

**Spoons, Mixing—**

18-inch, Slotted ..... .30

**Waffle Moulds—**

| | |
|---|---|
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $1.75 per hundred net; ¼x½ in. -¾ in. -1 in., $1.96 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $8.50; No. 3, 30 lb., $9.50; No. 4. 40-lb., $11.50; No. 5, 50-lb., $13.00; No. 6, 60-lb., $14.50; No. 7, 70-lb., $16.00; No. 8, 80-lb., $17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut, No. 57.

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1¼ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | | 1½ | 1¾ | 2 | 2½ | 3 |
| Each | | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 62 each | 2.90 | 2.90 | 3.25 | 3.25 | 3.60 | 3.60 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

ASBESTOS—
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.30 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 113 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½ O | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.85 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |
| 80 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .30 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 113 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.35 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 318 | 13.00 |
| 324 | 15.75 |
| 336 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1½ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $4.50; unhandled, $3.00.
Single Bit—Handled, warranted, $4.00; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBIT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 23c lb.; No. 1, 27c lb.; No. A (genuine), $1.20 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickeled, $1.20 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 30, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ⅝ x 24, 85c each; Goose Neck No. 3662, ⅝ x 24, $1.00 each; Straight Chisel No. 14, ⅝ x 15, 95c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, $3.55 each; No. 1662, $4.25 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.50 each; 6-inch, $3.75; 7-inch, $5.25; 8-inch, $7.25; 10-inch, $13.00

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## RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $23.50. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

**BELLS—Farm—(100 lb.), $16.00.**

BELLS—Kentucky Cow—No. 0, $1.75; 1, $1.45; 2, $1.15; 3, 85c; 4 70c; 5, 60c; 6, 45c.

**BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.**

**BELL STRAPS—**
**Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.**

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

| BIBBS—Compression— | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.50 | 1.95 | 2.60 | ... |
| Finished brass | 1.70 | 2.15 | 2.85 | 5.20 |
| Nickel plated | 2.00 | 2.45 | 3.20 | 5.65 |
| Hose—Rough brass | 1.70 | 2.15 | 2.85 | 9.90 |
| Finished brass | 1.95 | 2.40 | 3.10 | 5.75 |
| Nickel plated | 2.25 | 2.70 | 3.45 | ... |

**BITS—Auger—**

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1.25 | $ .30 |
| 4 | .75 | .55 | 1.25 | .30 |
| 5 | .75 | .55 | 1.25 | .30 |
| 6 | .75 | .55 | 1.25 | .35 |
| 7 | .75 | .60 | 1.25 | .35 |
| 8 | .75 | .60 | 1.25 | .35 |
| 9 | .90 | .65 | 1.35 | .40 |
| 10 | .90 | .70 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1.25 | .... | .75 |
| 18 | 1.75 | 1.20 | ... | .80 |
| 20 | 2.00 | 1.40 | ... | .85 |
| 23 | 2.25 | 1.60 | ... | .95 |
| 24 | 2.50 | 1.80 | ... | 1.10 |

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $10.50. Irwin, 13 bits, $8.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

**BIT HOLDERS—Extension—**
Millers Falls, No. 8—

| | | | |
|---|---|---|---|
| 12 | 2.00 | 18 | 1.90 |
| 15 | 2.15 | 21 | 2.00 |
| 18 | 2.25 | 24 | 2.35 |
| 21 | 2.35 | Stanley, No. 1— | |
| 24 | 2.50 | 12 | 2.00 |
| Millers Falls, No. 5— | | 16 | 2.15 |
| 12 | 1.75 | 18 | 2.25 |
| 15 | 1.75 | 24 | 2.35 |

**BLOCKS—Wood Tackle—**

| | Com Sngl. | Com Dbl. | Com Triple | Pat Sgl. | Pat Dbl. | Pat Triple |
|---|---|---|---|---|---|---|
| 3 | 1.00 | 1.80 | 2.50 | 1.40 | 2.60 | 3.35 |
| 4 | 1.20 | 2.15 | 3.00 | 1.55 | 2.95 | 3.80 |
| 5 | 1.25 | 2.30 | 3.15 | 1.65 | 3.00 | 4.05 |
| 6 | 1.50 | 2.75 | 3.85 | 1.95 | 3.75 | 5.10 |
| 7 | 1.80 | 3.30 | 4.70 | 2.25 | 4.35 | 5.80 |
| 8 | 2.50 | 3.85 | 5.80 | 2.95 | 5.35 | 6.95 |
| 10 | 3.85 | 5.90 | 8.25 | 4.50 | 7.75 | 9.80 |
| 12 | 6.00 | ... | ... | 6.90 | 12.00 | 15.20 |

**Steel Tackle—**

| Size | Single | Dbl. | Triple |
|---|---|---|---|
| 3 | .95 | 1.75 | |
| 4 | 1.15 | 2.15 | 2.45 |
| 5 | 1.35 | 2.35 | 2.55 |
| 6 | 1.50 | 2.75 | 3.35 |
| 7 | 1.50 | 2.75 | 4.00 |
| 8 | 2.75 | 4.50 | 5.10 |
| 10 | 4.25 | 7.00 | 7.50 |

**Wood Snatch—**

| | |
|---|---|
| 6 | 4.50 |
| 8 | 6.50 |
| 10 | 9.00 |
| 12 | 11.00 |

**Tackle—Dbl. Galv.—176**

| | |
|---|---|
| ¾ | .20 |
| 1 | .20 |
| 1¼ | .25 |
| 1½ | .35 |
| 1¾ | .60 |
| 2 | .65 |
| 2½ | .85 |

**No. 200 Buffalo—**

| | |
|---|---|
| 12" Complete | 44.00 |
| 14" Complete | 50.00 |

**No. 700 Climax—**

| | |
|---|---|
| 12" Complete | 28.00 |

**BLOWERS—**
**No. 400 Champion, without Tyere Irons, $37.50; No. 400 Champion, complete, $40.00.**
**No. 40 Lancaster, complete, $27.50.**
**Royal H, without Tyere Irons, $41.50; complete, $44.00.**
**No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.**
**No. 700 Climax—12-in. complete, $28.00.**

**BOARDS, IRONING—**
**With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x13 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.**
**Without Table (skirt Boards)—4-feet, $1.00 each; 5-foot, $1.35; 5½-foot, $1.50; 6-foot, $1.75.**

**BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.**

**BOLTS—Common Carriage—**

| Size 3-16"&¼" | Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 | ½" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| 1½ | .25 | 1.55 | .30 | 2.15 | .45 | 2.95 | .55 | 3.65 | .65 | 4.45 |
| 2 | .25 | 1.70 | .35 | 2.35 | .50 | 3.20 | .60 | 3.95 | .75 | 4.95 |
| 2½ | .25 | 1.85 | .40 | 2.55 | .50 | 3.45 | .65 | 4.30 | .80 | 5.35 |
| 3 | .30 | 2.00 | .40 | 2.75 | .55 | 3.70 | .70 | 4.65 | .90 | 5.80 |
| 3½ | .30 | 2.15 | .45 | 2.95 | .60 | 3.90 | .75 | 4.95 | .95 | 6.25 |
| 4 | .35 | 2.30 | .45 | 3.10 | .65 | 4.20 | .80 | 5.30 | 1.00 | 6.75 |
| 4½ | .40 | 2.50 | .50 | 3.30 | .65 | 4.45 | .85 | 5.60 | 1.10 | 7.25 |
| 5 | .40 | 2.65 | .50 | 3.45 | .70 | 4.70 | .90 | 5.95 | 1.15 | 7.65 |
| 5½ | .45 | 2.80 | .55 | 3.65 | .75 | 4.95 | .95 | 6.30 | 1.20 | 8.10 |
| 6 | .45 | 2.95 | .60 | 3.85 | .80 | 5.15 | 1.00 | 6.60 | 1.30 | 8.60 |
| 6½ | .50 | 3.30 | .65 | 4.30 | .85 | 5.75 | 1.05 | 6.95 | 1.35 | 9.10 |
| 7 | .55 | 3.45 | .70 | 4.45 | .90 | 6.00 | 1.10 | 7.25 | 1.45 | 9.55 |
| 8 | .60 | 3.80 | .75 | 4.85 | 1.00 | 6.60 | 1.20 | 7.95 | 1.55 | 10.40 |
| 9 | .. | ... | .80 | 5.30 | 1.05 | 7.10 | 1.30 | 8.60 | 1.70 | 11.40 |
| 10 | .. | ... | .85 | 5.50 | 1.15 | 7.60 | 1.40 | 9.25 | 1.85 | 12.25 |
| 11 | .. | ... | .. | ... | 1.20 | 8.10 | 1.50 | 9.90 | 2.00 | 13.20 |
| 12 | .. | ... | .. | ... | 1.30 | 8.65 | 1.60 | 10.55 | 2.10 | 14.10 |
| 14 | .. | ... | .. | ... | ... | ... | ... | .... | 2.40 | 16.00 |
| 16 | .. | ... | .. | ... | ... | ... | ... | .... | 2.65 | 17.80 |
| 18 | .. | ... | .. | ... | ... | ... | ... | .... | 2.95 | 19.70 |
| 20 | .. | ... | .. | ... | ... | ... | ... | .... | 3.25 | 21.55 |

**BOLTS—Expansion—(See SHIELDS).**

**BOLTS—Stove—**

| Size— | ⅛, 5-32" Doz. | 100 | 3-16" Doz. | 100 | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| ¾ | .10 | .70 | .10 | .70 | ... | ... | ... | ... | ... | ... |
| ½ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅝ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ¾ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅞ | .10 | .75 | .10 | .75 | .15 | 1.00 | ... | ... | ... | ... |
| 1 | .10 | .75 | .10 | .75 | .15 | 1.05 | .20 | 1.50 | .25 | 2.20 |
| 1¼ | .10 | .80 | .10 | .80 | .15 | 1.10 | .20 | 1.55 | .30 | 2.30 |
| 1½ | .10 | .85 | .10 | .85 | .15 | 1.20 | .20 | 1.65 | .30 | 2.40 |
| 1¾ | .15 | .90 | .15 | .90 | .15 | 1.25 | .25 | 1.75 | .30 | 2.55 |
| 2 | .15 | .95 | .15 | .95 | .20 | 1.30 | .25 | 1.85 | .35 | 2.70 |
| 2¼ | ... | ... | .15 | 1.00 | .20 | 1.35 | .25 | 1.95 | .35 | 2.90 |
| 2½ | ... | ... | .15 | 1.05 | .20 | 1.45 | .25 | 2.00 | .35 | 3.05 |
| 3 | ... | ... | .15 | 1.20 | .20 | 1.60 | .30 | 2.15 | .40 | 3.35 |
| 3½ | ... | ... | .20 | 1.35 | .25 | 1.85 | .30 | 2.40 | .45 | 3.70 |
| 4 | ... | ... | .20 | 1.50 | .25 | 1.95 | .35 | 2.65 | .50 | 4.50 |

**BOLTS—Machine, Square Head and Nut—**

| Size | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.35 | $2.45 | $0.45 | $2.85 | $0.50 | $3.45 | $0.65 | $4.20 |
| 2 | .35 | 2.55 | .45 | 3.00 | .55 | 3.65 | .70 | 4.50 |
| 2½ | .40 | 2.65 | .50 | 3.20 | .60 | 3.90 | .75 | 4.80 |
| 3 | .40 | 2.75 | .50 | 3.35 | .60 | 4.10 | .75 | 5.10 |
| 3½ | .45 | 2.90 | .55 | 3.55 | .65 | 4.35 | .80 | 5.40 |
| 4 | .45 | 3.00 | .55 | 3.70 | .70 | 4.55 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.00 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | .. | ... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | .. | ... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | .. | ... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | .. | ... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | .. | ... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | .. | ... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| Size | ½" Doz. | 100 | ⅝" Doz. | 100 | ¾" Doz. | 100 | ⅞" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.80 | $5.10 | $1.20 | $7.80 | $1.70 | $11.65 | .... | .... |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 | 2.50 | 16.80 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 | 2.65 | 17.85 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 | 2.85 | 18.90 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 | 8.00 | 19.95 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 | 3.15 | 21.00 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 | 3.30 | 22.05 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 | 3.45 | 23.10 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 | 3.60 | 24.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 | 3.80 | 25.20 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 | 3.95 | 26.25 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 | 4.10 | 27.30 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 | 4.40 | 29.40 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 | 4.75 | 31.50 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 | 5.05 | 33.60 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 | 5.35 | 35.70 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 | 5.65 | 37.80 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 | 6.00 | 39.90 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 | 6.30 | 42.00 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 | 6.60 | 44.10 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 | 6.90 | 46.20 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 | 7.25 | 48.30 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 | 7.55 | 50.40 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 | 7.90 | 52.50 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 | 8.20 | 54.60 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 | 8.50 | 56.70 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 | 8.85 | 58.80 |
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 | 9.15 | 60.90 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 | 9.45 | 63.00 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 | 9.75 | 65.10 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 | 10.05 | 67.20 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 | 10.40 | 69.30 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 | 10.70 | 71.40 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 | 11.00 | 73.50 |
| 30 | 4.00 | 27.65 | 6.00 | 40.80 | 8.80 | 58.50 | 11.35 | 75.60 |

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## RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

| | |
|---|---|
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |

Cast Iron, Japanned—

| | |
|---|---|
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |

CHAIN—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |

Cast Iron, Amber or Bronzed—

| | |
|---|---|
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |

Cast Iron, Ant. Copper or Dull Brass—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |

CUPBOARD, Japanned—

| | |
|---|---|
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |

Cupboard, Other Finishes—

| | |
|---|---|
| 3-inch | .75 |
| 6-inch | 1.00 |

FLUSH, Augle—All Finishes, Cast Bronze—

| | |
|---|---|
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |

LEVER—Cast Bronze, All Finishes—

| | |
|---|---|
| 3½-inch | 1.10 |
| 5-inch | 1.25 |

T-HEAD—Wrought Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |

Cast Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |

FOOT—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |

Amber or Bronzed—

| | |
|---|---|
| 6-inch | .55 |
| 8-inch | .75 |

Other Finishes—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |

Foot Wrought Steel—Cupboard, Japanned—

| | |
|---|---|
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

BOILERS—Range—

| | Standard. | Extra Heavy. |
|---|---|---|
| 30 gallon | 14.30 | 18.85 |
| 40 gallon | 19.50 | 26.00 |
| 52 gallon | 36.40 | 39.65 |
| 66 gallon | 54.50 | 64.25 |
| 82 gallon | 65.00 | 78.00 |
| 100 gallon | 95.00 | 111.00 |

BOTTLES—Vacuum—

Thermos—

| | |
|---|---|
| 10 | 2.85 |
| 10Q | 3.75 |
| 11 | 3.00 |
| 11Q | 5.00 |
| 14 | 3.50 |
| 14Q | 5.50 |
| 15½ | 3.75 |
| 15 | 4.25 |
| 15Q | 6.50 |
| 6 | 4.75 |
| 6Q | 7.00 |

Universal—

| | |
|---|---|
| 21 | 3.00 |
| 22 | 5.00 |
| 61 | 2.50 |
| 62 | 4.00 |
| 71 | 3.50 |
| 72 | 5.50 |
| 81 | 4.75 |
| 82 | 7.00 |
| 91 | 4.25 |
| 92 | 6.50 |
| 592 | 7.50 |

Ferrostat—

| | |
|---|---|
| 504R | 11.00 |
| 505R 2-qt | 16.00 |
| 505N | 16.50 |

FILLERS—Thermos and Universal—

| | |
|---|---|
| ½ Pint | 1.75 |
| 1 Pint | 2.00 |
| 1 Quart | 3.25 |

LUNCH KITS—

Thermos—

| | |
|---|---|
| 392 and 396 | 4.00 |
| 393 and 397 | 4.25 |
| 394 and 398 | 5.00 |

Universal—

| | |
|---|---|
| 310 | 4.75 |
| 320 | 5.25 |
| 410 | 5.00 |
| 510 | 5.50 |
| 4070 | 6.25 |
| 3070 | 4.25 |

Thermos—Food Jars. Fillers

| | | |
|---|---|---|
| 600 | 4.25 | 2.25 |
| 601 | 5.75 | 2.50 |
| 602 | 7.50 | 3.75 |

Thermos— Jugs. Fillers

| | | |
|---|---|---|
| 556 | 8.25 | 3.60 |
| 557 | 8.50 | 4.75 |

Thermos—Cases—

| | |
|---|---|
| 104 | 5.00 |
| 104Q | 7.00 |
| 114 | 10.00 |
| 114Q | 15.00 |
| 180 | 10.00 |
| 180Q | 15.00 |

BOXES—Mail—Apartment— Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

BOXES—Mitre—

Goodell— Each

| | |
|---|---|
| 365 26x4 | 24.00 |
| 385 25x5 | 25.50 |
| 306 30x5 | 27.00 |

Stanley—

| | |
|---|---|
| 50½ | 12.70 |
| 246 | 25.50 |
| 358 | 28.75 |
| 460 | 35.00 |

Acme—

| | |
|---|---|
| 72 | 22.50 |
| 78 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |

New Langdon Imp—

| | |
|---|---|
| 72 | 25.00 |
| 73 | 25.75 |
| 74 | 27.50 |
| 75 | 28.00 |

Stearn's Perfection—

| | |
|---|---|
| 20 | 4.75 |

BRACES—

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

BRACKETS—Shelf—

| Japanned— | Pair | Copper, Brass, Nickel— | Pair |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

| BRADS—Wire— | Bulk per lb. | ½-lb. pkgs. | ¼-lb. pkgs. |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¼ to 2-inch | .20 | .20 | .15 |

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.00 each; No. 44, $3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

| | | | |
|---|---|---|---|
| Bassine, 14-in | 1.75 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in | 2.00 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 18-in | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

BRUSHES—

CASTING—

| | |
|---|---|
| Round | .80 |
| Oblong | .60 |

Counter—

| | |
|---|---|
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |

FLOOR—

| | |
|---|---|
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |

Garage—

| | |
|---|---|
| Fibre, 16-inch | 2.00 |
| Fibre, 18-inch | 2.25 |
| Fibre, 20-inch | 2.50 |
| Fibre, 24-inch | 2.25 |

Gear—

| | |
|---|---|
| Handles | .65 |
| Hand or Nail | .10 |

Horse—

| | |
|---|---|
| Rice Root, 12½ lb | .75 |
| Rice Root, 13 lb | 1.25 |
| Palmyra Fibre, 12½ lb. | .55 |
| Palmyra Fibre, 13 lb. | .95 |
| Mixed Fibre, 13 lb. | .90 |
| Ox Fibre, 8½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |

Kalsomine—

| | |
|---|---|
| 7-in., single | 2.40 |
| 3x7½ in blocks | 6.75 |

Marking—(Round)—White bristles—

| | |
|---|---|
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

Paint—(Chinese bristles)—

| Grade. | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

Roofing—Knotted—

| | |
|---|---|
| 3 knots, 14-lb. | 2.00 |
| 4 knots, 18-lb. | 2.50 |

Sash—Chisel Point—

| | |
|---|---|
| ½x1½-in. | .20 |
| ¾x1¾-in. | .25 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |

Scrub—

| | |
|---|---|
| Gray Tampico, 10" | .40 |
| Gray Tampico, 12" | .50 |
| Ox Fibre, 7" | .40 |
| Ox Fibre, 10" | .50 |
| Ox Fibre, 12" | .55 |
| White Tampico, 8" | .35 |
| White Tampico, 11" | .50 |
| White Tampico, 12" | .70 |

Shoe—

| | |
|---|---|
| Dauber, wood | .20 |
| Dauber, iron | .30 |
| Brush only, ⅞-in. | .35 |
| Brush only 1¼-in. | .75 |
| Combination | .35 |
| Extra bristles | .50 |
| Best 1¼-in. bristles | .85 |

Sink—

| | |
|---|---|
| Ox Fibre | .15 |
| Split Bamboo | .05 |

Shaving—Rubber Set—

| | |
|---|---|
| Ebonized handle | .55 |
| Boxwood, small | 1.00 |
| Boxwood, medium | 1.10 |
| Boxwood, large | 1.35 |
| White Bone, small | 1.00 |
| White Bone, medium | 1.25 |
| Octagon Bone | 2.00 |
| Octag. Bone, polished | 4.00 |

Stencil—

| | |
|---|---|
| 1⅛-in., 2¼-lb. | .25 |
| 1¼-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

| | | | |
|---|---|---|---|
| Window— | | Squeegees, 10-in. .... | .30 |
| Gray fibre ..... | .75 | Squeegees, 12-in. .... | .35 |
| Black horsehair .... | .90 | Squeegees, 14-in. .... | .40 |
| Pope's Eye ..... | 1.15 | Squeegees, 16-in. .... | .50 |

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 10c each; 1-inch, 15c; 1½-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.85.

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 18x18 Bell | 4.75 | 3.75 |

CHAINS—Tire.

| Size Tire—Weeds | Pair | | |
|---|---|---|---|
| 3 x30 | 4.50 | 4½x33 | 7.25 |
| 3½x30 | 5.00 | 4½x34 | 7.50 |
| 3½x32 | 5.50 | 4½x35 | 8.00 |
| 4 x31 | 6.00 | 4½x36 | 8.00 |
| 4 x32 | 6.00 | 4½x37 | 8.75 |
| 4 x33 | 6.50 | 5 x35 | 9.00 |
| 4 x34 | 7.00 | 5 x36 | 9.00 |
| 4 x35 | 7.50 | 5 x37 | 9.75 |
| 4 x36 | 7.50 | 5½x36 | 12.00 |
| 4½x32 | 7.00 | 5½x37 | 13.00 |
| | | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 25c lb.; 5-16, 22c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 18c lb.; ⅝, 18c lb.; ¾, 18c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 22c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c; No. 12, 10c; No. 10, 10c; No. 8, 12½c; No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

| CHOPPERS—Meat and Food— Enterprise | | Universal | |
|---|---|---|---|
| 5 | 4.50 | 0 | 2.50 |
| 10 | 7.00 | 1 | 3.00 |
| 12 | 6.50 | 2 | 3.50 |
| 22 | 11.00 | 3 | 4.75 |
| 32 | 14.00 | 304 | 11.00 |
| | | Russwin | |
| 501 | 2.75 | 0 R | 2.75 |
| 602 | 3.25 | 1 R | 3.25 |
| 702 | 4.50 | 2 R | 4.00 |
| | | 3 R | 5.50 |

CHISELS—

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ¼ | .25 | .50 | .65 | .65 | .65 |
| 5-16 | .30 | .60 | .70 | .70 | .70 |
| ⅜ | .35 | .65 | .75 | .75 | .70 |
| ½ | .40 | .75 | .85 | .85 | 1.00 |
| ⅝ | .45 | .85 | .95 | .95 | 1.10 |
| ¾ | .60 | 1.15 | 1.15 | 1.15 | 1.25 |
| ⅞ | .85 | 1.50 | .... | 1.35 | 1.50 |
| 1 | 1.00 | 1.75 | .... | 1.60 | 1.75 |

CHURNS—Barrel—No. 0, $9.25 each; 1, $10.50; 2, $11.50; 3, $13.00; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1, $6.00; 2, $6.75; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3.$14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c each; 20, 90c; 30, $1.25; 40, $1.50.
Dazey, Tin, without Dasher—2-gal., $5.25; 3-gal., $6.75; 4-gal., $8.25; 6-gal., $10.50.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.35; 4 ft., $11.50; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common, 2½-inch, 75c each; 3-inch, 85c; 4-inch, $1.25; 5-inch, $1.75; 6-inch, $2.00; 8-inch, $3.00; 10-inch, $4.00; 12-inch, $5.00.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 15c; 33, 20c.

| CLEANERS—Window— Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .45 | 16-inch | .65 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .75 | 16-inch | .75 |
| 14-inch | .60 | | | | |

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

| CLIPPERS—Bolt— New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.75 | No. 1 | 2.75 |
| No. 2 | 8.00 | No. 2 | 3.75 |
| No. 3 | 10.50 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.35 | 14-inch | 3.00 |

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

| Hardware Galvanized— Mesh. | Sq. ft. | Screen· | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ¾ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05⅝ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .13 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .14 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

**COCKS—**

| No. | | Each | No. | | Each |
|---|---|---|---|---|---|
| Ball 660— | ½-inch... | 1.60 | Floats 395— | 5-inch... | .55 |
| | ⅝-inch... | 1.85 | | 6-inch... | .85 |
| | ¾-inch... | 2.35 | | 7-inch... | 1.50 |
| | 1 -inch... | 4.25 | | 8-inch... | 2.35 |
| | 1¼-inch... | 6.75 | | 10-inch... | 4.25 |
| 1285 | ½-inch... | 2.65 | Gas Hose— | ⅜-inch... | .55 |
| | ⅝-inch... | 2.85 | | ½-inch... | .60 |
| | ¾-inch... | 3.65 | | ¾-inch... | .80 |
| | 1 -inch... | 6.65 | | | |
| | 1¼-inch... | 10.25 | | | |

Service, Standard—Square or Flat Head—

| | ¼" | ⅜" | ½" | ¾" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

**JOOKERS**—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

**COOLERS**—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

**COPPER**—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

**COPPER WARE**—Rome Nickel Plated—

| Tea Kettles. | | | |
|---|---|---|---|
| 8½ inch..... | 3.50 | 5 pints ..... | 2.75 |
| 9½ inch..... | 3.75 | 6 pints ..... | 3.00 |
| 10½ inch..... | 4.25 | Tea Pots. | |
| Coffee Pots. | | 2 pints ..... | 2.00 |
| 3 pints ..... | 2.25 | 3 pints ..... | 2.25 |
| 4 pints ..... | 2.50 | 4 pints ..... | 2.50 |
| | | 5 pints ..... | 2.75 |

**COPPERS. SOLDERING—Family—**

| | |
|---|---|
| 1 ..... | 1.65 |
| 2 ..... | 1.50 |
| Tinners— | |
| ⅛ pound, per pair..... | .25 |
| 1 pound, per pair..... | .40 |
| 1½ pound, per pair..... | .60 |
| 2 pound, per pair..... | .80 |
| 3 to 14 pounds..... | .75 |

**CORD**—Sash, Common—Per Hank: No. 6, $2.15; 8, $3.10; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.10; 8, $3.95; 10, $6.05; 12, $8.75.

**CORD, TINNED PICTURE—**
No. 00, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

**CRAYON**—Lumber, 10c; Soapstone, 5c.

**CULTIVATORS—**
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

**CUTTERS**—Pipe—Barnes, No. 1, $4.00 each; 2, $5.25; 3, $8.60; 4, $16.75; 5; $26.50.
Saunders—No. 1, $4.75 each; 2, $6.50; 3, $11.25.
Trimo—No. 1, $4.00 each; 2, $5.25; 3, $8.60.

**DAMPERS**—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, 80c; 10. 95c.

**DIVIDERS**—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

**DOLLIES—Timber—**

| | | | |
|---|---|---|---|
| No. 649 ..... | 14.00 | No. 650 ..... | 21.00 |

**DOORS—Ash Pit—**

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

**ASH TRAPS**—Common, 7x9, 80c; Adams Double, 90c.

**DOORS—Screen—**

241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.25; 3x7, $4.50.

100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.

200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.

400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.

276 Black 1⅛-in.—2-6, $4.00; 2-8, $4.40; 2-10, $4.65.

311 Black 1⅛-in.—2-6x6-6, $4.75; 2-8, $5.00; 2-10, $5.25; 3x7, $5.50.

391 Galv.—2-8x6-8, $6.00; 2-10x6-10, $6.25; 3x7, $6.50; 3x6-8, $6.75.

525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

**DRILLS—**

Goodell-Pratt Bench Drills—

| No. | Each | No | Each |
|---|---|---|---|
| 8 ..... | 7.50 | 87 ..... | 12.00 |
| 8½ ..... | 9.50 | 97 ..... | 12.75 |
| 9½ ..... | 14.00 | 118 ..... | 7.50 |
| 10½ ..... | 24.00 | | |
| 490½ ..... | 20.00 | Yankee—Millers Falls, Hand— | |
| 1003 ..... | 13.00 | 1 ..... | 3.50 |
| 1005 ..... | 21.50 | 2 ..... | 5.25 |
| 11 ..... | 22.00 | 2B ..... | 4.75 |
| Goodell-Pratt Breast Drills— | | 3A ..... | 4.00 |
| 6 ..... | 5.85 | 5 ..... | 4.00 |
| 07 ..... | 5.50 | 98 ..... | 5.75 |
| 245 ..... | 5.00 | 105 ..... | 3.75 |
| 279 ..... | 13.25 | 306 ..... | 5.50 |
| Millers Falls (Breast)— | | 313 ..... | 4.00 |
| 12 ..... | 6.75 | 1980 ..... | 5.75 |
| 12A ..... | 6.50 | | |

Drill Presses—Millers Falls

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 23 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

Hand Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 4 ..... | 3.00 | 455 ..... | 9.25 |
| 4½ ..... | 2.80 | 545 ..... | 12.00 |
| 5½ ..... | 5.20 | 550 ..... | 10.50 |
| 5½B..... | 5.20 | 555 ..... | 13.75 |
| 49 ..... | 2.30 | 1430 ..... | 4.50 |
| 53 ..... | 3.70 | 1445 ..... | 8.00 |
| 54 ..... | 4.00 | 1455 ..... | 9.25 |
| 154 ..... | 5.00 | 1530 ..... | 6.50 |
| 259 ..... | 6.40 | 1540 ..... | 10.00 |
| 329 ..... | 3.40 | 1545 ..... | 12.00 |
| 379 ..... | 8.50 | 1550 ..... | 11.75 |
| 385 ..... | 8.40 | 1555 ..... | 18.75 |
| 445 ..... | 8.00 | | |

Chain Drills—Goodell-Pratt

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 7.00 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

Yankee Automatic

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.80 |

Yankee Chucks and Drill Points

| No. | Set. | No. | Set. |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Ea. | | Ea. |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ½ ..... | .90 |
| ⅛ ..... | .23 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

Straight Shank Carbon Steel, Short Set—

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| ⅛ ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5-32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

Straight Shank, Wire Gauge Carbon Steel—

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | .16 | | |

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## RETAIL SELLING PRICES—Continued.

ELECTRICAL APPLIANCES—

Universal Goods—
Dishes, Chafing—
E921 ..... 15.75
E940 ..... 25.00
E9850 ..... 22.50
Grills—
E982 ..... 12.50
E984 ..... 15.00
Heaters, Immersion—
E970 ..... 7.00
Irons, Curling—
E9901 ..... 7.25
E99011 ..... 8.00
Irons, Pressing—
E901 ..... 10.00
E902 ..... 8.50
E905 ..... 8.50
E9023 ..... 7.50
E9035 ..... 8.50
E9051 ..... 9.50
E9081 ..... 9.00
Irons, Waffle—
E930 ..... 20.00
Pads, Heating—
E9946 ..... 13.50
Percolators—
E9025 ..... 13.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 17.00
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 13.50
Ranges, Table—
E9841 ..... 24.00
Stoves—
E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00
Toasters—
E945 ..... 9.75
E946 ..... 8.50
Urns, Coffee—
E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

Hot Point Goods—
Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $23.50.
Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.
Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.
Percolator Sets—414S4, $51.75; 414S6, $41.75; 415S5, $48.75.
Curling Irons—112L1, $8.00; 112L2, $7.00.
Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.
Heating Pads—50142, $10.00; 50151, $12.50.
Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.
Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.
Ovenette—No. 40701, $8.50.
Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.
Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.
Attachments, $11.00.

ELECTRICAL SUNDRIES—

| | Each |
|---|---|
| Attachment Plugs, No. 903, Benjamin | .80 |
| No. 500, Bryant | .20 |
| Bells, 2½-inch Eclipse, Iron Box | .85 |
| 3-inch Eclipse, Iron Box | .85 |
| Buzzers, Iron Box | .75 |
| Watch Case | .75 |
| | Pair |
| Cleats, 2 and 3 wire, unglazed | .06 |
| | Each |
| Clusters, No. 92, Benjamin, 2-light | 1.15 |
| No. 93, Benjamin, 3-light | 1.75 |
| No. 94, Benjamin, 4-light | 1.75 |
| Porcelain Rings for Clusters | .10 |
| | Foot |
| Cord, No. 18, Green and Yellow Twisted Lamp | .06 |
| No. 18, Heater, Twisted | .10 |
| | Each |
| Fuses, 6, 10, 15, 20, 25, 30 amp | .10 |
| Globes, 6x3¼, R. I. Ball | .60 |
| 8x3¼ or 4, Ball | 1.25 |
| Knobs, No. 5½, solid | .03½ |
| No. 5½, split | .05 |
| Lamp Guards, Style A—16 C. P | .30 |
| Style H—16 C. P | .35 |
| Style H—32 C. P | .45 |
| Loxon, 40 watt (guard only) | .65 |
| Loxon, 60 watt (guard only) | .70 |
| Key for Loxon Guards | .10 |
| | Foot |
| Loom, 7-32 (250 feet in coil) | .10 |
| ¼ (250 feet in coil) | .11 |
| | Each |
| Receptacles, No. 226, Porcelain Cleat | .25 |
| No. 195, Freeman Key, brass | .65 |
| No. 188, Freeman Key, brass | .75 |
| Rosettes, No. 319, Cleat | .15 |
| No. 333, Concealed | .25 |
| Switches, No. 400, Common Snap | .50 |
| No. 403, Indicating Snap | .50 |
| No. 459, 3-way Snap | .85 |
| No 4401, Single Pole Push | .60 |
| No. 4403, 3-way Push | .75 |
| No. 707, Single Pole, 1-way Baby Knife | .40 |
| No. 708, Single Pole, 2-way Baby Knife | .60 |
| No. 709, Double Pole, 1-way Baby Knife | .65 |
| No. 710, Double Pole, 2-way Baby Knife | .85 |
| Sockets, ⅛-inch and Pendant Cap Key BB | .45 |
| Pull Chain | .85 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3¼-inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | Lb. |
| Tape, Durafix Friction, ½-lb. rolls | .85 |
| Sticktite Friction, ½-lb. rolls | .85 |
| Paraweld Rubber, ½-lb. rolls | .85 |
| | Foot |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | Lb. |
| No. 18, Single Bell | .90 |
| No. 20, Twisted Bell | .90 |
| | 100 Feet |
| No. 18, Black R. C. Fixture | 1.40 |

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 30c; Sash common brass plated, 15c, two for 25c.

FAUCETS—Cork Lined— 8-inch, each ..... .30
7-inch, each ..... .25 9-inch, each ..... .35

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

| Figures | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.25 | .20 | | | |
| 3-16 inch | 1.50 | .25 | ⅛ inch | 3.75 | .20 |
| ¼ inch | 2.00 | .30 | 3-16 inch | 4.50 | .25 |
| 5-16 inch | 2.50 | .40 | ¼ inch | 6.00 | .30 |
| ⅜ inch | 3.00 | .60 | 5-16 inch | 7.50 | .40 |
| ½ inch | 4.50 | .85 | ⅜ inch | 9.50 | .60 |
| ⅝ inch | 19.25 | ... | ½ inch | 16.50 | .85 |
| ¾ inch | 29.00 | ... | | | |

FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches. 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 2602 | 2604 | 2612 | 2616 | 2619 | 2627 | 2628 |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.35 | $1.10 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| Tubular Nos. | 2630 | 2631 | 2632 | 2633 | 2634 | 2638 | 2659 |
| Complete, ea. | $1.55 | $1.85 | $2.25 | $2.75 | $2.35 | $3.10 | $3.25 |
| Case & Bulb, ea. | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| Pocket Nos. | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| Complete, ea. | $1.25 | $1.00 | $1.25 | $1.00 | $1.25 | $1.25 | $1.50 |
| Case & Bulb, ea. | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| Tubular Battery Nos. | | | | 705 | 706 | 790 | 791 |
| Battery only, each | | | | $ .50 | $ .25 | $ .35 | $ .30 |
| Pocket Battery Nos. | 700 | 703 | 750 | 751 | 792 | 793 | |
| Battery only, each | $ .30 | $ .40 | $ .30 | $ .40 | $ .30 | $ .45 | |

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## RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

Kwiklites

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 5220 | 5221 | 5223 | 5229 | 5331 | 6240 | 6240B |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |
| Tubular Nos. | 6241 | 6241B | 6249 | 6249B | 6343 | 6343B | 6351 |
| Complete, ea. | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, e. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |
| Pocket Nos. | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
| Complete, ea. | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Nos. | 1202 | 1203 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $15.00; No. 151 Chicago, $17.50; Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 6.45 |
| 2 | 4.60 | 3 | 7.65 |
| 3 | 5.55 | 4 | 9.45 |
| 4 | 6.80 | 6 | 11.85 |
| 6 | 8.60 | 8 | 15.40 |
| 8 | 11.10 | 10 | 20.50 |
| Toy | 4.00 | 12 | 24.50 |
| White Mountain | | 15 | 29.25 |
| 1 | 5.55 | 20 | 38.00 |

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

GARBAGE CANS—(See Cans)—

GATES—Molasses and Oil—

Stebbins—¾-inch, 75c each, 1-inch, 90c each; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—¾-inch, $1.35 each; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25; 2-inch, $2.50.

Lock Fast—½-inch, $1.45 each; ¾-inch, $1.65; 1-inch, $1.85; 1¼-inch, $2.00; 1½-inch, $2.25; 2-inch, $2.50.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.25 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting in Glass | Per Light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

GLASSES—

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

GLASSES, GAUGE—

| | Standard | | Extra Heavy | |
|---|---|---|---|---|
| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
| 10 | .35 | .35 | .35 | .55 | .75 |
| 12 | .35 | .35 | .50 | .60 | .90 |
| 14 | ... | .45 | .60 | .70 | 1.05 |
| 16 | ... | .55 | .65 | .85 | 1.25 |
| 18 | ... | .60 | .75 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | ... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| OX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

Imperial Liquid—

| Size | 1 Oz. | ½ Pt. | ¼ Pt. | ½ Pt | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

Le Page's Liquid—

| Size | 1 Oz. | 2 Oz. | ½ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea. | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

GOUGES—Outside and Inside—

Witherby No. 320—⅛-inch, $1.50, ¼-inch, $1.50; ⅜-inch, $1.50; ½-inch, $1.60; ⅝-inch, $1.65; ¾-inch, $1.75; ⅞-inch, $1.85; 1-inch, $2.00; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.00.

Bucks Nos. 40 and 41—⅛-inch $1.25; 3-16-inch, $1.25; ¼-inch, $1.25; ⅜-inch, $1.35; ½-inch, $1.40; ⅝-inch, $1.45; ¾-inch, $1.50; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $1.95; 1¾-inch, $2.15; 2-inch, $2.35.

P. S. & W. Firmer—

| | | | |
|---|---|---|---|
| 160—¼ | inch 1.50 | 1 | inch 2.10 |
| ⅜ | inch 1.50 | 1¼ | inch 2.25 |
| ½ | inch 1.65 | 1½ | inch 2.50 |
| ⅝ | inch 1.70 | 1¾ | inch 2.75 |
| ¾ | inch 1.80 | 2 | inch 3.25 |
| ⅞ | inch 2.00 | | |

## GALVANIZED WARE

**Boilers, Coffee**

| | |
|---|---|
| 1½ quarts | .90 |
| 2 quarts | 1.10 |
| 3 quarts | 1.35 |
| 4 quarts | 1.90 |
| 6 quarts | 2.15 |
| 8 quarts | 2.60 |
| 10 quarts | 3.00 |
| 12 quarts | 3.40 |

**Boilers, Wash**

| | |
|---|---|
| 18 | 2.75 |
| 21 | 3.25 |
| 23 | 3.50 |

**Bowls, Wash**

| | |
|---|---|
| 11 inch diam. | .40 |
| 13-inch diam. | .50 |

**Buckets, Fire**

| | |
|---|---|
| 12 quarts | .90 |
| 14 quarts | 1.00 |
| 14 quarts | 1.25 |

**Buckets, Well**

| | |
|---|---|
| 10 quarts | .90 |
| 12 quarts | 1.00 |
| 14 quarts | 1.10 |

**Cans, Ash**

| | |
|---|---|
| 10 gals. | 4.80 |
| 16 gals. | 5.75 |
| 20 gals. | 6.75 |
| 28 gals. | 7.75 |

**Cans, Garbage**

5% dis. in lots 3 doz.

Smooth, Pail Handle

| | |
|---|---|
| 2 gals. | 1.25 |
| 5 gals. | 1.65 |
| 6 gals. | 2.00 |
| 8 gals. | 2.35 |
| 10 gals. | 2.75 |
| 16 gals. | 3.25 |

Corrugated, Side Handles

| | |
|---|---|
| 15 gals. | 6.75 |
| 16 gals | 7.25 |
| 21 gals. | 8.00 |

**Gasoline Cans (1 P & B, 1)**

| | |
|---|---|
| 5 gals. | 3.00 |
| 1 gal. | .85 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

(Top faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Oil Cans**

| | |
|---|---|
| 1 gal | .70 |
| 2 gals. | 1.15 |
| 5 gals. | 2.50 |

(Double seamed)

| | |
|---|---|
| 5 gals. | 2.00 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Dippers**

| | |
|---|---|
| 1 quart | .30 |

**Coal Hods**

| | |
|---|---|
| 16 inch | 1.00 |
| 17 inch | 1.20 |

**Camp Kettles**

| | |
|---|---|
| 1 gal. | .40 |
| 1½ gals. | .55 |
| 2 gals | .70 |
| 3 gals. | .90 |
| 4 gals. | 1.05 |

**Cement Pails**

| | |
|---|---|
| 14 quarts | 2.75 |

(Puritan)

| | |
|---|---|
| 14 quarts | 3.00 |

**Chamber Pails**

| | |
|---|---|
| 10 quarts | 1.35 |
| 12 quarts | 1.40 |

**Stock Pails**

| | |
|---|---|
| 14 quarts | 1.25 |
| 16 quarts | 1.35 |
| 18 quarts | 1.55 |
| 20 quarts | 1.75 |

**Water Pails**

| | |
|---|---|
| 8 quarts | .65 |
| 10 quarts | .75 |
| 12 quarts | .80 |
| 14 quarts | .90 |
| 16 quarts | 1.10 |

(Extra quality)

| | |
|---|---|
| 12 quarts | 1.25 |

**Refrigerator Pans**

| | |
|---|---|
| 12-inch | .80 |
| 14-inch | .95 |
| 16-inch | 1.15 |

**Water Pots or Sprinklers**

| | |
|---|---|
| 4 quarts | 1.10 |
| 6 quarts | 1.35 |
| 8 quarts | 1.50 |
| 10 quarts | 1.75 |
| 12 quarts | 2.00 |
| 16 quarts | 2.50 |

**Foot Tubs (oval)**

| | |
|---|---|
| 16-inch | .95 |
| 17-inch | 1.00 |
| 18-inch | 1.20 |
| 20-inch | 1.40 |
| 21-inch | 1.75 |

**Wash Tubs**

| | |
|---|---|
| 18-inch | 1.75 |
| 20-inch | 2.00 |
| 22-inch | 2.25 |
| 24-inch | 2.75 |

**(Extra heavy)**

| | |
|---|---|
| 20-inch | 3.25 |
| 22-inch | 3.35 |
| 24-inch | 3.60 |

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## RETAIL SELLING PRICES—Continued.

GRAPHITE—Flake, per lb., 80c.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.35; 25 lb. pails, $3.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

| Loose— | Cwt. |
|---|---|
| 15 to 40 lbs. | 6.50 |
| 40 to 200 lbs. | 6.50 |
| Over 200 lbs. | 7.00 |
| **Fixtures and Axle—** | |
| 15 inch | 1.35 |
| 17 inch | 1.50 |
| 19 inch | 1.65 |
| **Mounted—Hand—** | |
| 7 inch | 3.00 |
| 8 inch | 3.25 |
| 10 inch | 4.00 |
| 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

| Lenox, Power— Lgth. | Wdth. | Lt. | Heavy. |
|---|---|---|---|
| 8" | 9-16 | .90 | .... |
| 10" | ⅝ | 1.15 | .... |
| 10" | ¾ | 1.35 | 1.95 |
| 10" | 1 | .... | 2.45 |
| 12" | ⅝ | 1.85 | .... |
| 12" | ¾ | 1.60 | 2.35 |
| 12" | 1 | 2.30 | 2.95 |
| 14" | ⅝ | 1.70 | .... |
| 14" | ¾ | 1.90 | 2.75 |
| 14" | 1 | 2.65 | 3.50 |
| 16" | ¾ | 2.15 | 3.15 |
| 16" | 1 | 3.05 | 3.90 |
| 17" | ¾ | 2.30 | .... |
| 17" | 1 | 3.25 | 4.15 |

| Hand, Lenox— Length. | Each | Doz. |
|---|---|---|
| 8-inch | .10 | .75 |
| 9-inch | .10 | .85 |
| 10-inch | .10 | 1.00 |
| 11-inch | .10 | 1.10 |
| 12-inch | .15 | 1.20 |
| **Hand, Starrett, Victor, Star—** | | |
| 8-inch | .10 | 1.00 |
| 9-inch | 10 | 1.00 |
| 10-inch | .15 | 1.25 |
| 12-inch | .15 | 1.35 |

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

HAMMERS—Maydole Carpenter's Nail—No. 1, $2.25 each; 1½, $2.10; 2, $2.00; 11, $2.25; 11½, $2.10; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 200, $3.00, 611½, $3.15; 710, $2.75; 711, $2.25; 711½, $2.10; 712, $2.00; 811½, $2.35.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.35; 770½, $2.85; 771, $2.65; 772, $2.40; 773, $2.15; 774, $2.00; 775, $1.85; 776, $1.75; 777, $1.65; 778, $1.50.

HAMMERS—

| Plumb's Carpenter's Nail— | |
|---|---|
| K1 | 1.25 |
| TC 1½ | 1.25 |
| A 11 | 1.20 |
| A 11½ | 1.15 |
| A 12 | 1.10 |
| C 11½ | 1.50 |
| C 12 | 1.45 |
| P 80 | 2.25 |
| P 81 | 2.15 |
| P 82 | 2.00 |
| P 83 | 1.90 |
| P 84 | 1.80 |
| P 85 | 2.25 |
| P 86 | 2.15 |
| P 87 | 2.00 |
| **Plumb's Engineer's—** | |
| 261 | 2.00 |
| 262 | 2.10 |
| 263 | 2.25 |
| 264 | 2.40 |
| **Plumb's Machinist's Ball Pein—** | |
| 18 | .60 |
| 1370 | 1.75 |
| 1371 | 1.75 |
| 1372 | 1.75 |
| 1373 | 1.85 |
| 1374 | 2.00 |
| 1375 | 2.15 |
| 1376 | 2.35 |
| 1377 | 2.50 |
| 1379 | 2.90 |
| **Plumb's Riveting—** | |
| 220 | 1.25 |
| 221 | 1.25 |
| 222 | 1.35 |
| 223 | 1.50 |
| 251 | 1.40 |
| 252 | 1.50 |
| 253 | 1.60 |
| 254 | 1.70 |
| **Plumb's Brick—** | |
| 461 | 2.00 |
| 462 | 1.75 |
| 3154 | 1.15 |
| 3155 | 1.35 |
| **Plumb's Prospector's Pick** | |
| 470 | 2.75 |
| 471 | 2.85 |

HANDLES—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 30c; 14 inch, 30c; 18 inch, 35c.

Peavey Handles—

| | Select Maple | Rock Maple | Select Hickory |
|---|---|---|---|
| 2¼x4 | .... | .... | 2.30 |
| 2¼x4½ | .... | .... | 2.40 |
| 2½x4½ | 1.25 | 1.60 | 2.50 |
| 2½x5 | 1.40 | 1.75 | 2.65 |
| 2¾x5 | 1.65 | 2.00 | 3.80 |
| 2¾x5½ | .... | .... | 4.45 |
| 3 x5½ | .... | 2.45 | .... |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25.
Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

| No. With Brackets | |
|---|---|
| 20½B for 31 track | 5.10 |
| 27½B for 31 track | 7.50 |
| Without Brackets | |
| 30 for 30 track | 2.40 |
| 135-1 for 31 track | 3.50 |
| 38-1 for 61 track | 1.65 |
| 44-1 for 63 track | 2.00 |
| 44-2½ for 65 track | 4.00 |
| Myers No. 3 | 3.50 |
| Myers No. 4 | 2.75 |
| Lanes No. 25 | 1.40 |
| Wilbern, rnd. tr., No. 5 | 3.00 |

HANGERS, PARLOR DOOR—Complete with track—

| Richards-Wilcox, Double. No. 11, 14-in. | 5.00 |
|---|---|
| Size. No. 221 | |
| 25 | 12.00 |
| 26 | 12.00 |
| 27 | 13.15 |
| 28 | 14.25 |
| 29 | 15.40 |
| 210 | 16.50 |
| Richards-Wilcox, Single. No. 11, 7-in. | 2.50 |
| Size No. 221 | |
| 13 | 6.00 |
| 14 | 7.15 |
| 15 | 8.25 |
| 16 | 9.40 |
| 17 | 10.50 |
| 18 | 11.60 |
| Prouty, No. 5S | 4.85 |
| Prouty, No. 5D | 9.75 |
| Lanes, No. 0105 | 4.85 |
| Lanes, No. 0105A | 4.65 |
| Lanes, No. 0105NT | 3.75 |
| Lanes, No. 105A | 9.45 |
| Lanes, No. 105 | 9.75 |
| Lanes, No. 105NT | 7.75 |

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.50; White $4.00.
Broad—1 Plumb, $3.00; 2, $3.25; 3, $3.50; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—8 White $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

HEADS—MOP—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 90c each; No. 015, $1.15; No. 018, $1.35; No. 020, $1.50.

HINGES—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1⅛-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 85c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1⅛x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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## RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 30c; 3x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c· 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.

Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.

Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.

Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.

Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.

Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.

Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.

Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.

Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.

Ham Boilers—No. 8, $7.15 each: No. 9, $7.75.

Waffle Irons, regular style, $2.75.

| | | | | | | |
|---|---|---|---|---|---|---|
| No. 40, steel... | .20 | .25 | .30 | .40 | .45 | .50 | .95 |

HOOKS AND EYES—(Price per dozen)—

| | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .85 | ... | .65 | ... |
| 1 | .75 | ... | .50 | ... |
| 2 | .60 | ... | .45 | ... |
| 3 | .50 | ... | .35 | ... |
| 4 or 104 | .40 | ... | .30 | ... |
| 5 or 105 | .35 | ... | .25 | .75 |
| 6 or 106 | .25 | 1.25 | .20 | .60 |
| 7 or 107 | .20 | .60 | .15 | .45 |
| 8 or 108 | .15 | .75 | .10 | .40 |
| 9 or 109 | .15 | .60 | .10 | .35 |
| 10 or 110 | .10 | .50 | .10 | .30 |
| 11 or 111 | .10 | .40 | .10 | .25 |
| 12 or 112 | .10 | .30 | .10 | .20 |
| 13 or 113 | .10 | .25 | .10 | .15 |
| 14 or 114 | .10 | .20 | .10 | .10 |

**Gate Hooks and Eyes—**

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel... | .30 | .25 | .30 | .40 | .45 | .50 | .90 |
| No. 1040, brass... | .85 | .90 | 1.50 | 1.50 | 1.75 | 2.00 | 4.40 |

Gross lots, 35% off list.

| Ceiling— | Ea. |
|---|---|
| 2½-inch cast iron.... | .45 |
| 2¾-inch cast iron.... | 1.50 |
| 2¾-inch, other finishes | 1.60 |
| Cast, coppered..... | .40 |
| Wire, coppered..... | .40 |
| Wire, Japanned..... | .45 |
| Wire, tinned ..... | .45 |
| Wire, nickel plated... | .75 |
| Wire, brass plated.... | .70 |
| **Coat and Hat—** | **Ea.** |
| Double, cast, heavy... | .60 |
| Single, cast ..... | .40 |
| Medium, cast ..... | .90 |
| Heavy, cast ..... | 1.25 |
| Cast, nickel plated... | 1.25 |
| Cast, copper finish... | 1.25 |
| Cast, brass finish.... | 1.25 |
| Cast bronze, all fin... | 4.75 |
| Porcelain, solid..... | 2.00 |
| Wire, Japanned ..... | .25 |
| Wire, tinned ..... | .40 |
| Wire, nickel plated... | .50 |
| **Clothes Line—** | **Ea.** |
| Malleable iron, Jap... | .10 |
| Malleable iron, Galv.. | .15 |
| **Grass—** | **Ea.** |
| 14-in., 16-in., 18-in... | .05 |
| Bronzed ..... | .65 |
| 12-in. enameled, green | .60 |
| 12-in, enameled, black | .75 |
| Finest quality steel.. | .90 |
| Forged tool steel..... | .60 |
| **Hammock—** | **Ea.** |
| To screw ..... | .15 |
| With plate ..... | .15 |
| **Hay Fork—** | **Ea.** |
| ⅝-inch pl. wr'ght steel | .30 |
| ¾-inch pl. wr'ght steel | .45 |
| ¼-inch galvanized ... | .15 |
| ⅜-inch galvanized ... | .15 |
| 7-16-inch galvanized.. | .20 |
| ½-inch galvanized ... | .25 |

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.

Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.

Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.

Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.

Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON SHEETS—

| Galvanized— | Cut Sheets | Full Sheets |
|---|---|---|
| 10 to 20 ..... | .21 | .16 |
| 20 to 30 ..... | .21 | .16 |
| Black Sheets— | | |
| 10 to 16 ..... | .16 | .12¼ |
| 18 to 24 ..... | .18 | .14 |
| 26 to 30 ..... | .19 | .15 |

Corrugated Sheets, Galvanized—

| | |
|---|---|
| 26 Ga. ..... | 13.00 |
| 28 Ga. ..... | 12.00 |
| Rockface Siding ..... | 11.50 |
| Brickface Siding 28 Ga..... | 8.25 |

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single..... | 1.05 |
| 1⅝-inch—Block ..... | .55 | 1¾-inch Double..... | 1.25 |
| 1¾-inch Single..... | .80 | 2-inch Double..... | 1.45 |
| 2-inch Single ..... | .85 | 2⅛-inch Double..... | 1.55 |
| 2⅛-inch Single ..... | .90 | 2⅜-inch Double..... | 1.65 |
| 2⅜-inch Single ..... | 1.00 | 2⅝-inch Double..... | 1.70 |

IRONS—Sad. Common, 25c lb.

Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—

Thermos—391-395, $3.75; 392-396, $4.00· 393-397, $4.25; 394-398, $5.00.

Universal—310, $4.25; 410, $4.50; 510, $5.00; 320, $4.75; 4070, $6.00; 3070, $4.00.

KNIFE—Corn—

Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—

Iron handled, set, $1.75.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—

Maple base, each, 5c; doz., 35c.

LACING—Belt—

| Rawhide, Cut | | | |
|---|---|---|---|
| Size ¼, per ft..... | .04 | 2, coil ..... | .75 |
| Size 5-16, per ft.... | .04½ | 3, coil ..... | .80 |
| Size ⅜, per ft..... | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft..... | .07½ | | |
| Size ⅝, per ft..... | .09 | **Hooks** | **Doz.** |
| Size ¾, per ft..... | .10½ | 10 ..... | .05 |
| Wire | | 8, 9, 10 ..... | .05 |
| 0 and 1, coil..... | .75 | 6, 7 ..... | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

| Hot Blast Lanterns | | Same, Brass Fount and Top ..... | 2.75 |
|---|---|---|---|
| Little Star Tin Lanterns | .90 | No. 2 Large Fount Blizzard Lanterns ..... | 1.65 |
| Hi-Lo Tin Lanterns... | 1.25 | Little Wizard Tin Lanterns ..... | 1.10 |
| Victor Tin Lanterns... | .95 | No. 2 Wizard Tin Lanterns ..... | 1.45 |
| Monarch Tin Lanterns | .95 | Same, Brass Fount and Top ..... | 2.00 |
| O. K. Tin Lanterns... | 1.00 | No. 2 Large Fount Wizard Lanterns ..... | 1.65 |
| No. 2 Royal Tin Lants. | 1.10 | Same, Brass Fount and Top ..... | 2.10 |
| Cold Blast Lanterns | | Dash and Wagon Lanterns | |
| Junior Tin Lanterns.. | .95 | Buckeye Dash Lant'ns | 1.85 |
| Junior Brass Lanterns | 1.75 | | |
| Junior Brass Nickel-plated Lanterns.... | 2.00 | | |
| No. 2 Crescent Tin Lanterns ..... | 1.85 | | |
| No. 2 Blizzard Tin Lanterns ..... | 1.45 | | |

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**RETAIL SELLING PRICES—Continued.**

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.25
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish ..... 4.75
Same, Nickellplated on Tin ..... 5.25
Same, all Brass ..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 2.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin ..... 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 18c lb.; Pig (100 lbs.), 17c lb,; Sheet (full), 28c lb.; Wool, 35c lb.

**LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.**
**Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.**
**No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.**
**Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.**

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.
LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

**LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.**
**Cotton, Twisted—No. 140, 50c each; 150, 55c.**
Wire Twisted—50 foot 20 gauge, 40c; 75 foot 20 gauge, 55c; 100 foot 20 gauge, 65c; 50 foot 18 gauge, 60c; 75 foot, 18 gauge, 75c; 100 foot 18 gauge, 90c.
**Wire, Solid—100 foot, 9 gauge, 80c each.**

**LOCKS—Rim—Steel, 75c set; Cast, 60c set.**
**MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.**

**MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.25; 18x30, $2.75.**
**Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.**
**Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.**
**Steel Matting in Rolls—Per sq. ft., 55c.**

**MATTOCKS— Each.**
**Short Cutter, Standard, 5½ lbs..... 1.75**
**Long Cutter, Standard, 6 lbs..... 1.75**
**Pick, Standard, 6 lb..... 1.75**
**Handled, D E 3..... 1.00**
**Handled, C E 3½..... 1.65**
**Handled S Q 3½..... 1.25**

**MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.25; 18-lb., $2.75; 20-lb., $3.00.**
**Ship or Top—35c lb.**
**Wood Choppers'—Adze or Round Eye, 80c lb.**

**MILLS—Cider —**
**Junior .....42.00** **Senior .....65.00**
**Medium .....48.00** **Force Feed .....80.00**

**MOPS—Handled—**

| Brown Deltey | | O-Cedar | | Cotton. | |
|---|---|---|---|---|---|
| 6 | 1.00 | 4 | 1.00 | 120 | .80 |
| 8 | 1.15 | 8 | 1.50 | 140 | .90 |
| 7BD | 1.25 | 10B | 1.25 | 180 | 1.00 |
| 9BD | 1.50 | 11B | 1.25 | 220 | 1.25 |

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70 or Janitor's, 75c each.

MOWERS—Lawn
Great American—
15-inch ..... 24.00
17-inch ..... 26.00
19-inch ..... 29.00
21-inch ..... 32.00
Common—
12-inch ..... 9.00
14-inch ..... 9.50
16-inch ..... 10.00
Pennsylvania—
14-inch ..... 22.00
16-inch ..... 25.00
17-inch ..... 36.00
19-inch ..... 40.00
21-inch ..... 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Out (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 48c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch ..... 1.35
6-inch ..... 1.50
7-inch ..... 1.85
8-inch ..... 2.15
Nettleton's—
6-inch ..... 2.00
8-inch ..... 2.25
10-inch ..... 2.50
12-inch ..... 2.75
14-inch ..... 3.35
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Common, 5-inch..... 1.50
Common, 6-inch..... 1.75
Jeweler's, 3½-inch... 1.90
Jeweler's, 4½-inch... 2.10

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
18 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ ..... 2.25
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .20 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. | No. | Each. |
|---|---|---|---|
| 012 | 5.25 | 550 | 5.50 |
| 055 | 5.75 | 700 | 5.50 |
| 0200 | 5.25 | 750 | 6.50 |
| 450 | 5.50 | 755 | 6.75 |
| **Perfection—** | | | |
| 121 G | 6.25 | 17 G | 4.25 |
| | | 122 G | 7.50 |
| **Pinney & Boyle—** | | 33 | 3.50 |
| 13 | 3.25 | 37 | 4.15 |
| 17 | 4.00 | 37 G | 4.25 |

**PACKING**—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.75.

**PADS**—Sweat—No. 63 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

**PADLOCKS**—Corbin—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 958 | .35 | 1903 | .60 |
| 2802¼ | .45 | 9902 | .85 |
| 2822¼ | .65 | 9902 N C | .75 |
| 2869 | 1.25 | 21090 | 1.00 |
| 2879 | 2.10 | **Yale—** | |
| 2880 | 2.35 | 223 | 1.00 |
| 2881 | 3.00 | 225 | 1.40 |
| 2883 | 4.50 | 453 J | .45 |
| **Miller—** | | 453 X | .45 |
| 1 | 1.85 | 563 | 1.85 |
| 016 | .35 | 565 | 2.25 |
| 18 | .40 | 585 | 2.50 |
| 18 L | .40 | 635 | 2.25 |
| 19 | .40 | 645 J | .80 |
| 21 | .50 | 803 | 2.50 |
| 75 | .55 | 805 | 2.50 |
| 76 | .85 | 805½ | 3.00 |
| 78 | 1.00 | 813 | 2.75 |
| 96 | .55 | 815 | 2.50 |
| 96O | .75 | 823 | 3.00 |
| 121 | .55 | 833 | 3.50 |
| 5441 | 1.15 | 843 | 4.00 |
| **Slaymaker—** | | 853 | 4.50 |
| 1902 | .75 | 8454 | 3.50 |

**PAINT SUNDRIES—**

**Alcohol—(Denatured)—**
1 gallon ..... 2.20
5 gallon ..... 1.90

**Alum—**
Pwd, less than 100 lbs, lb. ..... .17

**Benzine—**
New cans, casd, gal .60
Old cans, uncsd, gal. .40

**Coal Tar—**
5-Gal. .....Gal. .50
1-Gal .....Gal. .65

**Creosote—**
Gal. ..... .85

**Distillate—**
Light, gal ..... .40

**Glue—** Lb.
No. 2 Gelatine.... .50
Chicago White ... .50

**Kalsomine, White—**
Bbls, 280 lbs..... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs. bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

**Lamp Black—Bear Brand—**
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

**Linseed Oil, Boiled—**
5's .....Gal. 1.74
1's .....Gal. 2.00
½'s .....½-Gal. 1.00
¼'s .....Qt. .60
⅛'s .....Pt. .35

**Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.**

**Oil—** Gal.
Floor ..... .75
Gloss ..... 1.50

Lard, No. 1..... 1.80
Lin-O-Oil ..... .90
Neatsfoot No. 1... 2.40
Neutral ..... .60
Paraffine ..... .70

**Paint, Dry Colors—**
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

**Painters' Petroleum—**
1-Gal. .....Gal. .40

**Paints, Ready Mixed—1st grade, white—**
Gals. .....Gal. 4.40
½-gals. ...½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

**1st Grade, Colors—**
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

**2d Grade, White or Colors—**
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

**Inside Floor—**
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

**Porch—**
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

**Plaster Paris—**
Less sack, lb..... .03

**Putty, Bladder—**
Less than 100 lbs. .07½

**Putty, Bulk—** Lb.
1-lb. Cans ..... .15
2-lb. Cons ..... .12½
3-lb. Cans ..... .09½
5-lb. Cans ..... .09
10-lb. Cans ..... .08½
25-lb. Cans ..... .08
85 lb. Cans ..... .06½

**Rosin—**
Lb. ..... .14

**Tints, Kalsomine—**
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10½
Less 25 lbs..... .12
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs. 5-lb. pkgs. .10

**Turpentine—**
5's .....Gal. 2.17
1's .....Gal. 2.30
½'s .....½-Gal. 1.25
¼'s .....Qt. .70
⅛'s .....Pt. .40

**Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.**

**PANS—Acme Frying—**

| | | | |
|---|---|---|---|
| No. 00, each..... | .20 | No. 4, each..... | .50 |
| No. 0, each..... | .30 | No. 5, each..... | .60 |
| No. 1, each..... | .35 | No. 6, each..... | .75 |
| No. 2, each..... | .40 | No. 7, each..... | .85 |
| No. 3, each..... | .45 | | |

**PAPER—ASBESTOS—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.**

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 4.25 | 14.75 |
| No. 1-1000 | 8.00 | 3.75 |
| No. 2-500 | 6.25 | 7.25 |
| No. 2-1000 | 12.00 | 5.25 |
| No. 3-500 | 9.00 | 9.75 |
| No. 3-1000 | 16.50 | 7.85 |

Red Resin—17-lb., $1.85; 20-lb., $2.10; 25-lb., $2.60; 30-lb., $3.10.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT**—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.

**INSULATING**—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

**ROOFING—**
Standard or Cronolite
1 ply square ..... 3.00
2 ply square ..... 3.75
3 ply square ..... 4.50
Malthoid or Rubberoid Rooing—
1 ply ..... 3.75
2 ply ..... 4.75
3 ply ..... 5.75
Malthoid Junior..... 4.00
Roofing Cement—Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. ..... 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum ... | .80 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B. & A..... | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec ..... | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite ..... | .80 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

**SHEATHING**—Red or gray—20-lb., $1.85 per roll; 25-lb., $2.25; 30-lb., $2.75.

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 ..... | 4.35 | 4.75 | 2¾x4½ .... | 5.25 | 5.75 |
| 2¼x4½ .... | 4.50 | 5.00 | 5 ..... | 5.35 | 6.00 |
| 2½x4½ .... | 4.65 | 5.25 | 3x5 ..... | 6.00 | 6.75 |
| 2½x5 ..... | 4.85 | 5.50 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.50 | 74 | 6.75 |
| 46 | 6.00 | 76 | 7.50 |
| 48 | 6.50 | 79 | 8.25 |
| 52 | 5.50 | 714 | 9.00 |
| 54 | 6.00 | 464 | 7.00 |
| 56 | 6.50 | 466 | 7.75 |
| 58 | 7.25 | 469 | 8.50 |
| 64 | 6.25 | 474 | 7.50 |
| 66 | 7.00 | 476 | 8.25 |
| 69 | 7.75 | 479 | 9.00 |
| 614 | 8.50 | | |

**Percolator Tops, 10c each.**

**PICKS**—Drifting, 3-lb., $1.50 each; 4, $1.70; 4½, $1.90; 5, $2.00; 6, $2.25.
Railroad—5-lb., $1.90 each; 6, $1.90; 6½, $2.15; 7, $2.15.

**PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—** Hoyt's Spring, 10c.

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## RETAIL SELLING PRICES—Continued.

PIPE—

| | Standard Black Cut Length Pr. Ft. | Standard Black Full Length Pr. 100 | Galvanized Cut Length Pr. Ft. | Galvanized Full Length Pr. 100 | Cutting and Threading Cuts Each | Threads Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .06 | 5.25 | .08 | 7.75 | .03½ | .072 |
| ¼-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ⅜-inch | .07 | 5.70 | .09 | 8.50 | .03½ | .072 |
| ½-inch | .09 | 7.50 | .11 | 10.00 | .03½ | .072 |
| ¾-inch | .11 | 9.75 | .14 | 12.50 | .03½ | .072 |
| 1 -inch | .16 | 14.20 | .20 | 18.75 | .03½ | .072 |
| 1¼-inch | .22 | 19.20 | .27 | 25.20 | .04¾ | .09½ |
| 1½-inch | .27 | 23.00 | .35 | 30.00 | .06 | .12 |
| 2 -inch | .35 | 30.80 | .45 | 40.40 | .08½ | .16¾ |

PIPE—Gas and Water—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9½c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 40c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch; 12c; ¾-inch, 15c; 1-inch, 22c; 1¼-inch, 30c; 1½-inch, 40c; 2-inch, 50c.

PIPE, STOVE—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

40c; 4-inch, Japan, 45c; 5-inch, Japan, 45c; 3-inch, Galvanized, 40c; 4-inch, Galvanized, 45c; 5-inch, Galvanized, 55c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price, each.

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Caps | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Couplings | .10 | .15 | .10 | .15 | .10 | .15 | .15 | .20 |
| Crosses | .15 | .20 | .15 | .20 | .25 | .40 | .35 | .55 |
| Elbows, 90 degree. | .10 | .15 | .10 | .15 | .10 | .15 | .10 | .15 |
| Elbows, 45 degree. | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Elbows, Reducing.. | .15 | .20 | .15 | .20 | .15 | .20 | .20 | .30 |
| Elbows, Street | .10 | .15 | .10 | .15 | .15 | .20 | .25 | .35 |
| Floor Flanges | .20 | .40 | .20 | .40 | .25 | .50 | .25 | .50 |
| Lock Nuts | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| *Reducers | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .25 |
| Return Bends Close | .20 | .30 | .20 | .30 | .25 | .35 | .30 | .45 |
| Tees | .15 | .20 | .15 | .20 | .15 | .25 | .15 | .25 |
| Unions | .25 | .35 | .25 | .35 | .25 | .40 | .30 | .45 |

| | 1 Blk. | 1 Gal. | 1¼ Blk. | 1¼ Gal. | 1½ Blk. | 1½ Gal. | 2 Blk. | 2 Gal. |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .15 | .10 | .20 | .15 | .25 | .20 | .40 |
| Caps | .20 | .25 | .25 | .40 | .30 | .45 | .45 | .75 |
| Couplings | .20 | .30 | .25 | .40 | .30 | .50 | .45 | .60 |
| Crosses | .55 | .85 | .60 | 1.00 | .75 | 1.35 | 1.20 | 2.10 |
| Elbows, 90 degree. | .20 | .30 | .30 | .45 | .35 | .60 | .60 | 1.00 |
| Elbows, 45 degree. | .25 | .40 | .50 | .75 | .55 | .80 | .80 | 1.20 |
| Elbows, Reducing . | .25 | .35 | .35 | .60 | .45 | .70 | .80 | 1.30 |
| Elbows, Street | .25 | .40 | .35 | .60 | .40 | .70 | .80 | 1.30 |
| Floor Flanges | .30 | .55 | .35 | .70 | .40 | .85 | .60 | 1.25 |
| Lock Nuts | .15 | .25 | .25 | .35 | .25 | .35 | .30 | .55 |
| Plugs | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| *Reducers | .25 | .35 | .25 | .45 | .30 | .50 | .55 | .90 |
| Return Bends Close | .55 | .85 | .75 | 1.25 | .95 | 1.50 | 1.35 | 2.40 |
| Tees | .20 | .35 | .35 | .60 | .50 | .80 | .80 | 1.40 |
| Unions | .40 | .55 | .50 | .80 | .65 | 1.00 | .85 | 1.30 |

NIPPLES—

| | ¼ Blk. | ¼ Gal. | ⅜ Blk. | ⅜ Gal. | ½ Blk. | ½ Gal. | ¾ Blk. | ¾ Gal. |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .10 |
| Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 4-inch Long | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| 5-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| 6-inch Long | .10 | .15 | .10 | .15 | .10 | .20 | .10 | .20 |
| Close | .10 | .10 | .10 | .15 | .10 | .20 | .15 | .25 |
| Long | .10 | .15 | .15 | .25 | .20 | .30 | .30 | .45 |
| 4-inch Long | .10 | .15 | .15 | .20 | .20 | .35 | .25 | .45 |
| 6-inch Long | .12 | .25 | .20 | .30 | .20 | .35 | .25 | .45 |
| 6-inch Long | .15 | .25 | .20 | .35 | .25 | .45 | .35 | .50 |

FITTINGS—From 2½ to 4-inch—Black only.

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Bushings | .30 | .40 | .55 | .70 |
| Caps | .65 | .95 | 1.15 | 1.60 |
| Couplings | .60 | .90 | 1.20 | 1.50 |
| Crosses | 1.90 | 3.15 | 3.45 | 6.00 |
| Elbows, 90 degree | 1.05 | 1.60 | 2.10 | 3.40 |
| Elbows, 45 degree | 1.10 | 1.50 | 2.10 | 3.00 |
| Plugs | .25 | .35 | .50 | .55 |
| *Reducers | .85 | 1.25 | .... | 2.10 |
| Tees | 1.25 | 1.95 | 2.50 | 3.95 |
| Unions | 1.75 | 2.35 | 4.10 | 4.90 |

NIPPLES—

| | 2½ | 3 | 3½ | 4 |
|---|---|---|---|---|
| Close | .35 | .40 | .60 | .75 |
| 5-inch Long | .50 | .60 | .90 | 1.00 |
| 6-inch Long | .60 | .70 | .90 | 1.00 |
| 8-inch Long | .80 | 1.00 | .... | 1.40 |
| 10-inch Long | .75 | 1.20 | .... | 1.70 |

*Reducers 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

PLANES—Stanley, Block-Bailey—No. 9½, $3.25: 9¾, $4.00; 15, $3.50; 16, $3.65; 17, $4.25; 18, $4.00; 19, $4.25.

Block, Stanley—No. 60, $3.75; 60½, $3.25: 65, $4.50; 100, 80c; 101, $2.75; 102, $1.15; 103, $1.80; 110, $1.85; 120, $2.25; 130, $2.45; 131. $3.75; 203, $2.00; 220, $2.45.

Iron—1, $4.10; 2, $5.25; 2C, $5.50; 3, $5.50; 3C, $6.00; 4, $6.00; 4C, $6.50; 4½, $6.85; 4½C, $7.50; 5, $6.85; 5C, $7.50; 5½, $8.00; 5½C, $8.65; 6, $9.00; 6C, $9.50; 7, $10.25; 7C, $11.00; 8, $12.25; 8C, $13.25; 602, $5.95; 603, $6.35; 604, $6.85; 604C, $7.25; 604½, $7.95; 605, $7.95; 605C, $8.25; 605½, $8.50; 606, $10.00; 606C, $10.50; 607, $11.50.

All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 28W, $2.65; 29W, $3.00.

Wood Bottom, Bailey—No. 22, $4.00 each; 23, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—

Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75; 1001, $1.60; 1002, $3.75; 1003, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 312 5-inch, $3.50; 6, $4.00; 7, $4.50; 8, $5.00; 9, $6.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 18, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in.. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 80 | .85 |
| 5-inch | .75 | No. 81 | .95 |
| 6-inch | .85 | | |

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 40c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.50; 01, Black Eagle, 45c; 95 Black Eagle, $1.75; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 20c; 1, Rising Sun, 15.

POTS—Fire.

| Gasoline, C & L. | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22.75 | 10 Quart | 1.75 |
| 21 | 19.25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22.75 | Tin | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.25 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.75; 2, $5.25; 3, $6.00; 4, $7.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

| No. | | No. | |
|---|---|---|---|
| | Eveready | | |
| 700, each | 1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 8.00 | | |
| | Gem | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| | Enders | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| | Durham Domino | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| | Gillette | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B, Blades, pkg. | .50 |
| 12 X B, Blades, pkg | 1.00 | | |
| | AutoStrop | | |
| 1, set | 5.00 | 2541, set | 5.00 |
| 15, set | 6.00 | 600 B, Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

| Colts, Model | Each. |
|---|---|
| Police Positive | 34.00 |
| Police Positive Special | 35.50 |
| Police Positive Target | 36.00 |
| Army Special | 38.00 |
| New Service | 39.00 |
| Single Action | 36.75 |
| Harrington & Richardson | |
| 203, 223 | 11.50 |
| 203 B, 223 B | 12.00 |
| 204, 224 | 12.00 |
| 204 B, 224 B | 12.50 |
| 263, 273 | 12.50 |
| 263 B, 273 B | 12.75 |
| 264, 274 | 12.75 |
| 264 B, 274 B | 13.00 |
| Iver Johnson— | |
| 300, 303, 323 | 16.50 |
| 300 B, 303 B | 16.75 |
| 304 | 16.75 |

| | Each. |
|---|---|
| 324 B | 17.25 |
| 343, 353 | 17.75 |
| 343 B, 353 B | 18.00 |
| 344, 354 | 18.00 |
| 344 B, 354 B | 18.50 |
| 364 B | 19.25 |
| 365 B | 19.50 |
| Smith & Wesson— | |
| 1905 Military, Police | 34.50 |
| Regulation Police | 32.50 |
| 1903 Hand Ejector | 30.50 |
| 38 S. & W. Perfected | 30.50 |
| 1908 Military | 35.00 |
| 1911 Target | 35.00 |
| New Departure 38 | 30.50 |
| Marlin— | |
| 20 TD—Octagon Brl. | 18.50 |
| 27 TD—Round Brl. | 21.80 |
| TD—Octagon Barrel. | 24.55 |
| 29 TD—Round Brl. | 15.60 |
| 1897 TD—Round Brl. | 22.75 |
| TD—Octagon Barrel. | 24.80 |
| Remington— | |
| 4 TD—Octagon Brl. | 15.54 |
| 6 TD—Round Brl. | 10.46 |
| 8 A TD—Round Brl. | 73.27 |
| 12 TD—Round Brl. | 28.48 |
| TD—Octagon Brl. | 31.95 |
| 14 A TD—Standard | 58.36 |
| TD—Carbine | 57.25 |
| 16 A TD—Standard | 44.61 |
| Savage — | |
| 1899 250-3000 | 60.00 |
| 1899 TD, Feath'wt | 55.00 |
| 189 SF | 48.00 |
| 1904 TD, Single shot. | 9.75 |
| 1914 TD, Hammerless | 28.50 |
| Stevens— | |
| Little Scout | 8.00 |
| Crack Shot | 10.00 |
| Marksman | 12.25 |
| Favorite | 14.00 |
| 70 TD, .22 | 19.00 |
| 1919, .22 | 26.75 |
| Winchester— | |
| 1886 SF—Round Brl. | 48.00 |
| TD—Round Brl | 56.75 |
| 1890 TD—Oct. Fancy | 57.50 |
| TD—Oct. Plain. | 30.00 |
| 1892 SF—Round Brl. | 37.50 |
| SF—Oct. Brl. | 33.50 |
| TD—Oct. Brl. | 45.75 |
| SF—Carbine | 32.00 |
| 1894 SF—Round Brl. | 35.00 |
| SF—Oct. Brl. | 42.00 |
| SF—Carbine | 35.50 |
| TD—Oct. Brl. | 54.50 |
| 1895 SF | 47.00 |
| 1895—Govt. Model. | 50.50 |
| 1895 TD | 59.25 |
| 1902 TD—.22 | 10.00 |
| 1903 TD—Plain | 42.50 |
| TD—Fancy | 69.00 |
| 1904—TD—.22 | 10.00 |
| 1906 TD | 27.50 |
| 1907 TD | 58.00 |

RIFLES—No. and Model—

| Daisy Air— | Each |
|---|---|
| 25 | 5.25 |
| 40 | 5.25 |
| 3 | 3.00 |
| 30 | 2.85 |
| 11 | 2.35 |
| 12 | 2.00 |
| King Air— | |
| 4 | 2.25 |
| 5 | 2.65 |
| 21 | 1.35 |
| 22 | 1.50 |
| 304 B | 17.25 |
| 323 B | 17.00 |
| 324 | 17.00 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

| Size. | ½ Lbs. | Lbs. | Size. | ½-Lbs. | Lbs. |
|---|---|---|---|---|---|
| 7—St'r Lgths | .50 | .75 | 7—Asst. | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .50 | .85 |
| 10 " | .50 | .85 | 10 " | .50 | .90 |
| 12 " | .50 | .90 | 12 " | .50 | .95 |

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 30c.

RIVETS—Tinners—Black all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ¾-in., Steel, Brass Covered, 18c ft.; 3, ¾-inch, Steel, Brass Plated, 13c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.10; ¼ to 5-16, $1.10 lb.; ⅜ to ¾, $1.10; ⅞ to 1, $1.15.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.
Aluminoid, Zig Zag—4 ft., $1.75; 5 ft., $2.00; 6 ft., $2.25.

SAWS—One Man—Cross-cut—

| | Disston | Chinook | | Chinook |
|---|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 | .... |
| 3½ ft. | 4.60 | 6 ft. | 8.65 | 12.80 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 | 14.40 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 | 16.00 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 | 17.60 |

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

| 12 Disston or 69 Atkins. | | No. 7 Disston | |
|---|---|---|---|
| 20 inch | 4.15 | 18 inch | 2.50 |
| 22 inch | 4.65 | 20 inch | 2.65 |
| 24 inch | 5.00 | 22 inch | 2.85 |
| 26 inch | 5.25 | 24 inch | 3.10 |
| 28 inch | 5.75 | 26 inch | 3.20 |
| 30 inch | 6.00 | 28 inch | 3.75 |
| D8 Disston, or 51 Atkins | | No. 120 Disston | |
| 18 inch | 3.00 | 26 inch | 5.75 |
| 20 inch | 3.25 | 28 inch | 6.00 |
| 22 inch | 3.65 | No. 112 Disston— | |
| 24 inch | 3.85 | 26 inch | 4.15 |
| 26 inch | 4.00 | 28 inch | 4.50 |
| 28 inch | 4.65 | D100 or D20 Disston— | |
| 30 inch | 5.00 | 26 inch | 4.00 |
| | | 28 inch | 4.40 |

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

| Back | | Compass No. 2 | |
|---|---|---|---|
| 12-inch | 2.50 | 12-inch | .85 |
| 14-inch | 2.85 | 14-inch | .90 |
| 16-inch | 3.25 | 16-inch | .95 |
| 22 inch | 4.00 | Kitchen No. 2 | |
| 24-inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| Butcher No. 10 | | Mitre | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

Nest, Complete
No. 3..... 2.50

Pruning
No. 50 California, 12 in. 1.35

Buck—
Com Sgl Brace V tooth.....$1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com. Dbl Brace V tooth..... 2.75
No. 150 Special ..... 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

**SAW CLAMPS**—No. 3, $2.00; 0, $1.35. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 8, Disston, $4.50.

**SAW SETS—**

201 G & P..... 1.50
Spec. Morrill ..... 2.00
105 Morrill ..... .60
1 Morrill ..... 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—
Morrill No. 3..... 1.35
Baker No. 3..... 2.35
Colonial ..... 1.35
7 Taintor ..... 2.00
28 Triumph ..... 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2..... 5.00
Morin No. 2½ ..... 6.00
Morin No. 3 .....2.65

**SAW TOOLS—**

Clipper Outfit ..... .80

Morrill's Raker Gauge—
No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50

Atkins Raker Swage.. .40
5-M Tooth Gauge..... .25
Jointers Pikes Perf.... .75
Jointers No. 7 Sterns .70

Setting Tool Disston—
No. 100..... .80
No. 4 Setting Blocks—
No. 4 Blocks, Morin.. 2.00
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex ..... 1.00
Atkins, Excelsior..... .85

**SCALES**—Family, testing without scoop, $8.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50 30c each; 51, 60c; family, $6.50; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.35; 54½, $1.30; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—No. 2, $2.40 each; 3, $2.50; 4, $2.60; 5, $2.75; 6, $2.85; 7, $2.90; 8, $3.00; 9, $3.10; 10, $3.25.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.10; 24x33, $1.25; 24x37, $1.35; 30x37, $1.65.

**SCREWS**—Cap and Set—
Machine—Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .30 | .35 | .40 | .45 | ... |
| 4 | .35 | .40 | .45 | .50 | .60 |
| 6 | .45 | .50 | .55 | .60 | .75 |
| 8 | .65 | .75 | .85 | .90 | 1.10 |
| 10 | .90 | 1.05 | 1.20 | 1.40 | 1.70 |
| 12 | 1.20 | 1.40 | 1.55 | 1.70 | 2.00 |
| 14 | 1.50 | 1.75 | 2.00 | 2.30 | 2.75 |
| 16 | 2.40 | 2.65 | 2.90 | 3.15 | 3.65 |
| 18 | 3.00 | 3.40 | 3.70 | 4.00 | 4.75 |
| 20 | 3.80 | 4.15 | 4.55 | 5.00 | 5.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in |
|---|---|---|---|---|
| 4 | .75 | .90 | 1.15 | 1.40 |
| 6 | 1.00 | 1.25 | 1.55 | 1.90 |
| 8 | 1.85 | 1.55 | 1.90 | 2.25 |
| 10 | 2.00 | 2.20 | 2.50 | 2.85 |
| 12 | 2.35 | 2.70 | 3.10 | 3.50 |
| 14 | 3.10 | 3.45 | 3.85 | 4.25 |
| 16 | 4.00 | 4.55 | 5.15 | 5.75 |
| 18 | 5.20 | 5.70 | 6.35 | 7.10 |
| 20 | 6.60 | 7.45 | 8.25 | 9.00 |

Iron, Flat or Round Head—

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .30 | .35 | .40 | .45 |
| 8 | .35 | .40 | .40 | .45 | .55 |
| 10 | .55 | .55 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .80 |
| 14 | .75 | .75 | .80 | .85 | 1.00 |
| 16 | ... | .95 | 1.00 | 1.05 | 1.20 |
| 18 | ... | ... | 1.35 | 1.45 | 1.60 |
| 20 | ... | ... | ... | 1.75 | 1.95 |

| Size | 1¼-in. | 1½-in. | 1¾-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .55 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.05 | 1.20 | 1.35 |
| 12 | .95 | 1.15 | 1.30 | 1.45 |
| 14 | 1.15 | 1.35 | 1.50 | 1.75 |
| 16 | 1.40 | 1.70 | 2.00 | 2.35 |
| 18 | 1.95 | 2.25 | 2.55 | 2.90 |
| 20 | 2.25 | 2.55 | 2.90 | 3.20 |

Cap Screws—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.25 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.30 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ½ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.
Brass, Flat or Round Head—

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**RETAIL SELLING PRICES—Continued.**

WOOD SCREWS—Continued—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 2.35 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.30 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

Flat Head, Bright—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .35 | .35 | ... | ... | ... | ... | ... |
| 3 | .35 | .35 | .35 | .35 | .35 | .35 | .40 |
| 4 | .35 | .35 | .35 | .35 | .40 | .40 | .45 |
| 5 | ... | .35 | .35 | .35 | .40 | .45 | .45 |
| 6 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 7 | ... | .40 | .40 | .45 | .45 | .50 | .50 |
| 8 | ... | .45 | .45 | .45 | .50 | .50 | .55 |
| 9 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 10 | ... | ... | .55 | .55 | .55 | .60 | .60 |
| 11 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 12 | ... | ... | .60 | .60 | .65 | .70 | .70 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .80 |
| 14 | ... | ... | ... | .65 | .75 | .80 | .85 |
| 15 | ... | ... | ... | ... | .85 | .85 | 1.00 |
| 16 | ... | ... | ... | ... | .90 | 1.00 | 1.25 |
| 17 | ... | ... | ... | ... | ... | ... | 1.35 |
| 18 | ... | ... | ... | ... | ... | ... | 1.40 |
| 20 | ... | ... | ... | ... | ... | ... | 1.75 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .55 | .65 | .75 | .80 | .95 | ... |
| 6 | .55 | .60 | .70 | .75 | .80 | 1.00 | 1.50 |
| 7 | .55 | .60 | .75 | .80 | .85 | 1.05 | 1.50 |
| 8 | .60 | .65 | .75 | .80 | .90 | 1.10 | 1.55 |
| 9 | .60 | .70 | .80 | .85 | .95 | 1.15 | 1.55 |
| 10 | .65 | .70 | .80 | .90 | 1.00 | 1.20 | 1.60 |
| 11 | .70 | .75 | .85 | .95 | 1.05 | 1.25 | 1.60 |
| 12 | .80 | .85 | .90 | 1.00 | 1.10 | 1.30 | 1.65 |
| 13 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.35 | 1.70 |
| 14 | .95 | 1.00 | 1.15 | 1.25 | 1.35 | 1.45 | 1.75 |
| 15 | 1.10 | 1.20 | 1.30 | 1.40 | 1.55 | 1.65 | 1.90 |
| 16 | 1.25 | 1.40 | 1.45 | 1.55 | 1.75 | 1.85 | 2.10 |
| 17 | 1.40 | 1.60 | 1.75 | 1.85 | 1.95 | 2.10 | 2.40 |
| 18 | 1.65 | 1.90 | 2.00 | 2.10 | 2.30 | 2.35 | 2.75 |
| 20 | 2.00 | 2.15 | 2.25 | 2.40 | 2.65 | 2.90 | 3.25 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

| | ¼, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in. | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1¼ | .40 | 2.50 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.50 | .45 | 3.00 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.75 | .50 | 3.30 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.75 | .50 | 3.30 | .70 | 4.60 | .... | .... | .... | .... |
| 2½ | .50 | 3.00 | .55 | 3.60 | .75 | 5.00 | 1.10 | 7.30 | .... | .... |
| 3 | .50 | 3.20 | .60 | 3.95 | .80 | 5.45 | 1.20 | 7.85 | 1.65 | 11.15 |
| 3½ | .50 | 3.40 | .65 | 4.20 | .85 | 5.85 | 1.25 | 8.45 | 1.80 | 12.00 |
| 4 | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.10 |
| 4½ | .60 | 3.85 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.55 | 2.05 | 13.50 |
| 5 | .60 | 4.10 | .75 | 5.10 | 1.05 | 7.00 | 1.50 | 10.10 | 2.15 | 14.30 |
| 5½ | .65 | 4.30 | .80 | 5.40 | 1.15 | 7.50 | 1.60 | 10.70 | 2.25 | 15.10 |
| 6 | .70 | 4.50 | .85 | 5.65 | 1.20 | 7.85 | 1.70 | 11.25 | 2.35 | 15.85 |
| 6½ | ... | ... | .90 | 5.95 | 1.25 | 8.25 | 1.75 | 11.75 | 2.50 | 16.65 |
| 7 | ... | ... | .95 | 6.20 | 1.30 | 8.65 | 1.85 | 12.40 | 2.60 | 17.45 |
| 7½ | ... | ... | 1.00 | 6.55 | 1.35 | 9.05 | 1.95 | 12.95 | 2.75 | 18.25 |
| 8 | ... | ... | 1.05 | 6.85 | 1.45 | 9.50 | 2.05 | 13.50 | 2.85 | 19.00 |
| 9 | ... | ... | ... | ... | ... | 1.55 | 10.25 | 2.20 | 14.65 | 3.10 | 20.60 |
| 10 | ... | ... | ... | ... | ... | 1.65 | 11.10 | 2.35 | 15.75 | 3.30 | 22.10 |
| 12 | ... | ... | ... | ... | ... | .... | .... | 2.70 | 18.00 | 3.75 | 25.30 |

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.
Yankee Ratchet—No. 11, 2-inch, 70c each; 3, 85c; 4, 95c; 5, $1; 6, $1.15; 8, $1.35; 10, $1.65; 12, $1.00; 15, 2-inch, 75c; 3, 80c; 4, 85c; 5, 90c. No. 30, $3.00, 31, $4.00; 35, $2.25; 60, $1.00; 180, $3.75.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

| No. | Each. |
|---|---|
| 400 | 2.50 |
| 450 | 2.85 |

Weed—

| | |
|---|---|
| 800 | 2.50 |
| 850 | 2.85 |

Grass—

| No. | Each. |
|---|---|
| 200 | 2.50 |
| 250 | 2.85 |
| 100 | 2.50 |
| 150 | 2.85 |

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 15c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 17c full sheet.

SHIELDS—Expansion—Sebco—Per hundred list.

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 25c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 25c lb. Buck, Nos. 1, 2, 3, 25c lb. Drop, Nos. 1 to 12, B. BB. BBB, 25c lb. Chilled, 3 to 9, 25c.

SHOVELS—D Handle, Round Point, No. 102, $2.50 each; 201 $2.35; 401, $2.00; 1003, $2.25; 1004, $2.85; 1005, $2.50.
D Handle, Square Point—No. 104, $2.50 each; 203, $2.85; 307, $3.00; 403, $2.00; 404B, $2.00; 1009, $2.65; 1010, $2.50; 1111, $2.25; 1112, $2.35.
Long Handle, Round Point—200, $2.35; 300, $2.50; 400, $1.90; 400A, $2.15; 700, $2.50; 701, $2.50; 800, $2.50; 801, $2.65; 1000, $2.25; 1001, $2.35; 1002, $2.50.
Long Handle, Square Point—No. 103, $2.50 each; 202, $2.35; 304, $2.50; 402, $2.00; 702, $2.50; 1006, $2.25; 1007, $2.35; 1008, $2.50.

SLEDS—Hand and Coaster—

| | |
|---|---|
| Flexible Flyer— | |
| No. 1 | 3.00 |
| No. 2 | 3.50 |
| No. 3 | 4.50 |
| No. 4 | 5.50 |
| No. 5 | 7.50 |
| No. 6 | 15.00 |
| Jr. Racer | 4.25 |
| Racer | 5.00 |
| Tux. Racer | 7.50 |
| Fire Fly— | |
| No. 9 | 1.75 |
| No. 10 | 2.25 |
| No. 11 | 2.75 |
| No. 13 | 3.25 |

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 80c lb.; No. 1, 90-100, 65c; wiping, 40-60, 70c; Wire, 50-50, 85c; Electrical Wire 40-60, 55c.

SPORTING GOODS—

| | Each |
|---|---|
| Official Baseballs | 2.50 |
| Second Grade Baseb'ls | 2.00 |
| Playground B. B., Out or Plain Seam— | |
| 14-inch | 3.00 |
| 12-inch | 2.75 |
| Baseball Bats, league | 1.75 |
| Baseball Masks, | 10.00 |
| Chest Protectors | 8.50 |
| Official— | |
| Rugby Footballs | 10.00 |
| Soccer Footballs | 12.00 |
| Basketballs | 15.00 |
| Volley Balls | 8.00 |
| Handballs | .85 |
| Boxing Gloves, 8-oz. | 18.50 |
| Striking Bags | 9.00 |
| Championship Tennis Balls | .55 |
| Best Grade Rackets, Sutton | 12.00 |
| Cotton Gym Shirts | .75 |
| White Running Pants | 1.00 |
| Bike Jockey Strap | .75 |
| Rubber Soled Tennis Gym Shoes | 1.95 |
| Rubber Soled Tennis or Gym High | 2.25 |
| Basketball Shoes | 5.00 |

SPRAYERS—Myers' Bucket Pump, 8 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, 327½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—3-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 12½c. Poultry Wire—¾-inch, 15c lb.

**STARRETTS TOOLS—Add to Catalogue—**

| | |
|---|---|
| **Micrometers, 50%** | |
| **Thickness Gauges, 50%** | **End Meas. Rods, 50%** |
| **Gr. Flat Stock, 50%** | **Caliper Gauges, 50%** |
| **Handy Equiv. Table, 50%** | **Micrometer Cases, 50%** |
| **Balance of Book (not itemized) add to list 40%.** | |

**STEEL—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.**

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143. 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

**STOP AND WASTE—**

| | | | |
|---|---|---|---|
| ½ | 1.60 | 1 | 3.75 |
| ⅝ | 2.25 | 1¼ | 5.75 |
| ¾ | 2.75 | | |

**STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.**

**SUPPORTS—Wagon Tongue—**

| Lindquist's— | | Haggard Spiral— | |
|---|---|---|---|
| 1 | 2.00 | 0 | 1.35 |
| 2 | 2.50 | 1 | 1.75 |
| 3 | 3.25 | 2 | 1.90 |
| | | 3 | 2.15 |

**SWEEPERS, CARPET—Bissel's American Queen, $7.50; Club, $13.00; Elite, $8.25; Gold Medal, $7.00; Grand Rapids (Nic), $7.50; Grand Rapids (Jap), $6.25; Grand (Jap), $8.00; Parlor Queen, $7.75; Princess, $7.25; Prize, $7.00; Universal (Nic), $6.75; Universal (Jap), $6.00.**

**Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.**

**TACKS—Bills Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.**

**Carpet—434 Cut, or 484 Wire ¼-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.**

**438 Cut, or 488 Wire ¼-lb. papers. No. 3, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.**

**495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.**

**Gimp—824. No. 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.**

**Upholsterers'—304 Cut, ¼-lb. papers. No. 1½, 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.**

**305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.**

**Double Pointed—Blued ¼-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.**

**Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.**

**TAPES—MEASURING—(Lufkin)—(Starrett)—**

| Asses' Skin No. | Each | Pocket | |
|---|---|---|---|
| 710 | .85 | 148 | .95 |
| 713 | 1.25 | 145 | 1.10 |
| 715 | 1.75 | 165 | .25 |
| 716 | 2.00 | 8143 | .60 |
| 730 | .90 | 8175 | .50 |
| 733 | 1.45 | **Steel** | |
| 735 | 1.80 | 240 | 6.00 |
| 736 | 2.25 | 243 | 7.00 |
| **Linen** | | 245 | 9.25 |
| 1030 | 1.40 | 246 | 12.00 |
| 1033 | 2.25 | 260 | 6.25 |
| 1035 | 2.90 | 263 | 7.50 |
| 1036 | 3.35 | 265 | 9.75 |
| **Metallic** | | 266 | 12.75 |
| 500 L | 4.00 | 550 | 5.50 |
| 503 L | 6.00 | 553 | 7.00 |
| 505 L | 7.50 | 555 | 9.25 |
| 506 L | 9.00 | 556 | 12.00 |
| | | **Surveyors'** | |
| | | 276 D | 14.75 |
| | | 5100 | 11.00 |

**STEEL TAPES—**

| | | | |
|---|---|---|---|
| 100 | 6.00 | 200 D | 6.00 |
| 103 | 8.25 | 203 | 9.75 |
| 105 | 12.00 | 203 D | 9.25 |
| 106 | 14.25 | 205 | 14.25 |
| 200 | 6.00 | 205 D | 13.50 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

**TENTS—Single Filling—**

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.30 | 16x18 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.35 | **A or Wedge—** | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.35 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.35 | 10.85 | 12.35 |
| 7x16 | 9.85 | 12.50 | 14.10 |

**THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.**

TIN—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

**TOGGLE BOLTS—Sebco No. 1—Per hundred list.**

| | —Diameter— | | |
|---|---|---|---|
| Length | ⅛-in. | 3-16-in. | ¼-in. |
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.30 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sebco No. 5—With either round or flat head machine screws—

| | —Diameter— | | |
|---|---|---|---|
| Length | ⅛-in. | 3-16-in. | ¼-in. |
| 3-inch | 2.63 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

**TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $11.00; 38, $11.75; 31, $12.50; 32, $18.00; 48, $15.00; 62, $17.00; 112, $11.75.**

**TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.**

**Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.**

**Gopher—Western. 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.**
**Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.**

**Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.**

**Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.**

**TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.**

**TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25.**

**Flax—18 BB, 80c lb.; 24 BB, 80c; 18 BC, 90c; 24 BC, 90c; 36 BC, 90c; 1018 Bc, 90c; 1024 Bc, 90c; 1036 Bc, 90c; 30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.**

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 10.75 |
| 9 | 10.25 |
| 28 A | 4.25 |
| 29 A | 4.50 |
| 128 B | 4.50 |
| 129 B | 4.75 |
| 229 B | 4.75 |

**Wash Bowls**

| | |
|---|---|
| 07 | .25 |
| 08 | .30 |
| 7 | .40 |
| 8 | .50 |

**Covered Buckets**

| | |
|---|---|
| 11 | .20 |
| 12 | .30 |
| 13 | .35 |
| 14 | .45 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .85 |
| 2 | 1.00 |
| 3 | 1.15 |
| 04 | 1.25 |
| 30 | .85 |
| 40 | 1.00 |
| 600 | 1.75 |
| 675 | 1.85 |

**Milk Cans**

| | |
|---|---|
| 1 | .40 |
| 3 | .70 |
| 4 | .90 |
| 01 | .40 |
| 03 | .70 |
| 04 | .90 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 9.00 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 31 | .60 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .25 |
| 13 | .30 |
| 14 | .35 |
| 15 | .50 |

**Cups**

| | |
|---|---|
| 09 | .20 |
| 010 | .25 |
| 23 | .30 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .20 |

**Cutters**

| | |
|---|---|
| All sizes | .15 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .30 |
| 03 | .45 |
| 4 | .25 |
| 9 | .30 |
| 10 | .35 |
| 32 | .30 |
| 34 | .35 |
| 35 | .40 |
| 42 | .50 |
| 203 | .75 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .20 |
| 30 | .20 |
| 35 | .20 |
| 120 | .25 |
| 125 | .30 |
| 130 | .35 |
| 220 | .75 |
| 225 | .85 |
| 230 | 1.25 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .55 |
| 02 | .60 |
| 027 | .55 |
| 029 | .75 |
| 047 | 2.25 |
| 049 | 3.00 |
| 067 | 2.75 |
| 069 | 3.75 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .45 |
| 200 | .65 |
| 240 | .85 |
| 280 | 1.05 |
| 320 | 1.30 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.65 |
| 4 Melon | 2.25 |
| 08 Jelly | .15 |
| 15 Jelly | .35 |
| 61 Cake | .50 |
| 62 Cake | .65 |

**Dairy Pails**

| | |
|---|---|
| 10 | .90 |
| 12 | 1.00 |
| 14 | 1.10 |
| 40 | .35 |
| 60 | .45 |
| 80 | .50 |
| 100 | .55 |
| 104 | 1.25 |
| 105 | 1.50 |
| 120 | .65 |
| 124 | 1.50 |
| 125 | 1.65 |
| 140 | .70 |
| 144 | 1.65 |
| 512 | 2.25 |
| 514 | 3.00 |

**Bread Pans**

| | |
|---|---|
| 01 | .25 |
| 03 | .30 |
| 15 | .20 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 180 | .60 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .20 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.35 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 30 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 300 | .15 |
| 301 | .20 |
| 302 | .30 |
| 304 | .40 |
| 306 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .35 |
| 8 | .45 |
| 9 | .55 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .40 |
| 2 | .45 |
| 4 | .65 |
| 6 | 1.00 |

**Tea Pots**

| | |
|---|---|
| 240 | .35 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .30 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 3 | .20 |
| 10 | .40 |
| 20 | .50 |
| 33 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 123 | .65 |

**VALVES—**

**Standard Globe and Angle Valves—**

| | |
|---|---|
| ⅛ | .95 |
| ¼ | .95 |
| ⅜ | 1.00 |
| ½ | 1.30 |
| ¾ | 1.65 |
| 1 | 2.35 |
| 1¼ | 3.30 |
| 1½ | 4.55 |
| 2 | 6.90 |

**Standard Gate Valves—**

| | |
|---|---|
| ⅛ | 1.95 |
| ¼ | 1.90 |
| ⅜ | 1.90 |
| ½ | 2.05 |
| ¾ | 2.55 |
| 1 | 3.50 |
| 1¼ | 4.60 |
| 1½ | 6.25 |
| 2 | 9.25 |

**WAGONS—Boys'—**

**American**

| No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5 00 |

**Samson**

| | |
|---|---|
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

**Wagners—**

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 13.00 |

**Coaster—Star—**

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

**Mars-Wells—**

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

**WASHERS**—Cast Iron—Size ⅛ to 2, 18c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

**WASTE**—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

**WAX**—Floor 95c lb.

**WEANERS**—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11. 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

**WEDGES**—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

**WHEELBARROWS**—Brick—No. 10 B, $15.25 each; 20, $15.00..
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $17.00; 5, $19.00; 10, $25.00.

**WICKS—**
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

**WIRE—**

| Per 100 lbs. | Plain Fence. Black. | Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganite Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

**WIRE CLOTH**—See Cloth.

**WOODENWARE—**

| Spoons | | Trays, Chopping | |
|---|---|---|---|
| 13-inch | .15 | 0—10x18 ins. | .75 |
| 15-inch | .15 | 3—11x22 inch | 1.25 |

**WOOL**—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 30c each.

**WRINGERS**—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.00; 00, $5.25; 8, $5.25.

**WRENCHES—**

| | Agr. | Coes | Crescent | Stillson Trimo | Barcalo N. |
|---|---|---|---|---|---|
| 6-inch | 1.00 | 1.65 | 1.25 | 1.65 | 1.15 |
| 8-inch | 1.15 | 2.00 | 1.25 | 1.85 | 1.40 |
| 10-inch | 1.35 | 2.35 | 1.50 | 2.10 | 1.75 |
| 12-inch | 1.75 | 3.60 | 2.00 | .... | 2.65 |
| 15-inch | 2.15 | 4.15 | 2.75 | .... | 4.00 |
| 18-inch | .... | 5.35 | 4.00 | .... | .... |
| 21-inch | .... | 6.50 | 6.00 | 4.10 | .... |

**ZINC**—Full sheets, 35c lb.; less than sheets, 40c lb.

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# Quick Turnover and Good Profit

**Compare aluminum with other metals from which cooking utensils are made. The advantages of aluminum are instantly apparent. It has durability without weight, and is therefore easy to handle. It takes heat quickly and holds it long.**

**There is a merchandising advantage in stocking VIKO, The Popular Aluminum. The line is complete. It fills every stock need. The utensils are practical in design, and sturdily constructed. Viko is made from sheet aluminum, not cast or spun. The excellence of Viko quality combined with the popular Viko price makes for quick turnover and good profit. For dealer proposition**

***Ask Your Jobber***

**Aluminum Goods Manufacturing Company**
**General Offices: Manitowoc, Wisconsin, U. S. A.**
***Makers of Everything in Aluminum***

# VIKO
# The Popular Aluminum

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# Business Opportunities

**SALESMAN WANTED**

Hardware salesman for central California point with population of 1500. Address C. G. F., care HARDWARE WORLD.

**FOR SALE**

125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.

**FOR SALE CHEAP**

50,000 prs. 2x2 and 2½x2½ tight pin sheradized steel butts; 60,000 4½-in. Hinge Hasps. Union Steel Spec. Co., 5605 Wayne, Chicago.

**FOR SALE**

Good paying Hardware and Implement business in Sebastopol, Sonoma Co. Stock about $5,000. McB., care HARDWARE WORLD.

**WANTED**

Experienced general hardware road Salesman. Age about 30. State experience and record. Drawing account and bonus. Eastern Washington. Splendid opportunity for right man. Address XYZ, care HARDWARE WORLD.

**FOR SALE**

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

**FOR SALE**

Hardware and plumbing stock and business; new, clean and up-to-date, in a good live town of about 20,000 population in Southern California. Desirable place to live. $13,000 quick sale will handle. Address Geo. L. Wing, Banning, Calif.

**FOR SALE**

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

**FOR SALE**

One wanted to sell Coal, Gas Ranges, and ness in Rocky Ford, Colorado, one of the best towns of its size in the country, located in a prosperous irrigated section. Business in flourishing condition and increasing each year. Stock clean and bought at right prices. Business is clearing big money over and above salaries of proprietors. Low rent. Stock and fixtures will inventory about $17,000. No bonus asked. Proprietor wishes to retire. Anyone interested write for further particulars. Address Butterfields, Rocky Ford, Colorado.

**WANTED**

Someone who likes to do general shopwork, such as repairing tinware, making dryer pipe, plumbing, setting up machinery and helping in the store. Want someone who takes an interest in these things and is glad to do it. We live in a town of 250 people, with good school, churches, good surrounding farming country and good climate. Everything is congenial, but we would like to have someone who is a hustler and will be glad to look after the interests of the trade. Write, advising what salary is expected. Address S. & C., care HARDWARE WORLD.

**TRADE RHYMES $1.00**

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

**FOR SALE**

The best paying Hardware and Implement business in Fresno County, California. We make this statement with the full knowledge that such an assertion sounds broad, but evidence will be available to really interested parties. Address Hardware, care HARDWARE WORLD.

**SALESMAN WANTED**

High grade salesman calling on wholesale and large retail trade in Oregon and Washington to sell several leading factory lines, on commission. Socket Wrenches, Electric Lamps, Blow Torches, Towel Bars, Metallic Gas Tubing, Automobile Tubes, etc. Good opportunity for the right man. Add. H. G. E., care HARDWARE WORLD.

**POSITION WANTED**

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man, visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.

**FOR SALE**

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**FOR SALE**

Hardware, Electrical and Sporting Goods store. Established 38 years in one of the busiest growing sections of San Francisco. Owner wishes to retire. Bargain for cash buyer. Address Box 2744, care HARDWARE WORLD.

**POSITION WANTED**

As manager or assistant manager of a wholesale hardware house in a western state, age thirty-three, thirteen years' experience. Have worked in all departments from bottom to top; warehouse, stockroom, filling, packing, checking, shipping, retail, traveling, pricing and buying experience. Can handle men, am congenial, sober, etc. Correspondence solicited. Address F. B. M., care HARDWARE WORLD.

**FOR SALE**

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

**FOR SALE**

Hardware and plumbing stock and business; new, clean and up-to-date, in a good, live town of about 20,000 population in Southern California. Desirable place to live. $13,000 quick sale will handle. Address Geo. L. Wing, Banning, California.

**HARDWARE MAN WANTED**

Thoroughly experienced in all lines of General Hardware; single. $125 with board and room. Department Store, San Joaquin Valley. Address L. B. C., care HARDWARE WORLD.

**WANTED — HARDWARE SPECIALTIES**

We can give due consideration to selling Hardware Specialties to the trade on a commission basis. Address Starks Mfg. Co., 325 13th St., Oakland, Calif.

**FOR SALE**

Hardware Stock in good town 100 miles from Spokane. Invoice $6,000. Write for particulars. Address H. B. R., HARDWARE WORLD.

**WANTED**

Party with $15,000 or $20,000 cash to invest in established jobbing business in California, to take active part. Must give good references. Box 409, HARDWARE WORLD.

**FOR SALE OR LEASE**

Rolling Mill complete. 8, 10, 16 and 18 inch Mill for rolling steel and iron. Best reason for selling. With or without real estate. A chance of a lifetime. Address Box 43, care HARDWARE WORLD.

**SYSTEMATIZE YOUR STOCK BINS**

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

**WANTED**

Accountant not over thirty-five years old, experienced in hardware store work on single and double entry system, familiar with names and prices on hardware merchandise. Must be willing to travel extensively. State details of education, experience and salary expected. Address reply to Box 437, care HARDWARE WORLD.

**FOR SALE**

The only complete hardware stock in town of 2,000 for sale. Will invoice from $12,000 to $15,000. The business runs from $35,000 to $40,000 per year. Selling on account of old age; business established for forty-two years. Store and fixtures rent for only $70.00 per month. Fine climate, in one of the best and most prosperous sections of California. A good paying plumbing business is run in connection with it. Draws trade from a territory of from 25 to 30 miles. Address California, care of HARDWARE WORLD.

**TRAVELING SALESMAN WANTED**

On wanted to sell Coal, Gas Ranges, and Oil Stoves in Michigan. Also Salesman to sell Southeastern States. Address Box 220, care HARDWARE WORLD. Boatmans Bank Building, St. Louis, Missouri.

**COMMISSION MEN! LIVE WIRES!**

Prepare now for big earnings during 1921.

We want live, honest, conscientious commission men in every state—

WORKERS

Big commissions and full credit on all repeats. Exclusive territory on big selling, well advertised specialties. $20 to $75 per day can, and is being earned. Workers only. References necessary. Capital not necessary. Reliability insisted on. Address C. C. G., care HARDWARE WORLD.

**POSITION WANTED**

Hardware SALESMAN, nine years' experience, age 27, desires to connect with fast growing hardware concern as manager or buyer. Prefer Oregon or Washington. Would consider road. Best references. Address S. N. M., care HARDWARE WORLD, 1220 Boatman's Bank Bldg., St. Louis, Missouri.

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Exhibit "N"

# BLACK & DECKER

## No. 46 ELECTRIC COMPRESSOR

*"Compact and Reliable"*

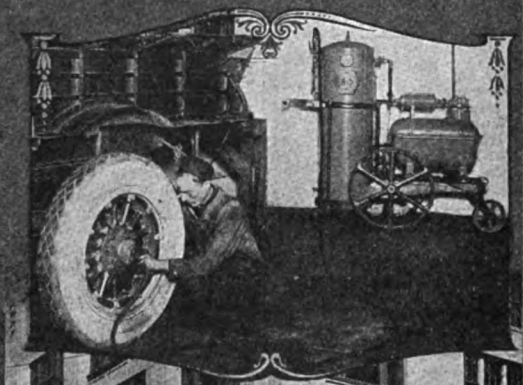
EVIDENCE

The S. S. Pierce Co., Boston, Mass., is one of the largest grocery houses in the country. They operate 45 pneumatic tired trucks and 30 automobiles, the inflation of which is being taken care of entirely by one Black & Decker No. 46 Electric Compressor (Portable Automatic Tank Outfit).

The picture below shows their fleet of pneumatic tired auto cars. The S. S. Pierce Co. have their own fleet station, of course, and twice a week at night every tire is tested and any registering less than full pressure are brought up to full inflation with the Black & Decker outfit as illustrated.

Mr. W. M. Clark, Superintendent of the S. S. Pierce Co. fleet station says:

"The Black & Decker No. 46 Outfit is absolutely satisfactory in every respect and does not give us a particle of trouble."





THE BLACK & DECKER MFG. CO.

TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.

Portable Electric Drills Electric Valve Grinders Electric Air Compressors

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill. Detroit, Mich. Cleveland, Ohio Buffalo, N. Y. Boston, Mass. Seattle, Wash. Los Angeles, Cal.


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# THE BUFFUM TOOL CO.

**LOUISIANA, MO.**

## High Grade Tools for High Grade Workmen

TO MR. BUYER:

## NEW GOODS

**ALL TOOLS ARE WARRANTED**

| | LIST EACH |
|---|---|
| No. 208-C "Special" Blued Chisel and Punch Set (8 tools) | $3.50 |
| No. 394 "Special" Blued Chisel and Punch Set (12 tools) | 3.50 |
| No. 285-C "Reliable" Polished End Chisel Set (8 tools) | 2.50 |
| No. 313 "Special" Blued Auto Punch Set (7 tools) | 3.00 |
| No. 313½ "Reliable" Polished End Auto Punch Set (7 tools) | 2.75 |

**Furnished with a Canvas Roll**

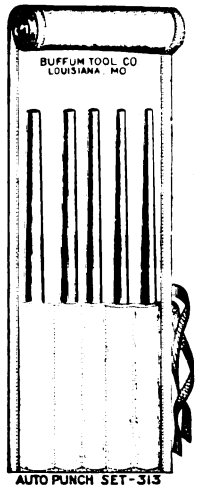



No. 208C




No. 285-C

**OIL FINISH BODY, POLISHED ENDS**




No. 313

## AJAX AUTO TOOL KIT

**in a Canvas Roll, Consisting of**

1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool .....
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel

**LIST PRICE $4.50**

**Write for Discount and Sample Tool Sets**

PROMPT SHIPMENTS PROMISED

**C. W. GAUSE CO., Western Sales Agents**
**693 Mission Street, San Francisco, Cal.**

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# Always keep a Can in Your Tool Kit




THE car-owner who fully **understands** the inconvenience and possible **dangers** of leaks in the water cooling system, always carries a can of "X" Liquid.

A leak in the radiator usually happens unexpectedly. Wherever one happens to be, it is best to have on hand the only **scientific** product that will make a **permanent repair** in a few minutes.

While the careful car-owner always carries along a can of "X" Liquid, the man who is still **wiser,** keeps "X" Liquid constantly in the water.

He then has the satisfaction of knowing that a leak can **never happen!** The "X" Liquid combines with the water, circulates freely, and repairs the leaks **before** they give trouble.

Furthermore, the same "X" Liquid that repairs leaks, also loosens the Rust and Scale from the cooling system walls. And so long as "X" is present, no **new** Rust or Scale can form. It works perfectly in alcohol or other reliable anti-freeze.

* * *

THE confidence of over 3,000,000 car-owners in "X" Liquid has been built up by repeated demonstrations of its value in repairing old leaks and preventing **new** ones. These car-owners know that soldering is risky, uncertain, and unscientific — whereas the "X" Liquid process is quick, safe, certain, and economical.

Whether a cooling system springs one leak or one hundred—whether these leaks are in the radiator, pump, waterjacket, gaskets, etc., "X" makes a **permanent** repair that stands 2000 pounds pressure.

Not alone does "X" save money on leaks; but by eliminating and preventing Rust and Scale it **improves cooling** and helps to get better **engine** performance.

### *Not a Radiator Cement!*

Don't confuse "X" Liquid with cements, flaxseed meals, or other "dopes" in powder or liquid form. "X" is a patented **scientific process.** It is used by the U. S. Government, Standard Oil Co., American Tel. & Tel. Co., and others whose standards are equally high. For safety's sake see that the big "X" is on every can.

### *To Dealers!*

It is recognized as good business to **concentrate** your capital and your efforts. Sell the one product that you are satisfied is **best** for your customers.

Over 25,000 dealers sell "X" Liquid. Many sell "X" exclusively. They find that it is not only the most satisfactory to sell, but leaves them a **good profit.**

### *Stock the Special Assortment!*

This assortment is a favorite with dealers everywhere. It consists of twelve 75c cans and six $1.50 cans of "X" Liquid. One $1.50 size can is included—FREE. This assortment costs $12.00. Sells for $19.50. Can be turned over many times a year. Ask your jobber, or write direct to us.

**"X" LABORATORIES**
**25 West 45th Street, New York City**
**Pacific Coast Branch**
**450 Rialto Building San Francisco**

"X" TRADE MARK

**Liquid makes all water cooling systems LEAKPROOF · RUSTPROOF · SCALEPROOF**

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No 10'20 S

# Hardware World

## · PLUMBING AND HEATING ·

NOVEMBER 1920


Hotel Sherman
Chicago



Municipal Building
New York





QUESTION—"Lasting Quality?"
ANSWER—Equipped throughout with

STANLEY
BALL-BEARING BUTTS

MADE BY

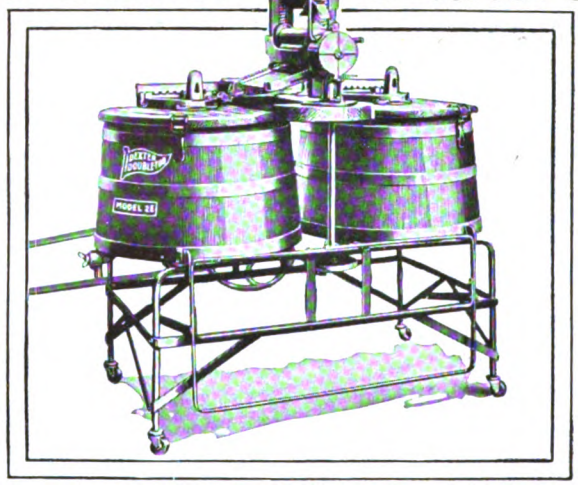
THE STANLEY WORKS

NEW YORK NEW BRITAIN, CONN. CHICAGO


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# Who Buys Dexter Washers?—No. 1







## The Farm Woman

THE farm woman is a keen judge of values. With a hundred other details requiring attention, the chance of "cutting washing time in two" strongly appeals to her. She is quick to appreciate the time and labor economy of the Dexter Double Tub—a complete washing unit which requires no stationary tubs or other special equipment. She has the crop money, too—she is one of your finest prospects for this popular, money-making Dexter model.

### The Dexter Double Tub

has complete washing gearing in both tubs—the equivalent of two washers in the space of one. But you can sell it for less than some single tub models.

It washes, rinses and wrings by power—all at the same time if desired.

Its sturdy wood tub and steel frame construction make it almost indestructible. It embodies only the finest of materials and workmanship.

Equipped for belt or electric power; equally practical for farm or city use—for large or small families.

### The Dexter Line

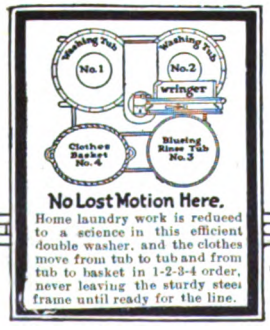
is complete. A large variety of models—electric, belt or hand power—enable you to meet every washer requirement. You need not carry various makes of washers or bother yourself with complicated matters of ordering, shipping and billing.

There is a comfortable margin of profit in Dexter washers that justifies concentrated sales effort—and you turn your money more often by having one complete line than various single numbers.

All Dexter washers can be furnished with 32-volt motor for use with farm lighting plants.

Our sales plan helps you interest your farm prospects in Dexter Washers and brings them in to see your demonstration. We have a special series of mailings for "The Farm Woman," "The Practical Housewife Who Does Her Own Washing," "Mothers Who Must Wash Frequently for Little Folks," and "Men Who Weigh Values."

Let us tell you how we are handling these special lists to make money for our dealers—also outline our attractive exclusive agency proposition.




**No Lost Motion Here.**

Home laundry work is reduced to a science in this efficient double washer, and the clothes move from tub to tub and from tub to basket in 1-2-3-4 order, never leaving the sturdy steel frame until ready for the line.

The new Dexter Catalog, fully illustrated and conveniently arranged for the use of Dexter dealers, is just off the press. You'll want it for reference, whether you sell Dexter washers at present or not. Shall we send you a copy?

# DEXTER

**THE DEXTER COMPANY—Fairfield, Iowa.**

Warehouses at Columbus, Albany, Peoria and Nashville.

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# A MANILA ROPE for EVERY PURPOSE

**The Whitlock line of Manila is unique; it offers to Jobbers and Dealers a Rope to meet every competition whether on quality or price—and to users a rope suitable for any purpose.**

**Our line consists of three grades of Manila Rope, each 100% pure—we make no mixed Manila—as follows:**

The Rope that Endures
WHITLOCK
ALL-MANILA

## WHITLOCK ALL MANILA

This is strictly a quality article guaranteed superior to Government Standards in quality of fibre, yardage, strength and tare. It represents "The Utmost in Rope Value," and is worth all it costs.

ATLANTIC
PURE
MANILA

## ATLANTIC MANILA

A high grade rope in every particular, made in the same careful manner as our Whitlock brand. It enables a dealer to meet other makes of rope offered as first grade but at a cut price, and will usually prove equal or better value.

We guarantee the yardage and breaking strength to equal Government Standards.

Merchant
100%
Manila

## MERCHANT MANILA

Distinctly superior in appearance, strength and wear to the Hardware grade—whether made of New Zealand hemp or a mixture of Manila and other fibres—to which dealers have been accustomed.

100% pure Manila and made according to Whitlock Standards, it represents a saving in first cost and in many cases answers the purpose of our other grades.

**Whitlock Quality can be bought only with our trademark stenciling and guarantee tags, but on the other two grades distributors may use a brand of their own choosing, if preferred.**

**Each grade is guaranteed by us to give satisfaction and is warranted as to material and workmanship.**

***Either you are satisfied or we are not***

# WHITLOCK CORDAGE COMPANY

**46 South Street, New York**

**Chicago Office: 1303 Chamber of Commerce**

**Kansas City Branch: 512 Railway Exchange Building**


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# Hardware World


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Volume XV NOVEMBER :: 1920 Number 11

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Boatmen's Bank Building Broadway and Olive, St. Louis, Mo.

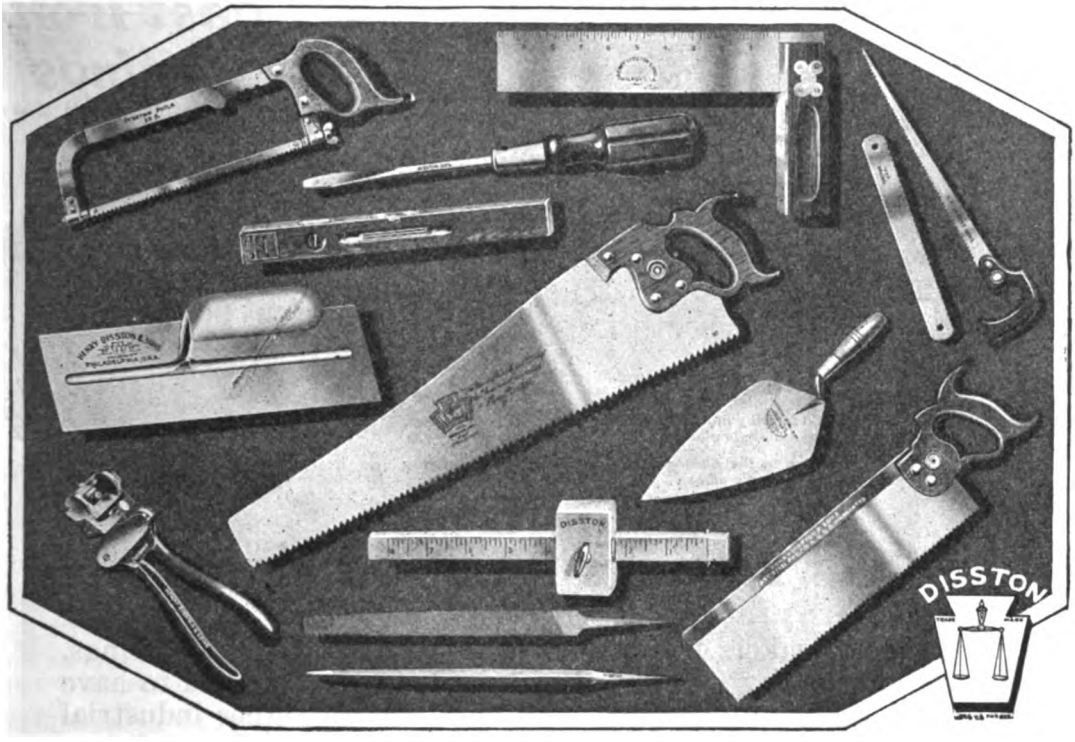
624 Higgins Bldg. Los Angeles

220 Pacific Bldg. Vancouver, B. C., Can.


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# DISSTON

## SAWS AND TOOLS




## Every Home Needs Some of These Tools

The day of useless gifts at Christmas time has passed. Most people choose articles of practical value for their presents.

And what is more valuable than a good saw or tool? With good tools any man can do practically all the repair work around his house.

Most home workers find a lot of fun in doing their own work, too—in sawing a tough, knotty board with a saw so keen and well balanced that it bites its way through with little effort.

Even driving home a screw gives pleasure, providing the screw driver has a handle that will not turn on itself or slip—one that fits the palm.

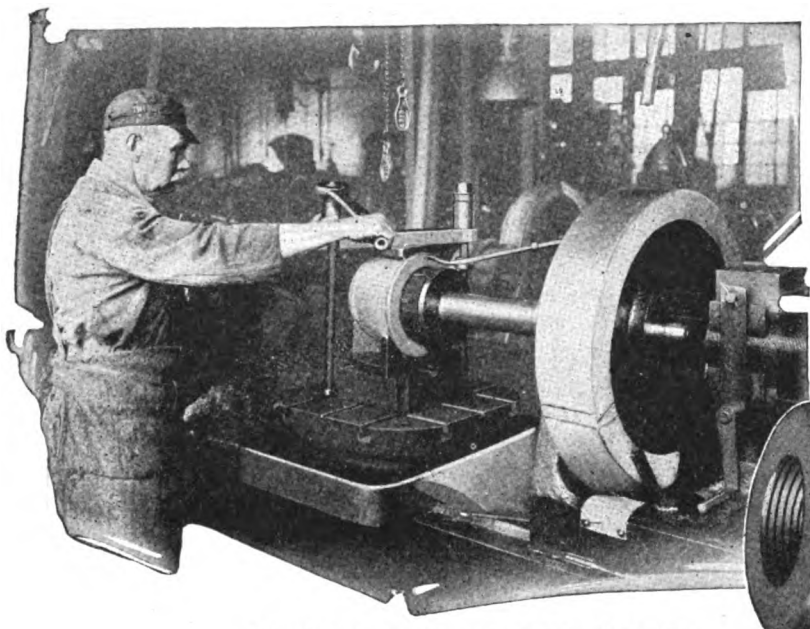
Disston advertising throughout the country is telling the home owner the advantages of owning the best tools. Such papers as The Saturday Evening Post, Popular Mechanics and the Farm Journal are reaching hundreds of thousands of homes. Link your arguments with these. The home owner wants the best for his home.

And this is a mighty good time to help him choose wisely—choose things that are useful and things that are the best in the line.

**HENRY DISSTON & SONS, Inc.**

**General Offices, Philadelphia, U. S. A.**

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*12-inch tapping machine used for tapping 12" to 8" tees, elbows and angle elbows.*

*The man in the photograph is tapping an 8" cast iron 45 degree angle elbow.*

*Look for the* **G** *on all cast iron fittings*




# "G" Fittings must be right!

Unlike most makers we are big users of our own pipe fittings. Fact is, that's why we started making fittings. We had to have fittings for our automatic sprinkler systems and other industrial piping equipments—fittings that were 100 per cent right. So we got busy making our own. "G" fittings are the result.

You'll find no "come backs" on these Grinnell Perfect Fittings.

Every single "G" fitting is twice inspected—once in the blank—once after threading.

Why not satisfy your customers with fittings made to meet our high standards?—Satisfied customers are the foundation of successful business.

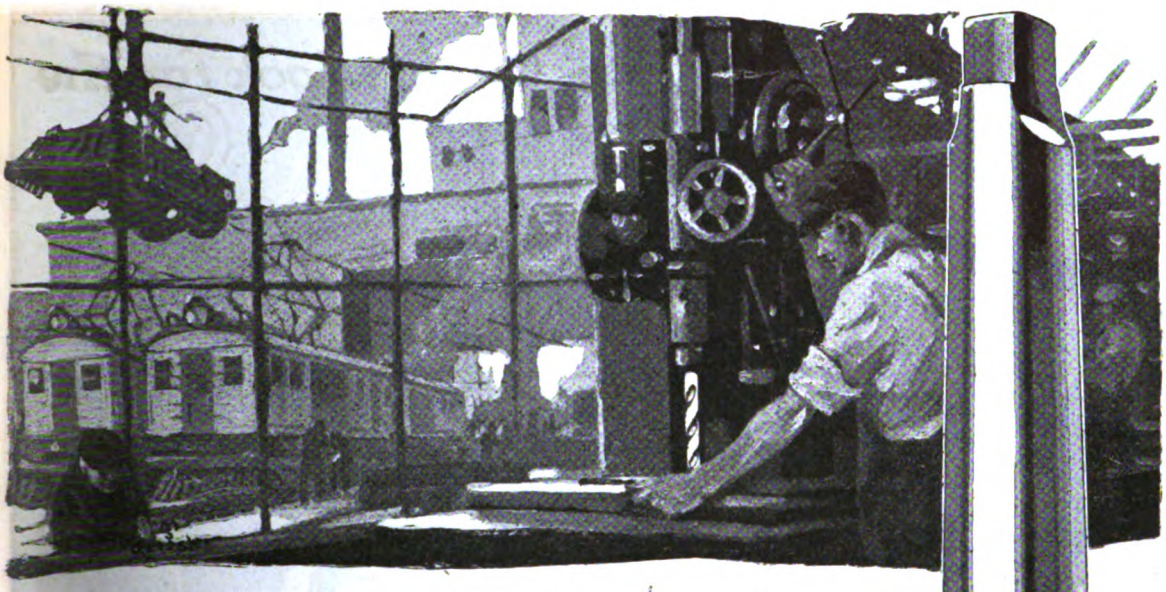
In addition to fittings and valves we are prepared to cut and thread pipe to sketch.

**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**


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## Relation of Holes to Modern Marvel—The Electric Locomotive

A glance at the construction of an electric locomotive—the Z bars and the angle irons—the center channels and the cross-sills—and the steel plates which form its structure—and the gusset plates, the knee braces and the rivets which strengthen its construction—will reveal the myriad accurate holes required to assemble it.

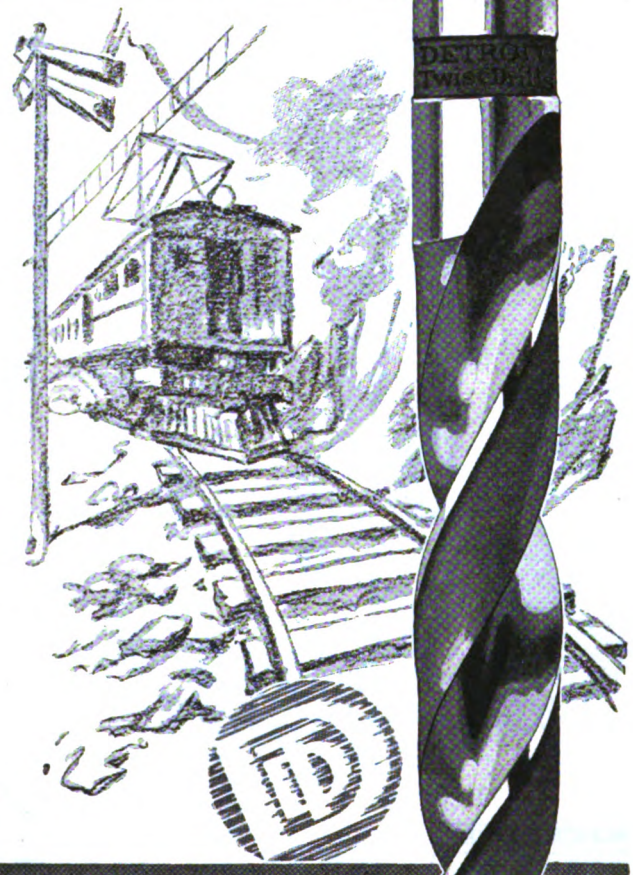
It is interesting to know that the importance of accurate drill holes is emphasized not only in our modern units of transportation, but also in almost every utility that contributes to any great extent to the comforts of our daily life.

And the manufacturers of electric locomotives, which must be built staunchly to resist effectively the continuous stresses from coupling, use Detroit Twist Drills because these drills give more accurate holes with less regrinding and with less cost for power

*Specify Detroit Twist Drills in Your Next Order for Drills*

**Detroit Twist Drill Company, Detroit, Mich.**

New York Sales Office: 45 Warren Street



# DETROIT TWIST DRILLS

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# Good Plans—Good Tools—Good Work

All three are essential parts of a satisfactory job. We emphasize "Good Tools" because they are our share—and yours. When a tool-fan comes into your store, watch his eye light up when you show him your line of Millers Falls Tools. Be he an amateur or seasoned workman, he recognizes evidences of good workmanship in Millers Falls Tools—carefully cut gears, well-polished wood and metal, the right balance of the whole tool.

Our series of advertisements in The Saturday Evening Post—two of them are reproduced here—are bringing home to craftsmen the **human** things about their drills and braces; their responsiveness; the way they help to gratify the instinctive desire to make things.

Emotion—the human interest in anything—is the real stimulus to action. It is stimulating Millers Falls sales — **your** sales, if you stock and display Millers Falls Tools.

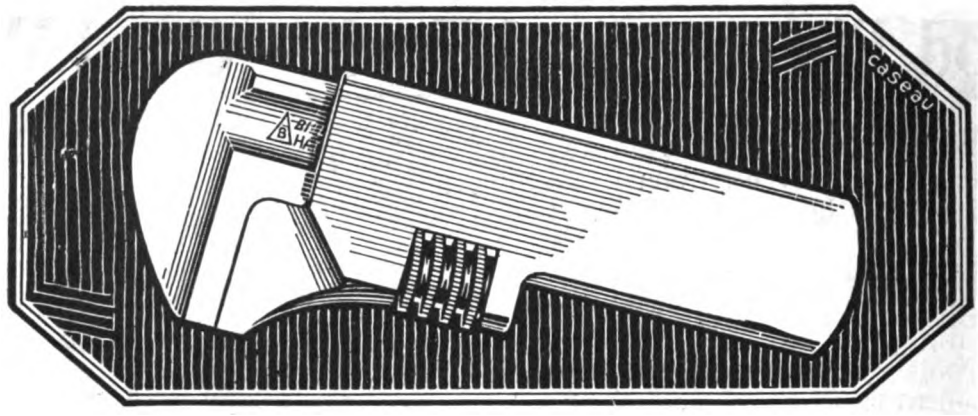
"How to Sell Tools" is interesting reading. Ask us for a copy.

**MILLERS FALLS COMPANY**
**MILLERS FALLS, MASSACHUSETTS**

*Makers of Millers Falls and Universal Hack Saw Blades*




Digitized by Google



THIS stocky little Model 97 Wrench isn't much longer than the width of your hand but it opens to a nut nearly half its own size and does the job every time. Billings & Spencer quality, of course.

"RELY ON ME"

# THE BILLINGS & SPENCER CO.

HARTFORD, CONN.

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# Nu Jamb Spring Hinges

Bring you more sales and greater profits. Contractors and architects write them in their specifications. They save both time and money

*Write your jobber or ask us about the line*

## Lawson Manufacturing Company

**Eastern Representative**
**JOHN H. GRAHAM & CO.**
**113 Chambers St. 95 Reade St.**
**New York City**

**230 West Superior Street,**
**Chicago, Illinois**

**Pacific Coast Representative**
**C. N. & F. W. JONAS**
**Los Angeles San Francisco**
**Seattle**

**LAWSON MANVFACTVRING CO.**

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*This card (12x15 inches) in colors—blue and black—is equipped with easel and is suitable for either counter or window display. If used on your counter, it will take up but little room and will put across an important message to your trade. These cards, in any quantity, will be furnished McKinney dealers upon request.*

# For *Your* Counter

This display card on your counter or in your window marks your store as McKinney Headquarters. It tells your customers you carry the McKinney lines. A nation-wide advertising campaign is increasing hinge interest and McKinney Hinge Sales.

Display this colored card! Let everyone who enters your establishment know you sell standard products. Get real value from McKinney advertising. Make it pay you! This attractive card will be forwarded upon request—in any quantity you desire.

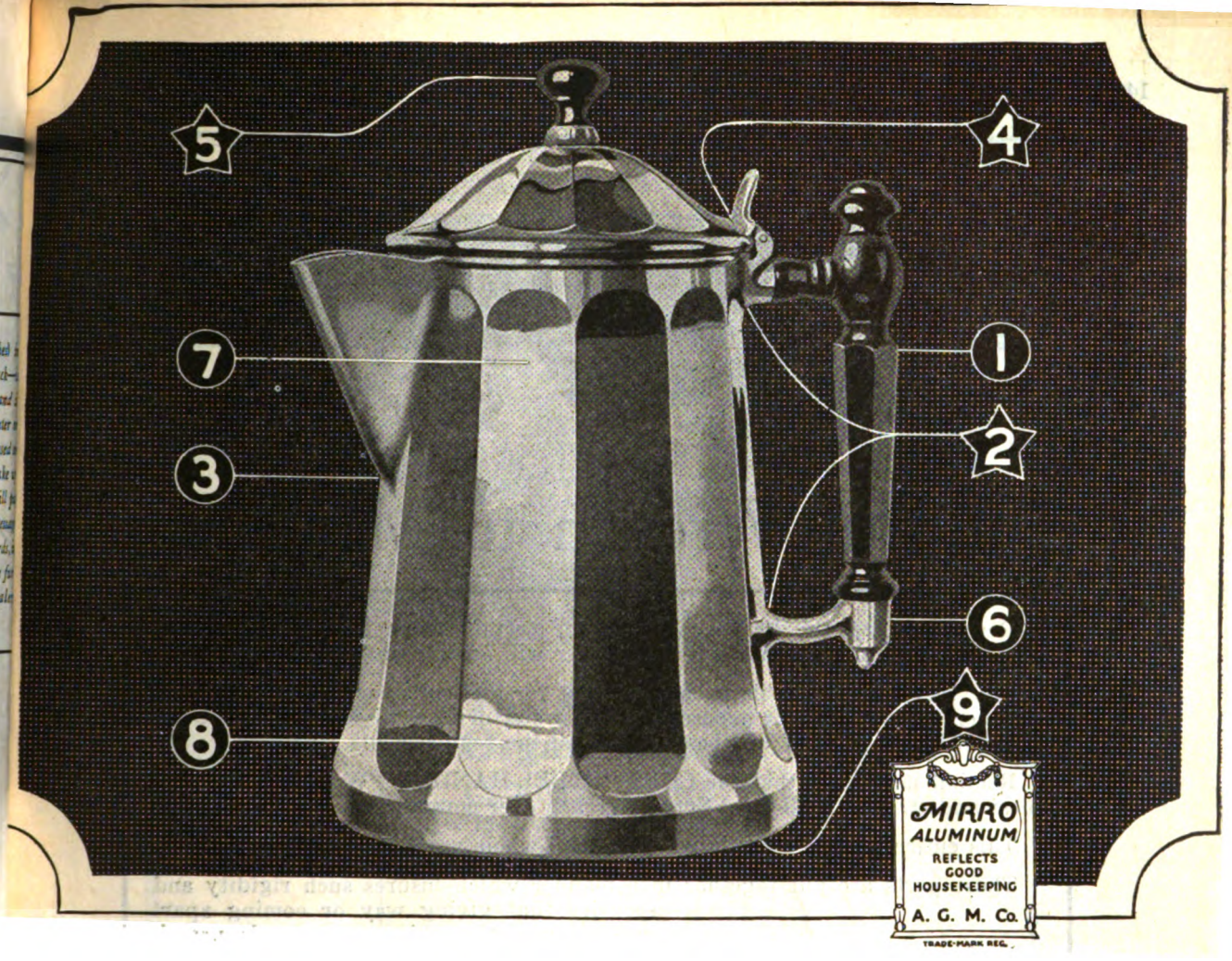
McKINNEY MANUFACTURING CO., Pittsburgh  WESTERN OFFICE, State-Lake Bldg., Chicago

*Export Representation*

*Also manufacturers of McKinney garage and farm building door-hardware, furniture hardware and McKinney One-Man Trucks.*

# McKINNEY
## *Hinges and Butts*

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# For Christmas Hospitality, Mirro

Full worthy the steaming, fragrant beverage proffered the honored Christmas guest is this Mirro Aluminum Coffee Pot. It is bright and shining as a frosty Christmas morn. Coffee poured from its silvery depths takes on added temptingness.

Being of the Mirro family, it is durable, too, of course. All Mirro Aluminum is sturdily constructed. It will wear a lifetime.

And the Mirro features of convenience are unique. You do not find them in ordinary aluminum ware. Note, for instance, the features of this Mirro Aluminum Coffee Pot:

(1) The sure-grip, ebonized, detachable handle which insures comfortable handling and easy pouring. ☆(2) Handle sockets are welded on, as are also the spout (3), and the combination hinge and cover tipper ☆(4).

☆(5) The rivetless, no-burn, ebonized knob. This, with the other star features 2, 4 and 9, belongs exclusively to Mirro.

(6) Flame guard protects handle when the pot is on the stove. (7) The famous Mirro finish. (8) The rich Colonial design. ☆(9) The well-known Mirro trade-mark, stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Remember, this trade-mark is a symbol of master-craftsmanship acquired through nearly thirty years' experience in the making of better aluminum ware.

Look for Mirro Aluminum everywhere at the leading stores.

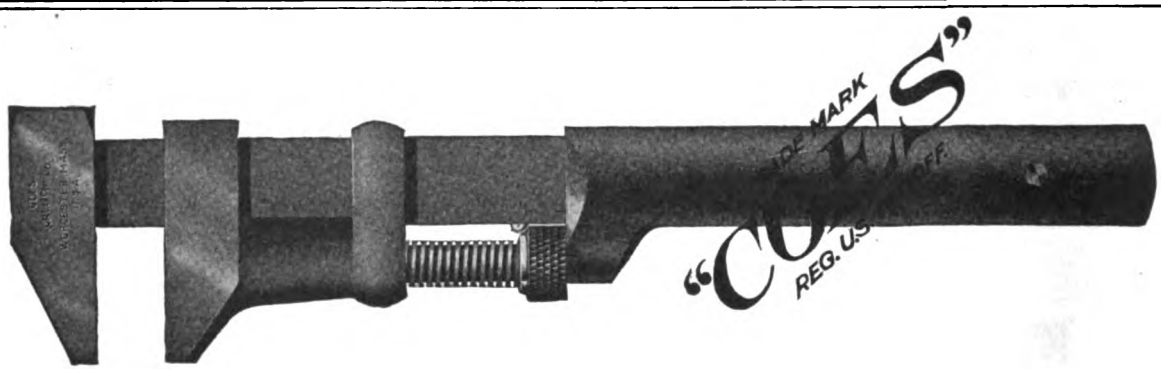
Send for miniature catalog.

**Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U.S.A.**

*Makers of Everything in Aluminum*

# MIRRO ALUMINUM
## Reflects Good Housekeeping

*The advertisement reproduced above will appear in the Christmas issues of the Ladies' Home Journal, Woman's Home Companion, Good Housekeeping, and McCall's Magazine—full page size in each.* More than five and a half million women read these magazines. They are [illegible] who hold the purse strings, and do the buying, for as many families. Naturally, they will be influenced in their purchases by Mirro advertising




# Sell This Wrench to Mechanics

Recommending the Proper Wrench for certain work is as important as selling the Right Key with a lock—neither will answer unless they fit.

It is therefore advisable to suggest that for difficult work in damp places, or where the tool will be exposed to heat, water or insects—a COES "STEEL-HANDLE" WRENCH will best answer all the requirements.

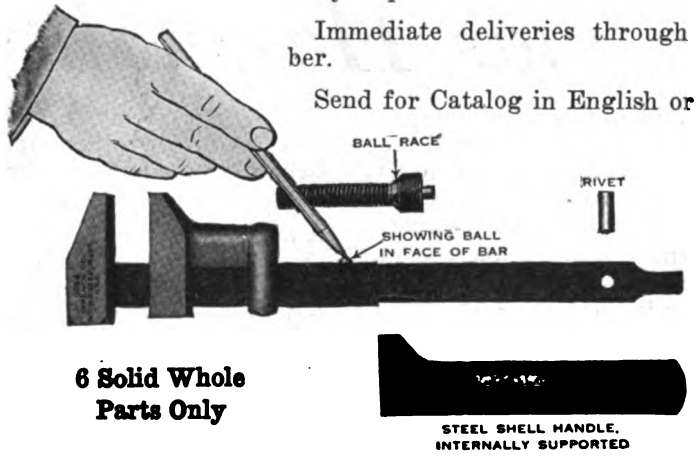
Remind mechanics that the COES "STEEL-HANDLE" Wrench is the simplest and strongest All-Steel Screw Wrench ever constructed.

This entire wrench is made with six solid whole parts only, as shown below.

These parts are put together in a manner which insures such rigidity and security that giving way or coming apart under severest working pressure is practically impossible.

Immediate deliveries through your Jobber.

Send for Catalog in English or Spanish.




**6 Solid Whole Parts Only**

## COES WRENCH COMPANY

**Established 1841**

**WORCESTER, MASSACHUSETTS**

**AGENTS**

**J. C. McCarty & Co.**
**29 Murray St., New York**

**Pacific Coast Agents**
**John H. Graham & Co.**
**268 Market St., San Francisco**

**John H. Graham & Co.,**
**113 Chambers St., New York**

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# ATKINS
## SILVER STEEL SAWS



## The Atkins Organization

E. C. Atkins located his saw factory in Indianapolis in the late fifties.

He surrounded himself with men who proved to be real experts in saw manufacturing.

Many employes have been with the firm for nearly a half century.

The combined period of service of the men in this picture is 134 years.

They are without a peer in their work of making

*"A Perfect Saw for Every Purpose"*






**E. C. Atkins & Co., Inc.**

Est. 1857 *"The Silver Steel Saw People"*
Home Office and Factory, Indianapolis, Ind.
Canadian Factory, Hamilton, Ontario
Machine Knife Factory, Lancaster, N. Y.

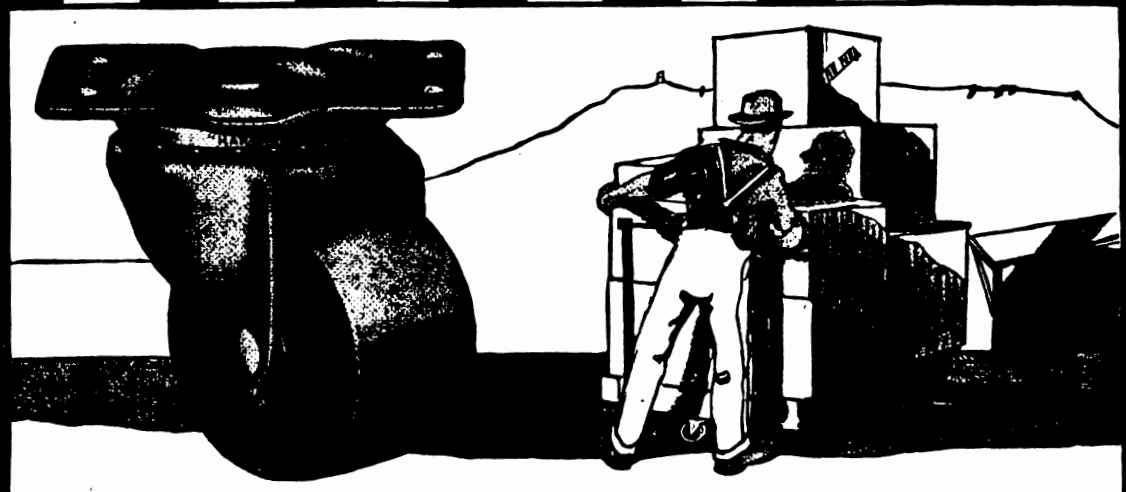
*Branches carrying complete stocks in the following cities:*

Atlanta New Orleans Chicago
Memphis New York Portland, Ore.
Minneapolis San Francisco Seattle
Paris, France Sydney, N. S. W
Vancouver, B. C.




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# B A S S I C K



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?




## The Bassick Company

Which is a consolidation of—
*The Universal Caster & Foundry Works*
*The M. B. Schenck Company*
*The Burns & Bassick Company*

*Write for descr'ptive circular No. 200 W*

General Offices
BRIDGEPORT - CONN.

# P R O D U C T S


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# AMERICANS WIN OLYMPIC VICTORIES

WITH

# Remington

TRADE MARK

## Metallic Cartridges

THE American Rifle Team, shooting with Remington Palma 180 grain .30 caliber Springfield cartridges and United States Army service rifles, won the big military team match at 300 and 600 meters distance, scoring 573 out of a possible 600 points. There were 14 competing teams.

The American Rifle Team was first in the free rifle team match with any rifle and any ammunition with a score of 4873, out of 6000, shooting Remington .30 caliber cartridges.

The American Rifle Team was first in the 300 meter match with a score of 289 out of 300, using Remington .30 caliber cartridges.

Commander C. T. Osburn, United States Navy, won the individual 300 meters off-hand rifle event with a score of 56 out of 60, shooting Remington .30 caliber cartridges.

The American Pistol Team, shooting Remington .22 caliber Long Rifle Lesmok cartridges, won the 50 meter pistol team match with a score of 2374 out of 3000.

Karl T. Frederick, of New York City, was the winner of the individual pistol match with a score of 496 out of 600, shooting Remington .22 caliber cartridges. Senhor Da Costa. of Brazil, was second, 489, and Alfred P. Lane, of New York City, third. 482, both using Remington .22 caliber cartridges.

The American Revolver Team, shooting Remington .38 caliber S. & W. Special cartridges, won the 30 meter military revolver team match, scoring 1309 out of 1500.

Guilherme Paraeuse, of Brazil, won the individual 30 meter military revolver match, scoring 274 out of 300, with Remington .38 caliber cartridges. Raymond C. Bracken, of Columbus, Ohio, was second, 272, and Karl T. Frederick, of New York City, third, 266, both using Remington .38 caliber cartridges.

Both the Brazilian and French Pistol and Revolver Teams used Remington ammunition.

REMINGTON UMC

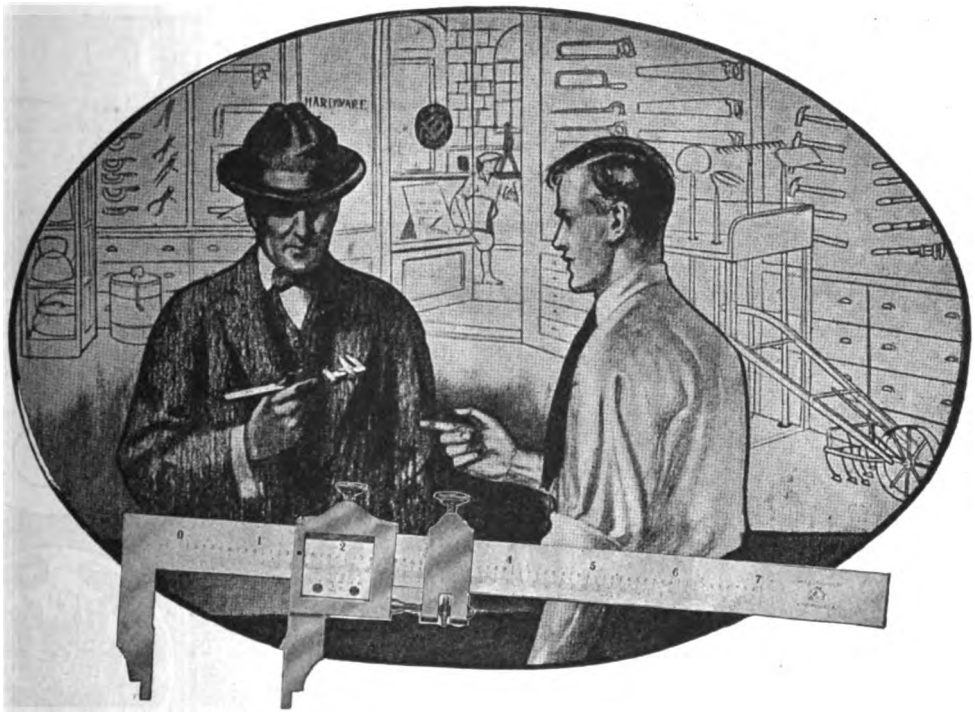
**Remington .30 caliber Springfield ammunition was selected in the official Government test at Sea Girt in May for use by the American Rifle Team at Antwerp.**

REMINGTON UMC


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## You can measure 'most anything with Starrett Tools—except the satisfaction they give the men who buy them.

That's what counts in a sale—satisfaction. It brings buyers back to your store again and again, and changes "drop-ins" to steady customers.

For forty years, Starrett Tools have been giving a full measure of satisfaction. Machinists, toolmakers—every man who uses precision tools knows Starrett Tools and Starrett Hack Saws.

They never get a chance to forget them, for Starrett national advertising is a constant reminder. That's why there is a steadily increasing demand for Starrett Tools and Hack Saws. The business of Starrett dealers is always growing, because the Starrett service brings buyers right to their stores.

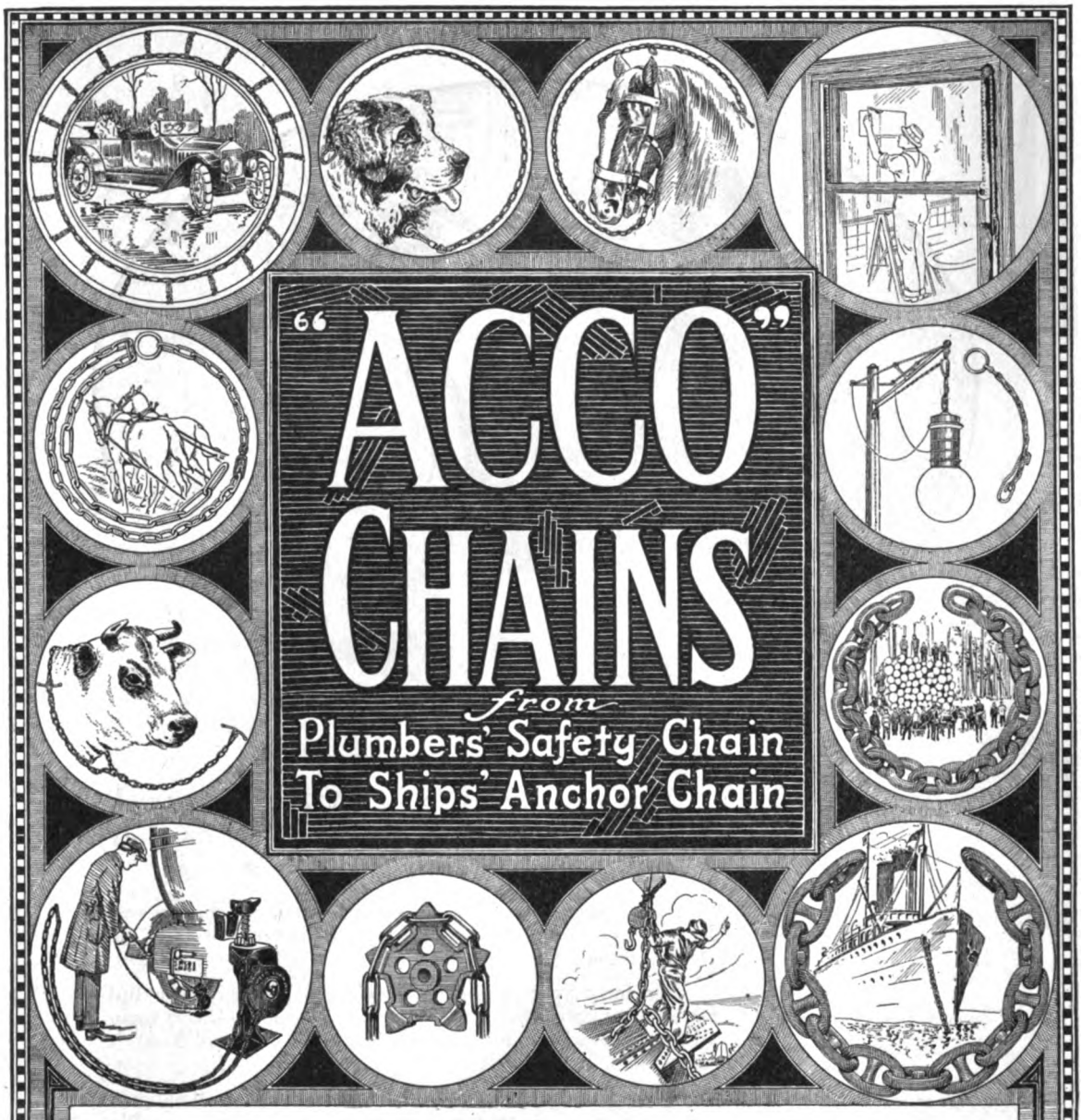
"The Tools Mechanics Buy" is full of good tips about winning friends through selling Starrett Tools, and it's snappy, interesting reading, besides. Write for free copies for yourself and your clerks.

THE L. S. STARRETT COMPANY
*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*
ATHOL, MASS.

42-82

**Sell Starrett Tools**

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# The Complete Chain Line

## Weldless, Electric Welded, Fire Welded
## All Sizes, All Styles, All Finishes

## AMERICAN CHAIN COMPANY, INC.

BRIDGEPORT, CONN., U. S. A.

In Canada: Dominion Chain Co., Ltd., Niagara Falls, Ont.

General Sales Office, New York City

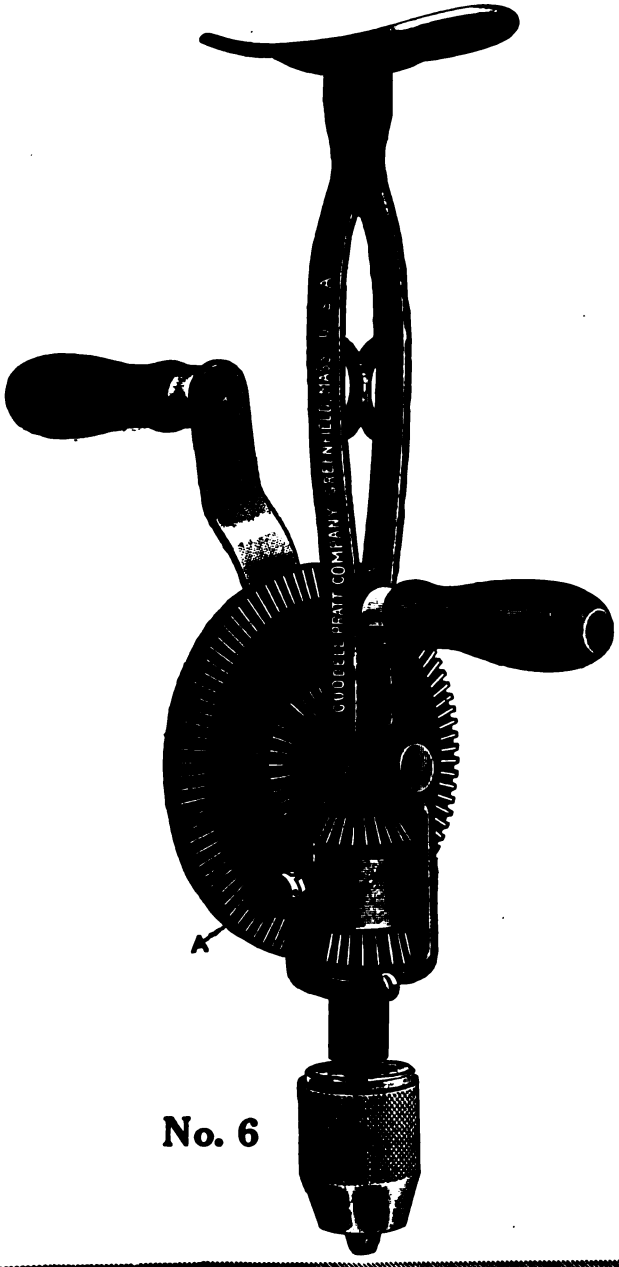
District Sales Offices: Chicago, Pittsburgh, Boston, Philadelphia, Portland, Ore., San Francisco

A·C·C LARGEST CHAIN MANUFACTURERS IN THE WORLD A·C·C

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# GOODELL-PRATT

## 1500 GOOD TOOLS




No. 6

# Breast Drills

*THE BIG, COMPLETE LINE*

## 28 Styles

## *Two Important Facts*

They have the Quality the user demands and yield the profit the seller expects.

## *A Profitable Plan*

A good variety of one make reduces your selling expense and increases your profits.

***We manufacture a great variety of tools for the toolmaker, motorist and carpenter***

**Goodell-Pratt Company**

*Toolsmiths*

**Greenfield, Mass., U. S. A.**

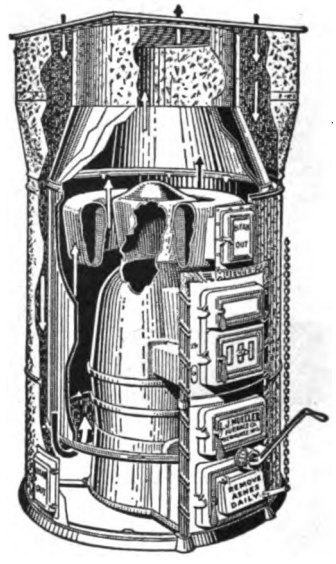
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# Putting High Powered Publicity Behind a Big Selling Opportunity

FROM the Atlantic to the Pacific, thousands of Mueller merchants in practically every state in the union are profiting, and profiting **big,** by an unparalleled selling opportunity.

High fuel costs and fuel scarcity have awakened people everywhere to a keen realization of the necessity of efficient heating systems.

And because the Mueller, the "Big 3," Pipeless Furnace, has proved its heating efficiency and big fuel saving under every test, it is the logical choice of thousands of home owners who are replacing antiquated, fuel-wasting stove heaters with this modern heating system.



Three big, exclusive construction features, the "Big 3," have definitely established Mueller superiority — have made it famous throughout the country.

Mueller advertising in big attention-compelling advertisements, is driving home these three vitally important features and giving the Mueller a supremacy which means greater sales and more profits to every merchant who handles the

## MUELLER

### *The "Big 3"*
### PIPELESS FURNACE

***Write for Details...*** Learn how the big Mueller advertising is being run regularly in a list of powerful, influential farm papers and how this advertising is being supplemented by valuable selling helps for the merchants' direct use. See for yourself what we are doing to make the Mueller known to every home owner in your community. Cash in on this big opportunity. Write us — before you close your store tonight.

## L. J. MUELLER FURNACE CO.

**Makers of Heating Systems of All Types Since 1857**

**233 Reed Street, Milwaukee, Wis.**

**DISTRIBUTORS**

**The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.**

**Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.**

**Richards & Conover Hardware Co., Kansas City, Missouri, and Oklahoma, Okla.**

**Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska, and Denver, Colo.**

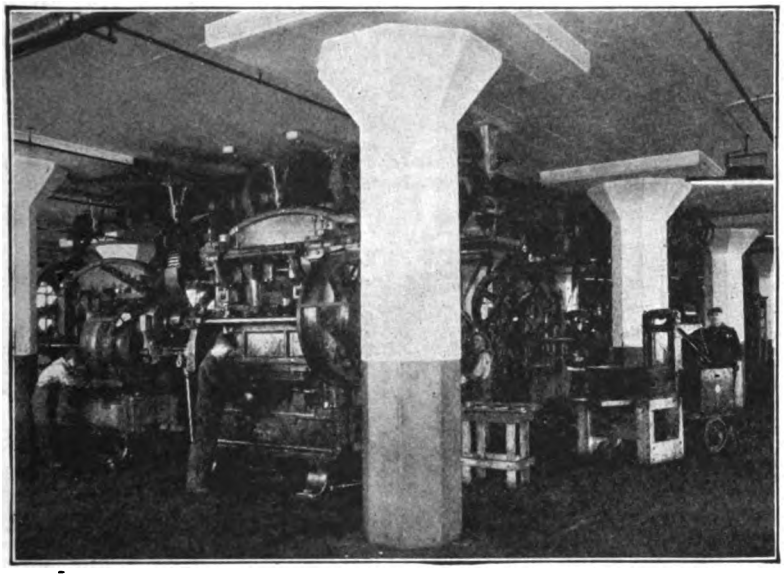
**The Jackson Hardware Co., Aberdeen, So. Dakota.**

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn.; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Omaha, Neb.; Portland, Ore.; Wenatchee, Spokane, Seattle, Wash.

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# Just Step Inside the Factory

Here are some of the immense presses, in fact they are the largest ever made for this class of work. They stamp out the sheet steel parts for Nesco Perfect Oil Cook Stoves.



Further back are more larger presses and many smaller ones, also pipe cutting and forming machines and various electric welding machines. Many machines were specially designed and built up for

## NESCO PERFECT

## Oil Cook Stoves

just to make as near perfect as possible the particular part of the work assigned to them.

In a small space is a battery of eight presses with conveyors and chutes to carry parts from one press to another. Here are made the wonderful burner bowls. They are seamless of course. Precision is an essential; for example, the feed hole is placed within a small fraction of an inch, a final extra operation on the top makes the surface smooth and even all round so that the chimneys will properly seat. In fact, every operation has been studied out to a nicety and is kept exactly right.

That means a finished product that goes out to you and from you to a customer without any come back kicks.

Start now to place your order for your 1921 requirements. Today is none too early.

Ask your jobber for full particulars about Nesco Perfect Oil Cook Stoves.

**National Enameling & Stamping Co.**

Granite City, Ill.
Chicago
New York
New Orleans
Milwaukee
Philadelphia

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# That's a File!

The involuntary, enthusiastic verdict, of every man who is experienced in filing—"That's a File," when he tries a NICHOLSON FILE. The more he expects of a file, the more he values its fast, smooth cutting from the first stroke.

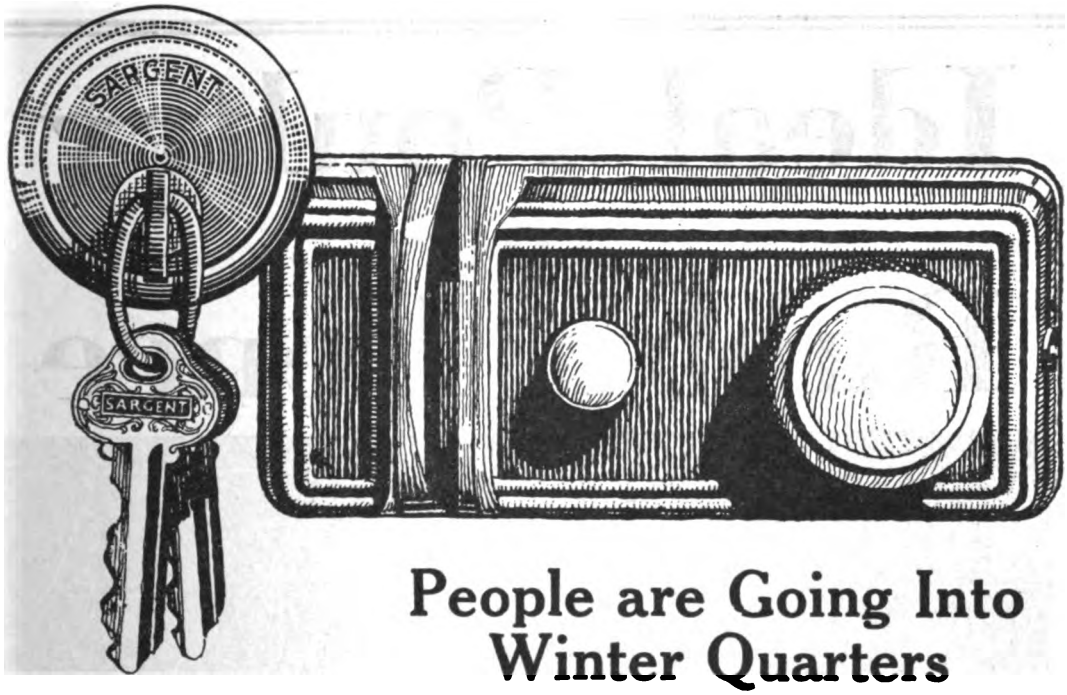
## NICHOLSON FILES

are made in the world's largest file factory. Inventive genius, exact science and perpetual, pervading care contribute to the production of ready-sharp, 100% UNIFORM files of 6,000 kinds—a NICHOLSON FILE for every purpose.

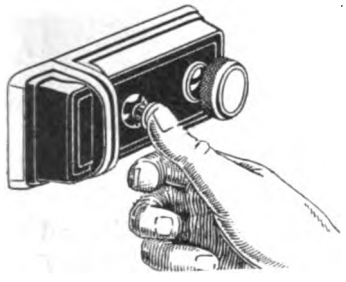
# NICHOLSON FILE CO.

## PROVIDENCE, R.I., U.S.A.


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# People are Going Into Winter Quarters





With the advent of Fall, people begin on those little odd jobs around the house preparatory to making themselves comfortable and secure for the winter.

This is the time to let your customers know that you carry Sargent Cylinder Day and Night Latches.

It is surprising, when you think of it, how a small article like a latch, when properly merchandised, will boost turnover.

Think of all the doors in your neighborhood which have insecure fastenings—not only those on dwellings, but store doors and apartment doors. Every one is a sale if you go after it.

For safety, security and strength, Sargent Cylinder Day and Night Latches have no equal. They have many special features, chief of which is the PUSH BUTTON STOP, found only in Sargent Day and Night Latches. They are simple, convenient and safe, and there is no possibility of their getting out of order by forcibly closing the door.

Make Sargent Day and Night Latches your standby. Keep them before your customers, and before your salesmen as well.

## SARGENT & COMPANY

Hardware Manufacturers

New Haven, Conn.

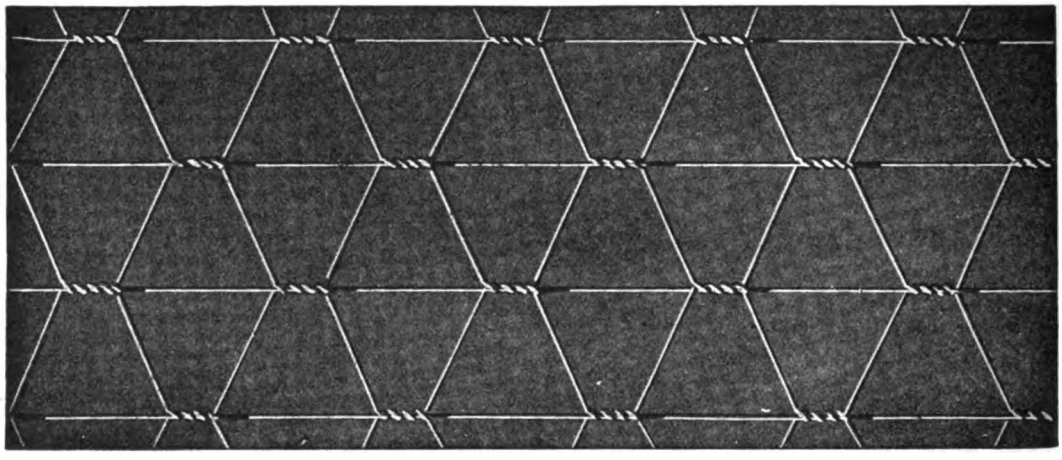
New York Chicago

SARGENT

LOCKS AND HARDWARE

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# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

**UNITED STATES STEEL PRODUCTS COMPANY**

**SELLING AGENTS**

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition


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# The GUARANTEED ROPE

## "Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."




**COLUMBIAN ROPE COMPANY**
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York, Baltimore, Chicago, Houston, Boston

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*Montgomery Hotel, San Jose, Cal. Built in 1911. Main cornice and all other sheet metal work of Toncan Metal is in excellent condition today. William Binder and Ernest N. Curtis, Architects, Z. O. Field, General Contractor, Rulofson Metal Window Works, Sheet Metal Contractors*

# "It Has Given Satisfaction"

Hundreds of letters in our files tell the same story—Toncan in splendid condition after years of service.

Here is what William Binder and Ernest N. Curtis of San Jose have to say of Toncan.

> **"Considerable 'Toncan' Metal was used in the construction of the Twohy Bldg., and the Montgomery Hotel. To date it has given satisfaction, as have a number of other and earlier installations."**

Truly "Users Know" that "Toncan Metal Lasts"—"Costs less per year of service," "Gives real satisfaction." Ask nearest distributor for further information.

## The Stark Rolling Mill Co., Canton, Ohio

COAST DISTRIBUTORS

**THE FAILING-McCALMAN CO.**
**Portland, Ore.**

**THE BERGER MFG. CO. OF CAL.**
**San Francisco, Los Angeles**

**HOLBROOK, MERRILL & STETSON**
**San Francisco. Los Angeles**

Build for Bigger Better Business with TONCAN METAL Lasting Economical Satisfactory-USERS KNOW

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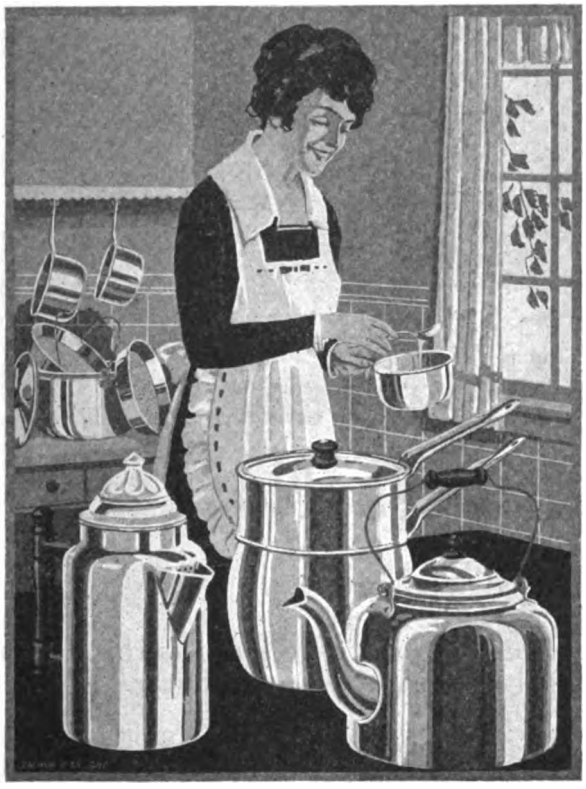
# MAKE YOUR SALE A SUCCESS

*Handle*

# *American Maid Aluminum Ware*

*The Popular Price Line*

*A Good Sales Feature*



*A Quick Profit Maker*

## *"American Maid"*

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

**American Maid Line**

Mr. Dealer: You will find every housewife an enthusiastic buyer for

**American Maid Ware**

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

**Ask Your Jobber for American Maid Aluminum Ware**

**Manufacturers**

## *ILLINOIS PURE ALUMINUM CO.*

**LEMONT, ILLINOIS, U. S. A.**


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# Harvester Hay Tools

# Insure Your Next Year's Hay Tool Business Now

Here's business that's bound to be good *every* year. Come what may, the farmer raises a crop of hay and hay always means a demand for good hay tools.

"Harvester" Hay Tool business always means a ready sale, a satisfied customer, and a fair profit. Through years of experience, thousands of farmers know that buying "Harvester" Hay Tools is a sound investment in dependable service. And through a similar period of time thousands of dealers have learned the certainty of profitable business this line insures for them year after year.

Right now is none too early to insure this 1921 business for your store.

Harvester Hay Tools are a part of the STAR line which gives you "something to sell the whole year around." Write and let us give you an opportunity to see this line.

Ask for STAR catalog and Barn Book.

**HUNT, HELM, FERRIS & COMPANY**

**Harvard, Ill.** *Complete Barn Outfitters* **Albany, N. Y.**

# STAR Equipment

**The STAR Line**

*"Something to Sell the Year Around"*

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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Retails for $5.00

# Rid-Jid

## Open End, Folding Ironing Table






# Cannot Wiggle, Wabble, Jiggle, Slip or Slide

Every mother, maid, wife or professional laundress knows what that means. The Rid-Jid is built not merely to sell but to last for a lifetime. Made of clear, grained, genuine Oregon airplane spruce. Its patented three-legged support insures greatest rigidity and prevents jiggling and creeping while circular garments slip over its open end without lifting the board.

### The Only Nationally Advertised Ironing Table

**Watch for our big, powerful Rid-Jid advertisements, starting in THE SATURDAY EVENING POST, September 25th, and in November GOOD HOUSEKEEPING MAGAZINE, and appearing each month thereafter.**

Don't be caught unprepared to supply the first customers this advertising will send into your store. Mail your order to your jobber TODAY!

RID-JID PRODUCTS CORPORATION, WAUKEGAN, ILLINOIS

Western Factory: PORTLAND, OREGON



2½ Inches Thick When Folded

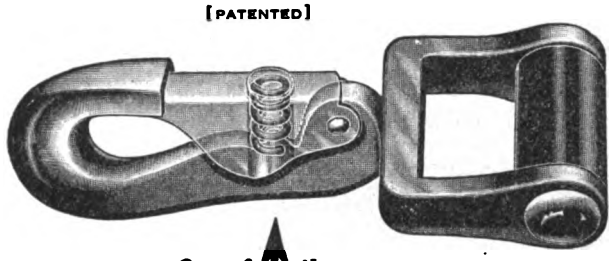
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ANCHOR BRAND HARDWARE PRODUCTS

# INCREASED PROFITS FOR WIDEAWAKE HARDWARE DEALERS

## LOXPRING HARNESS SNAPS

[PATENTED]



*One of the many*

**THE SPRING IS LOCKED IN**

Even if the tongue should become spread, ***the spring cannot fall out.*** It is fastened securely at the bottom and held in position at the top. Extra thickness of metal at points exposed to wear gives "LOXPRING" Snaps extra life.

A good way to speed up your turnover is to sell your customers what they want. After they have used "LOXPRING" Snaps ***they will never accept any other.***

***There Is a "LOXPRING" Snap for Every Desirable Purpose***

**NORTH & JUDD MANUFACTURING CO.**
**NEW BRITAIN, CONNECTICUT**
**WHOLESALE ONLY**

**BRANCH SALES OFFICES**

NEW YORK,
127 DUANE STREET

CHICAGO,
326 W. MADISON ST.

BY INVITATION MEMBER OF

**BRANCH SALES OFFICES**

ST. LOUIS,
608 VICTORIA BLDG.

SAN FRANCISCO,
POSTAL TEL. BLDG.

205

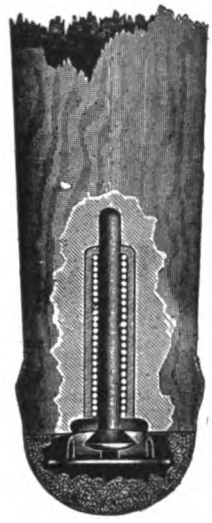

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# The New Boston Rubber Chair Tip

**SprinGriP**
TRADE MARK



PATENTED

SEND FOR CATALOG

**THE RUBBER TIP AND ITS PARTS**

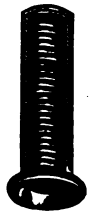
BRASS WASHER



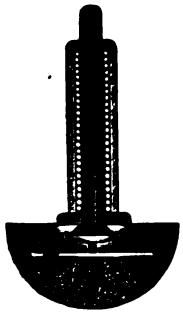
BRASS NAIL



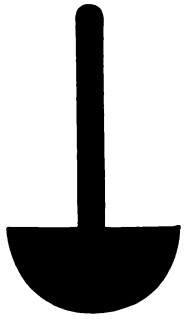
SPRING SOCKET



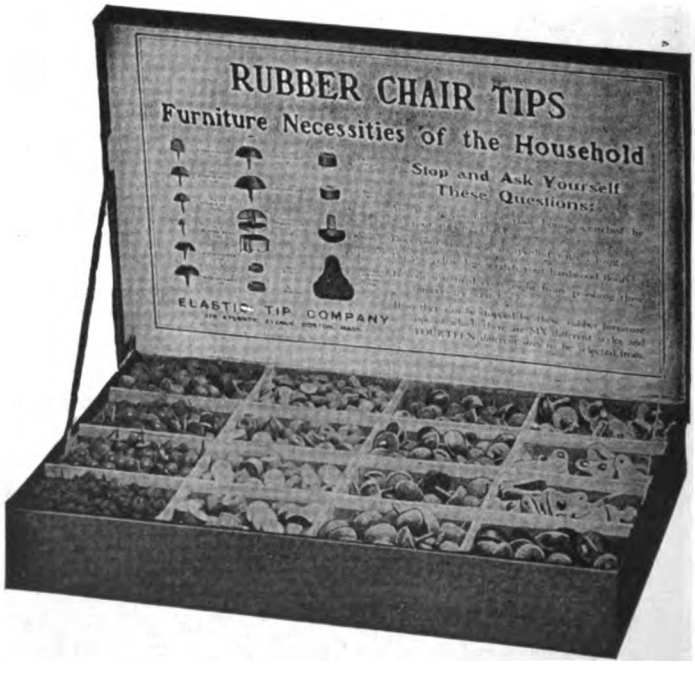
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



## Assortment Box of Rubber Chair Tips for Furniture




## THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON · MASS.


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# This Attractive Counter Display

**now furnished with**

# DOMES *of* SILENCE

EACH set of four is separately boxed. One-quarter gross sets to the display. DOMES *of* SILENCE when attached to furniture legs, save floors, rugs and furniture. They are made of case hardened steel and wear indefinitely. The counter display in your store will reap the benefits of extensive national advertising.

## *Order From Your Jobber Today*

Special assortment "F-2" consisting of one-quarter gross sets each of the following fast selling sizes: $\frac{7}{8}$", $\frac{3}{4}$", $\frac{5}{8}$", $\frac{1}{2}$".

**Henry W. Peabody & Co.** **17 State Street, New York City**

***Domes of Silence Division***

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## Here are the jobbers who already have the *NEW* Domes of Silence display package in stock:

**Los Angeles, Cal.**
California Hdwe. Co.
Union Hdwe. & Metal Co.
Henry P. Hoffman Whol. Hdwe. Co.
No Sweat or Mar Mtg. Co.
Harper & Reynolds
Southwest Hdwe. Co.
**San Francisco, Cal.**
Dohrman Commercial Co.
Dunham, Carrigan & Hayden Co.
Sloss & Brittain
Hulse-Bradford Co.
Baker, Hamilton & Pacific Co.
D. N. & E. Walter & Co.
The Heyman Weil Co.
**Sacramento, Cal.**
The Schaw-Batcher Co.
**Oakland, Cal.**
Maxwell Hdwe. Co.
C. L. Greeno Co.
A. Schlueter & Co.
**San Diego, Cal.**
Whitney & Co.
**Denver, Colorado**
Geo. Tritch Hdwe. Co.
Wm. Volker & Co.
**Bridgeport, Conn.**
The Bassick Co.
**Hartford, Conn.**
Clapp & Treat, Inc.
The Tracy, Robinson & Williams Co.
L. S. Knock & Co.
**New Haven, Conn.**
The John E. Bassett & Co.
Bronson & Townsend Co.
**Cairo, Ill.**
Woodward Hdwe. Co.
**Chicago, Illinois**
Hibbard, Spencer, Bartlett & Co.
Carson, Pirie, Scott & Co.
Lussky, White & Coolidge, Inc.
Marshall Field Co.
S. A. Maxwell & Co.
E. Silverman Sons
Butler Bros.
Rehm Hdwe. Co.
**Decatur, Ill.**
Morehouse & Wells Co.
**Evansville, Indiana**
Clifford Hdwe. Co.
**Indianapolis, Ind.**
Van Camp Hdwe. & Iron Co.
**Des Moines, Iowa**
Brown-Camp Hdwe. Co.
L. H. Kurtz & Co.
**Fort Dodge, Iowa**
Prusia Hardware Co.
**Ottumwa, Iowa**
Haw Hardware Co.
**Sioux City, Iowa**
Dymond-Simmons Hdwe. Co.
Knapp & Spencer Co.
**Atchison, Kansas**
Blish, Mize & Silliman Hdwe. Co.
The Klostermeier Bros.
**Salina, Kansas**
Lee Hdwe. Co.
**Louisville, Ky.**
Belknap Hdwe. & Mfg. Co.
Otis Hidden & Co.
**New Orleans, La.**
United Hdwe. Co.
A. Baldwin & Co., Ltd.
**Lewiston, Maine**
Hall & Knight Hdwe. Co.
**Portland, Me.**
The Emery Waterhouse Co.
Talbot, Brooks & Ayer
Edwards & Walker Co.
**Baltimore, Md.**
Eastern Hdwe. & Supply Co.
Meyer & Thalmeier
American Wholesale Corp.
**Boston, Mass.**
W. T. Hight & Co.
Burditt & Williams Co.
Chandler & Farquhar Co.
Decatur & Hopkins Co.
Atlantic Coast Hdwe. Co.
I. B. Hunter Co.
Bigelow & Dowse Co.
**Cambridge, Mass.**
I. L. Hammett Co.
**Fitchburg, Mass.**
Fitchburg Hdwe. Co.
**Pittsfield, Mass.**
Pierson Hdwe. Co.
**Springfield, Mass.**
Carlisle Hdwe. Co.

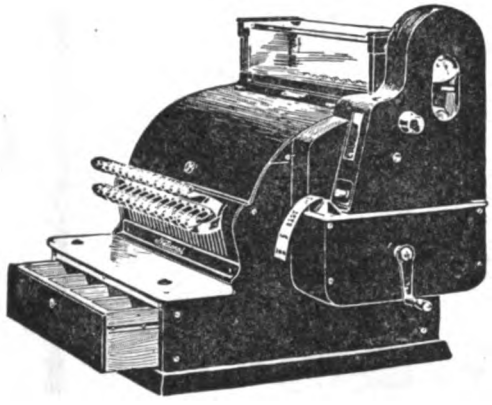
**Detroit, Mich.**
Buhl Sons Co.
Standart Bros. Co., Ltd.
**Saginaw, Mich.**
Morley Bros.
**Grand Rapids, Mich.**
Foster, Stevens & Co.
Michigan Hdwe. Co.
**Minneapolis, Minn.**
Butler Bros.
Janney, Semple, Hill & Co.
Hall Hdwe. Co.
**Duluth, Minn.**
Kelly-How-Thomson Co.
Marshall-Wells Co.
**St. Paul, Minn.**
Adam Decker Hdwe. Co.
Farwell, Ozum, Kirk & Co.
Hackett Gates-Hurty Co.
G. Sommers & Co.
**Kansas City, Mo.**
Townley Metal & Hdwe. Co.
S. A. Maxwell & Co.
Bunting Hdwe. Co.
Richards & Conover Hdwe. Co.
Abernathy Furniture Co.
Wm. Volker & Co.
**St. Joseph, Mo.**
Wyeth Hdwe. & Mfg. Co.
**St. Louis, Mo.**
Butler Bros.
Blackwell-Wielandy Book & Stationery Co.
Ely & Walker Dry Goods Co.
Southern Hdwe. & Supply Co.
Rubelman-Lucas Hdwe. Co.
Simmons Hdwe. Co.
Geller, Ward & Hasner Hdwe. Co.
Shapleigh Hdwe. Co.
Witte Hdwe. Co.
**Lincoln, Nebraska**
Pieper Bros.
**Omaha, Neb.**
Wright & Wilhelmy Co.
**Keene, N. H.**
Spencer Hdwe. Co.
**Newark, N. J.**
Banister & Polard Co.
John Giesinger & Co.
Roy & Conover
**New York City**
Masback Hdwe. Co.
Butler Bros.
C. H. & E. S. Goldberg
Hammacher, Schlemmer & Co.
R. K. Carter Co.
Chas. Cordts & Co., Inc.
Hdwe. House of America
E. Ullman & Sons, Inc.
Mathews, Richardson & Co.
W. L. Blumberg & Co.
R. Christensen
Benz, Intermann & Granett, Inc.
Wm. Goldenblum & Co.
Gould Mersereau Co.
Chas. Kurzon & Co.
Neal & Brinker Co.
Sickels-Loder Co.
Chas. H. Pratt
Chas. J. Smith & Co.
C. A. Baynon
Benjamin Gillespie Co.
Neuss Hesslein & Co., Inc.
Underhill, Clinch & Co.
**Binghamton, N. Y.**
Crocker & Odgen Co.
Babcock, Hinds & Underwood
**Buffalo, N. Y.**
H. D. Taylor Co.
Weed & Co.
Buffalo Wholesale Hdwe. Co.
Beals, McCarthy & Rogers
**Elmira, N. Y.**
Barker, Rose & Clinton Co.
**Ithaca, N. Y.**
Treman, King & Co.
**Kingston, N. Y.**
L. S. Winne & Co.
**Plattsburgh, N. Y.**
M. P. Myers & Co., Inc.
**Rochester, N. Y.**
Mathews & Boucher
**Schenectady, N. Y.**
Clark, Witbeck Co.
**Syracuse, N. Y.**
Burhans & Black, Inc.
**Troy, N. Y.**
J. M. Warren & Co.
**Utica, N. Y.**
Roberts Hdwe. Co.

**Watertown, N. Y.**
W. W. Conde Hdwe. Co.
**Canton, Ohio**
Canton Hdwe. Co.
**Chillicothe, Ohio**
Spetnagel Hdwe. Co.
**Cincinnati, Ohio**
The Kruse & Bahlmann Hdwe. Co.
The Kruse Hdwe. Co.
**Cleveland, Ohio**
The W. Bingham Co.
The Luetkemeyer Co.
The Wm. Edwards Co.
The Geo. Worthington Co.
**Columbus, Ohio**
Smith Bros. Hdwe. Co.
Columbus Uphol. Supply Co.
**Toledo, Ohio**
The Bostwick Braum Co.
**Marietta, Ohio**
The Union Hdwe. Co.
**Portland, Oregon**
Marshall Wells Co.
The Honeyman Hdwe. Co.
F. S. Harmon & Co.
**Allentown, Pa.**
C. Y. Schelly & Bro.
**Erie, Pa.**
Palace Hdwe. Co.
**Huntingdon, Pa.**
C. H. Miller Hdwe. Co.
**Lancaster, Pa.**
Herr & Co.
Reilly Bros. & Raub
**Philadelphia, Pa.**
Dunn & Eldridge Co.
Supplee, Biddle Hdwe. Co.
W. H. & G. W. Allen
**J. Jacob Shannon & Co.**
**Pittsburgh, Pa.**
James C. Lindsay Hdwe. Co.
Fort Pitt Hdwe. Co.
Logan Gregg Hdwe. Co.
The Hukill-Hunter Co.
**S. A. Maxwell & Co.**
Steiner & Voegtly Hdwe. Co.
Joseph Woodwell Hdwe. Co.
J. A. Williams & Co.
**Reading, Pa.**
Bard Hdwe. Co.
Stichter Hdwe. Co.
**Scranton, Pa.**
Weeks Hdwe. Co.
**Providence, R. I.**
Belcher & Loomis Hdwe. Co.
**Dallas, Texas**
Butler Bros.
Huey & Philip Hdwe. Co.
**Laredo, Texas**
A. Deutz & Bro.
**El Paso, Texas**
Krakauer, Zork, Moyes, Sucs, Inc.
**San Antonio, Texas**
Geo. Potchernick
Heusinger Hdwe. Co.
**Salt Lake City, Utah**
Strevell Paterson Hdwe. Co.
**The Salt Lake Hardware Co.**
Zion Co-operative Mercantile Inst.
**Richmond, Va.**
Virginia Carolina Hdwe. Co.
**Tacoma, Wash.**
F. S. Harmon & Co.
**Bellingham, Wash.**
Morse Hdwe. Co.
**Seattle, Wash.**
Spelger & Hurlburt, Inc.
Schram & Ware, Inc.
F. S. Harmon & Co.
Seattle Hdwe. Co.
Rhodes Bros. Co.
Whiton Hdwe. Co.
**Spokane, Wash.**
F. S. Harmon & Co.
Jensen-King-Byrd Co.
Holter Hdwe. Co.
**Everett, Wash.**
Pacific Hdwe. Co., Inc.
**Washington, D. C.**
Barber & Ross
**Parkersburg, West Va.**
W. H. Smith Hdwe. Co.
**Milwaukee, Wis.**
Wm. Frankfurth Hdwe. Co.
John Pritzlaff Hdwe. Co.
**Green Bay, Wis.**
Morley, Murphy Hdwe. Co.
**LaCrosse, Wis.**
V. Tausche Hdwe. Co.

**Henry W. Peabody & Co.** *Domes of Silence Division* **17 State St., New York City**

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## This machine does what no other receipt-printing cash register can do.



① It prints the merchant's name.

② It prints the price of each article.

③ It adds the items.

④ It prints the total of all items.

⑤ It retains added and printed records.

J. SMITH
COMPANY
10 MAIN ST.

0.07
0.32
0.48
0.19

TOTAL
$01.06

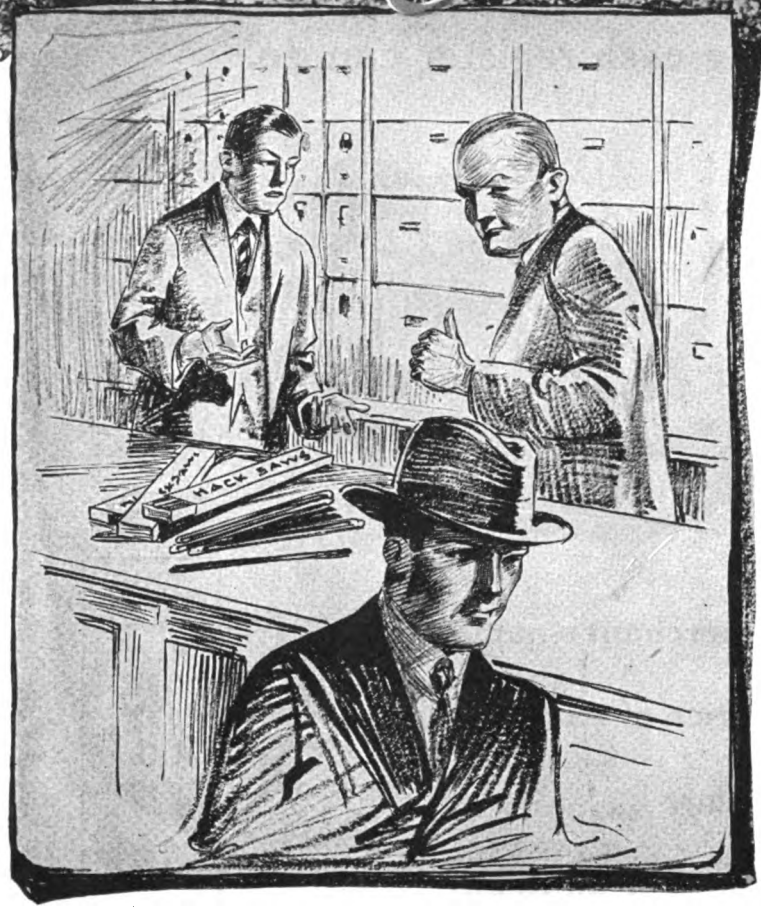
Copy of receipt printed for each customer

It also does other important things for merchants, clerks, and customers.

We make cash registers for every line of business

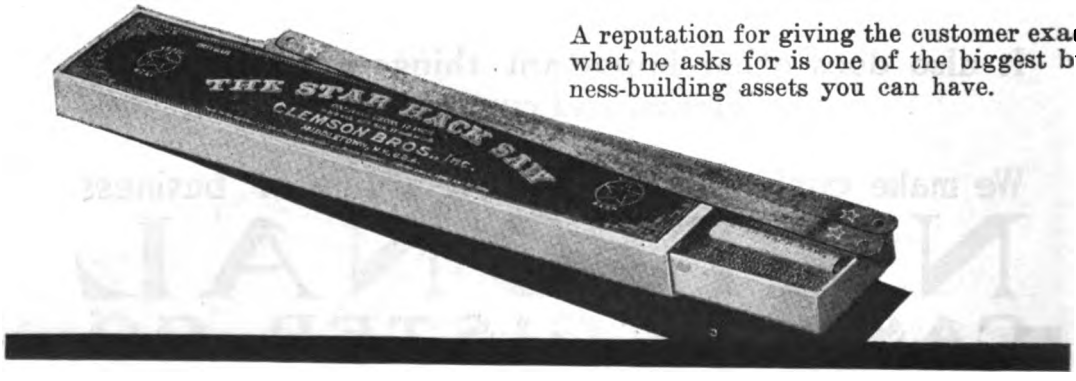
# NATIONAL
## CASH REGISTER CO.
DAYTON, OHIO


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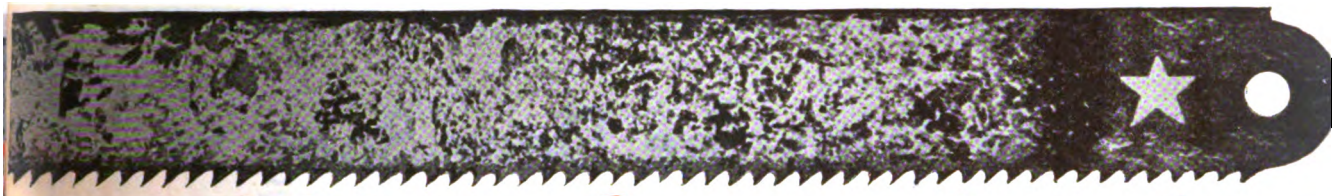

**People are getting more particular every day. If they find you can't supply just what they call for, they resent having a substitute offered. Especially is this true in the case of standard, well-known goods that have been acknowledged leaders for a generation or more.**

A reputation for giving the customer exactly what he asks for is one of the biggest business-building assets you can have.




STAR HACK

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# wouldn't take anything but Star Hack Saw Blades"

And the better known the standard merchandise you carry and the higher its quality, the stronger that appeal will be.

Few items in your whole stock are better known than Star Hack Saws, which have been the standard since 1883. In city or country, large store or small, these famous saws in the green box are often the only brand carried, so much higher are they in quality and so much more readily do they sell than any others made.

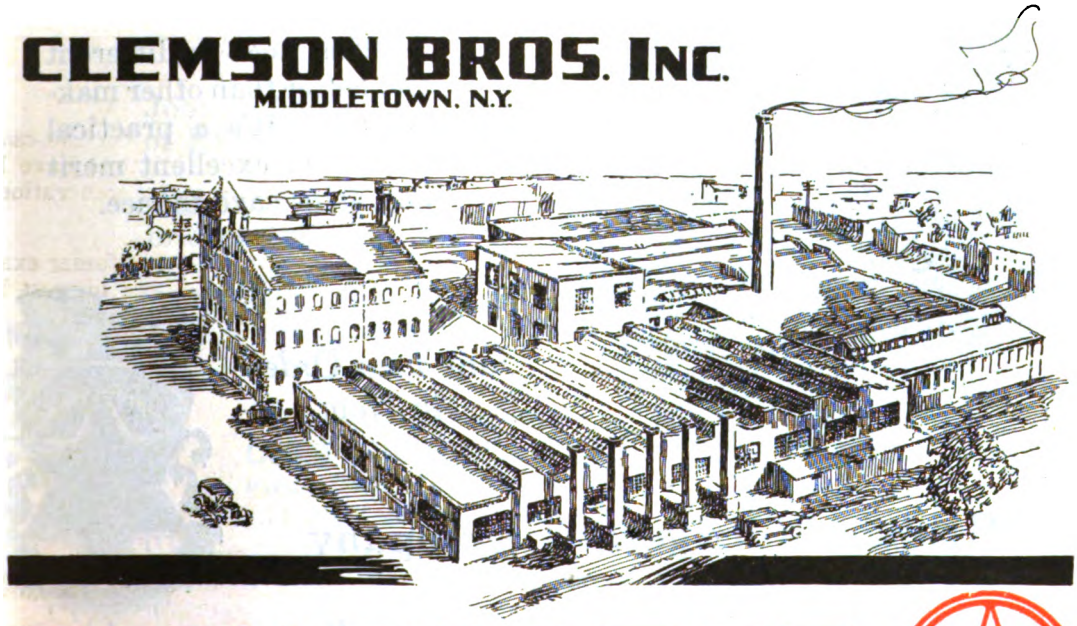
Now Star Hack Saws are sold by the factory that has made them since the beginning. And it goes without saying that the factory that makes an article is in the best position to tell you how it is made, how it should be used and how to sell it.

Our Sales Promotion Department is at your service to help you push Star Hack Saws with factories or individuals in every way possible.

And our national advertising on Star Hack Saws, which has made them known to users everywhere, will be continued in a bigger way than ever the coming year.

In ordering through jobbers be sure you get "Star." Inquiries or direct orders should be sent to this office.

**CLEMSON BROS. INC.**
MIDDLETOWN, N.Y.



**SAW BLADES**

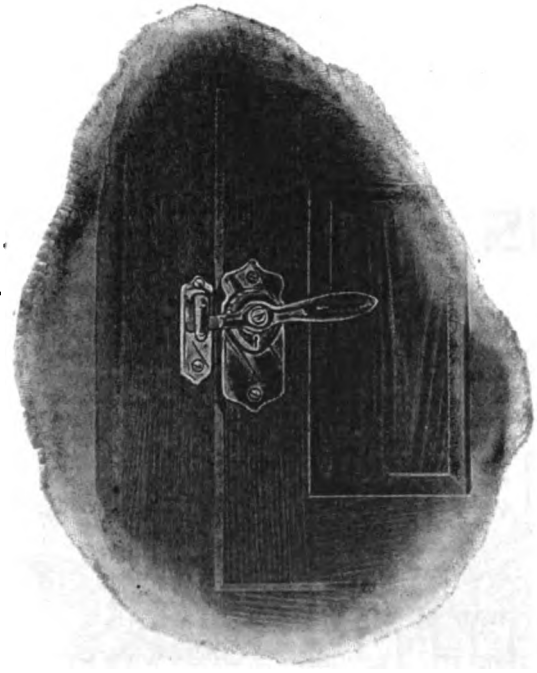
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# This Jams the Door Snug to the Door Jambs

**IT'S THE BALDWIN REFRIGERATOR LOCK**
**"BALDWIN" PATENT AND DESIGN**

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your Order in Now*

**Baldwin Refrigerator Company**
Burlington, Vermont

Stock carried by Heyman-Weil Co. San Francisco, California


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EVERY day is Gift Day in your store when you sell PYREX.

Display PYREX—in sets and single pieces—and you'll be surprised what a year-round trade you'll attract.

Leading manufacturers of metal mountings have adopted PYREX for their standard insets.

There's a big demand for PYREX—plain or engraved. Place your order early to insure delivery.

# PYREX

## TRANSPARENT OVEN DISHES

### *Sell Themselves*

PYREX is nationally advertised.

PYREX is guaranteed.

Jobbers handling housewares have complete stocks of PYREX.

Genuine PYREX is guaranteed by the name stamped in every piece.

A booklet "How to Sell More" will be posted to buyers and salespeople, free on request.

*Pyrex Sales Division*
**CORNING GLASS WORKS**
*World's Largest Makers of Technical Glass*
555 Tioga Avenue, Corning, N. Y.




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# 6 simple suggestions that many dealers are using to increase Christmas sales

***Modern Christmas shopping season a tremendous sales opportunity for dealers. A plan that works***

THE reason that the great American Christmas shopping season comes and goes before many dealers realize it, is because they do not look ahead far enough, plan the whole thing out—*and then carry out their plan.*

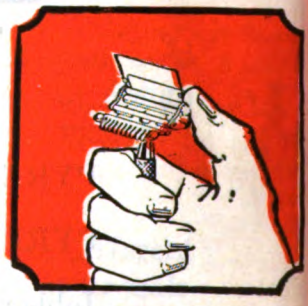
The Christmas season is by far the biggest retail event of the year. In many lines 25% of the entire year's business is done in these six weeks.

The big department stores know how to prepare for Christmas. They get themselves organized especially for it, down to the last cash-girl. Entire new departments are opened up, a whole army of extra people is trained, and windows are made especially interesting—everything from top to bottom is rearranged and reorganized—to make the most of the Christmas opportunity.

*Every* merchant, large or small, can apply the same principles to his own Christmas selling.

Here are six proven suggestions that can be put into effect right now:

***One***—Go over your stock and select those items that have the greatest gift-value. Concentrate on them. Announce your store in local newspapers, by mail and with store signs, as "The Gift Shop—something for everybody."



*AutoStrop Razors sell themselves when the salesman knows how to demonstrate them. Show the customer how the blade opens for cleaning like the leaf of a book—how the same lever that releases the blade also adjusts it for close, medium or light shaving*

***Two*** — Make your Christmas windows the talk of the town. Do them so well that the newspapers will speak about them. Make shoppers stop and look—it's the first step toward getting them into your store.

***Three*** — Women are the biggest Christmas buyers. See that your whole store particularly appeals to them.

***Four***—Christmas is the season for demonstrations. There are more people in your store to demonstrate to.

***Five*** — Mail circular letters or printed circulars to a selected list of customers and prospects—especially women.

***Six***—Don't forget the value of Christmas decoration. Use holly, Christmas bells, trimmed Christmas trees. There is genuine selling value in a Christmas atmosphere.

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### *How to make the AutoStrop Razor a real part of your Christmas sales plan*

There is not an item in your entire store with greater gift possibilities than the AutoStrop Razor. Now is the time to push the De Luxe gift sets as Christmas presents. No matter what Christmas shoppers come into your store for, demonstrate the AutoStrop Razor—to men, to women, to boys.

### *The selling power of a real demonstration*

Show the customer how the AutoStrop Razor strops itself, how it is adjusted instantly for a light, medium or close shave, how easy it is to insert a new blade when a new blade is desired.

It was demonstrations like this that enabled a dealer out in Iowa to take in $6,000 in less than two years selling AutoStrop Razors.

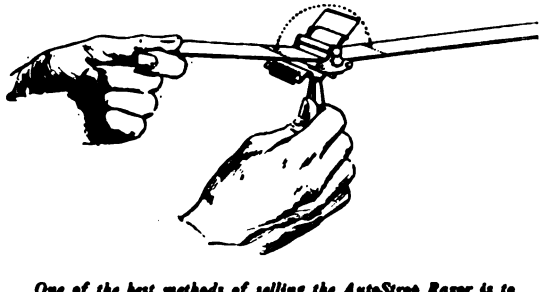
A dealer in New Jersey has made his store known for miles as "Razor Headquarters." He offers an AutoStrop Razor free to anyone who can make the simple stropping mechanism cut or injure the strop while restoring the edge.

A dealer in Pennsylvania speeds up sales not only by demonstrating but by displaying together those articles that are used together. In his show windows he displays AutoStrop Razors, shaving brushes, soap, mugs, blades, even talcum and shaving lotions.

These are practical business-building ideas that have proved their worth with other dealers. They will help a lot toward making your store stand out in the community—toward giving it a personality that will attract customers and hold them.

Write for our merchandising plan and other dealer helps. We can help you to duplicate the successes you have just read about.

AUTOSTROP SAFETY RAZOR COMPANY
New York Toronto London Paris



*One of the best methods of selling the AutoStrop Razor is to get the customer himself to strop the razor on its own specially prepared strop. Let the customer slip the strop through the razor head—let him give the razor a few strokes on the strop—in short, let him see for himself how easy it is to have a "new" keen edge for every shave.*

# AutoStrop Razor
## —sharpens itself




*On razors, strops, blades, etc., hereafter manufactured by us we shall apply the trade mark "Valet" in addition to the trade mark "AutoStrop" as an additional indication that they are the genuine products of the AutoStrop Safety Razor Co., New York*

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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
**CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.**

Evansville  Indiana



## Casters That Sell

**Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.**

**Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.**

**Send for Catalog "G"**





**Full Size Plate 2-8**

***"Move the FAULTLESS Way"***


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# 1847 ROGERS BROS.

SILVERWARE





"Heraldic" Pattern

## Cultivating the Silver Tree

The desire to possess the silver plated flatware she has seen advertised is the soil in which to plant the silver tree.

The first sale of flatware is the planting.

The successive anniversaries when your customer's desire for silverware is remembered by her friends are the periodical gatherings of the fruit.

How often do you plant a silver tree?

**INTERNATIONAL SILVER CO.**
**Meriden, Conn.**

**Pacific Coast Warerooms, 150 Post Street, San Francisco, Cal.**

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# UNIVERSAL

*"The Trade Mark known in Every Home"*

## Home Needs



## Out With the Old Stock In With the New

IT ISN'T NECESSARY to put dynamite under "Universal" Goods to move them. They never become members of the Old Settlers Fraternity. They are quick to move when their price is in sight. You know that. But sometimes "Universal" Home Needs that should be working in homes are loafing on store shelves. This is largely because they are not displayed. Often they are hidden by goods that are less attractive, less in demand and on which there is less profit.

If you have any "Universal" stock that seems to have forgotten its way out of your store, tidy it up and let it be seen by the holiday shoppers. You cannot go wrong by showing or selling anything with the "Universal" Trade-mark. Move every "Universal" article out of your store—that's the best way to make room for more.

"Universalize the Home." That's the big idea promoted in "Universal" advertising. It is helping dealers to put "Universal" goods into every home, everywhere.

*Order From Your Jobber*

LANDERS, FRARY & CLARK - - - New Britain, Conn.

## "UNIVERSAL Household Labor-Saver's"




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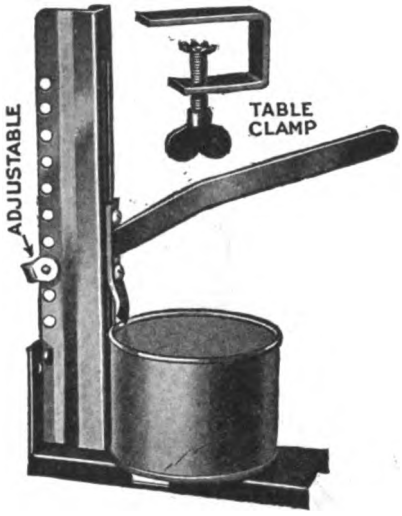
# The Ingenius Yankee Still Works

His Newest Is

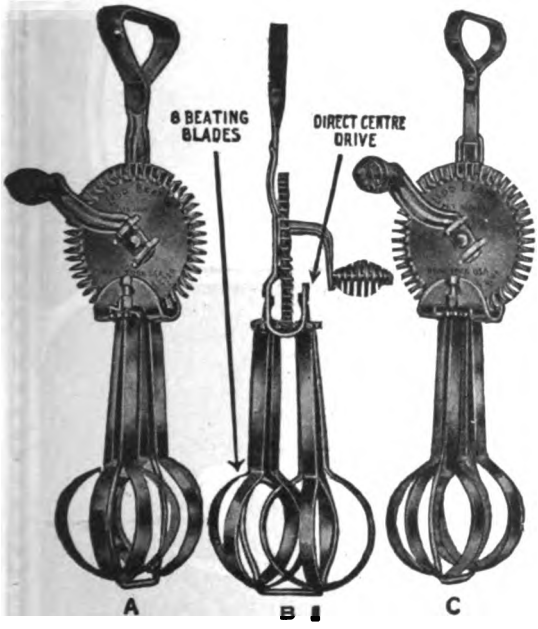
## Saturn Stationary Can Opener

DISCARD THE TNT; LAY AWAY THE HATCHET; NEVER MIND A HELPER. Just set a can under the knife and turn it around as you work the pump handle, and there it is, all done. Opens any ordinary size can; smallest or largest; square or round. A child can operate; no more bloody fingers and no more strong language. Just look at it and judge for yourself whether every home, restaurant, hotel, club, camp, etc., will buy it on sight. Nothing has been longer demanded.

Shipments October 25th.




OPENS CANS OF ANY SIZE OR SHAPE




# Ladd All-Steel Beaters

## 3 Sizes—For All Requirements

Candidly, we don't know of a single dealer who ever sold these Beaters during their 8 years of life who does not declare them the MOST PERFECT EVER PRODUCED. They are made for SUPERIOR trade; MUST BE SUPERIOR GOODS, thus we are obliged to make them of ALL-STEEL. First COPPER-PLATED, then NICKEL-PLATED; a fine attractive finish every woman approves, and buying, finds construction and operation a revelation to her in results produced.

NOT IN 10c STORES.

JOBBERS the world over and US.



LADD Mixer-Churns




SATURN Clothes-Line Reels

**WESTERN SALES REPRESENTATIVES**

Omer Cox, Postal Teleg'h Bldg., San Francisco, Cal.
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Taylor, Youngs & Cox, 209 Ideal Bldg., Denver, Colo.
Strimple & Cox, Corbett Bldg., Portland, Oregon

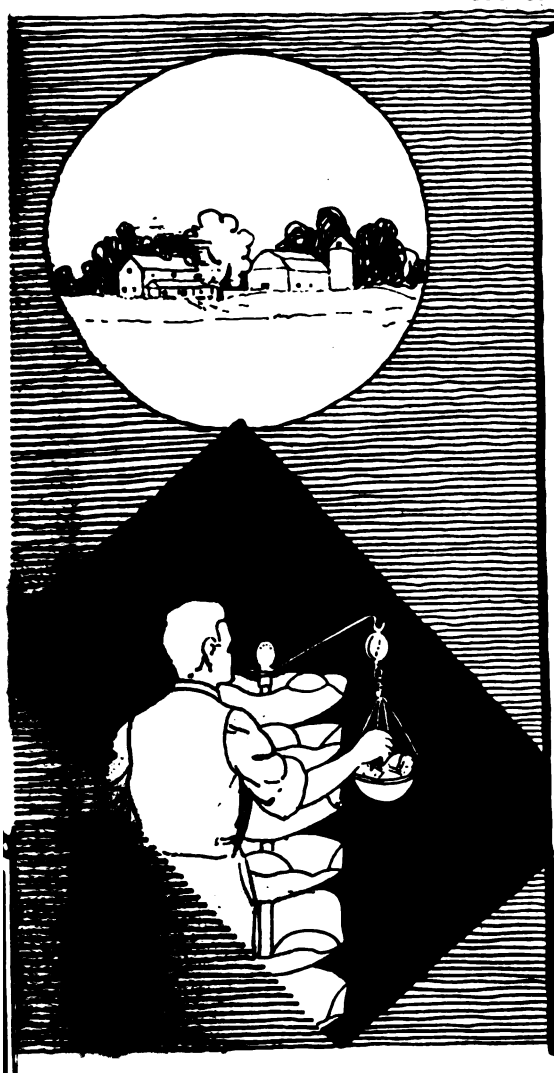
# UNITED ROYALTIES CORPORATION

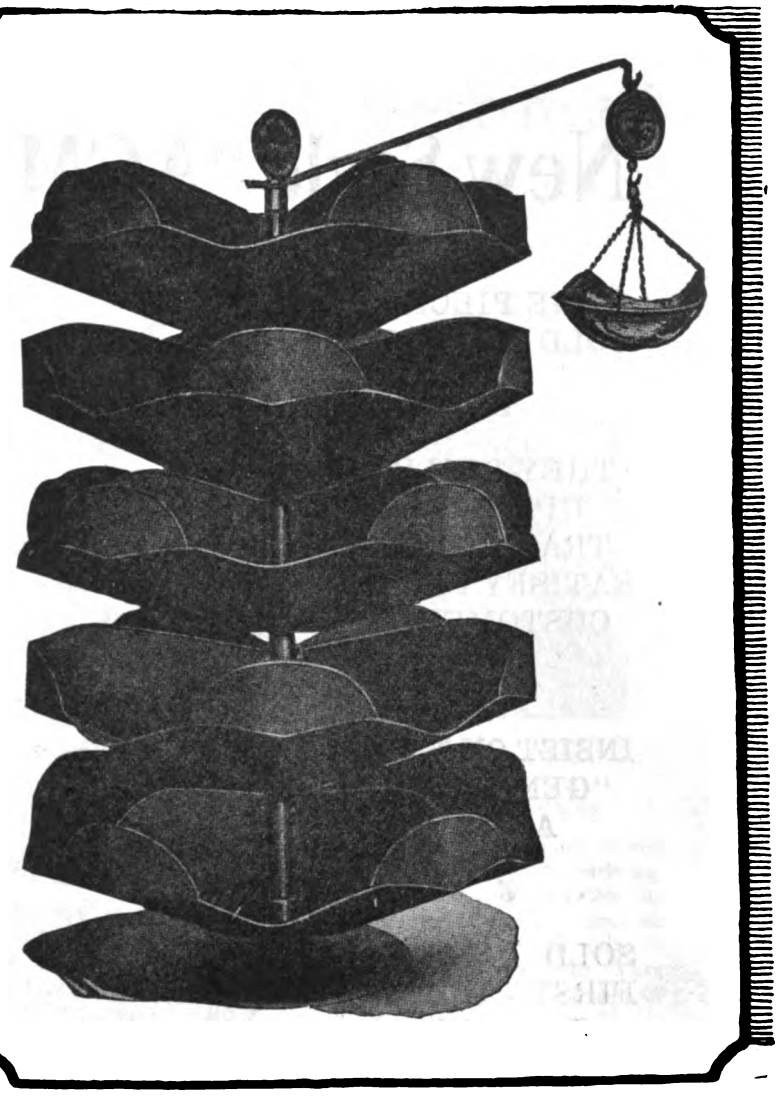
1133 BROADWAY, NEW YORK

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# Which Way Do You Handle Nails?

MANY a Hardware man has his hands all "Scratched up" getting nails out of a keg—others have grown tired chasing to a bin and using a nail claw—wasting their own time and keeping customers waiting.

The quickest and easiest way to sell nails is with a scoop and an "ECLIPSE" Sectional Revolving Ball Bearing Nail Bin which is

**Used by More Than 9,000 Stores**

The "ECLIPSE" is built with individual revolving sections. Each section works independently of the others and revolves upon ball bearings. The slightest touch will turn any section, even when loaded to full capacity.

This strong all steel fixture holds from 15 to 25 kegs of nails (according to size), and occupies only 4 feet diameter floor space.

Each compartment holds better than a keg of nails, and saves both time and nails in waiting on customers.

The "ECLIPSE" is also a fixture that you will be proud to have in your store.

**Western Branch Offices, LE ROY SMITH, 112 Market Street, San Francisco, Cal.**

**Shipments made direct to you upon receipt of order from your Wholesalers and full and complete description sent upon application.**

# THE WELLSTON MFG. CO.
## WELLSTON, OHIO.

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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST

Pacific Coast Representatives

**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**




## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

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# Quick Sales—Small Investment

Be ready for two of the best sales propositions for every hardware dealer right now. National advertising will create increased demand for Domestic Electric Irons—Christmas business is profitable. Clark Heaters are good cold weather sellers. You'll do the business if you have the stock.

## DOMESTIC ELECTRIC IRON



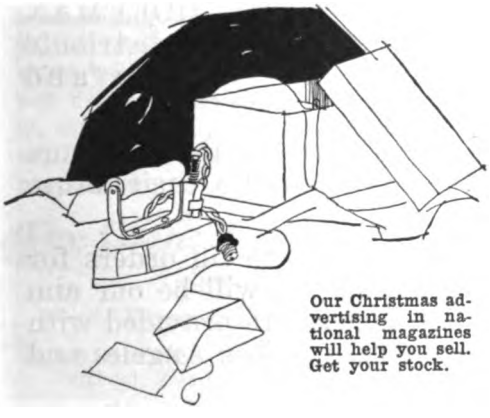

The electric iron that keeps in serviceable condition is what every dealer wants. The Domestic meets every requirement. Well constructed of the finest material—it is made for work.

Add to your reputation for handling quality products by recommending the Domestic to your trade. The Domestic soon sells itself—it has the name of delivering long, efficient service.

Build holiday trade with the Domestic in Christmas gift box—no extra charge.

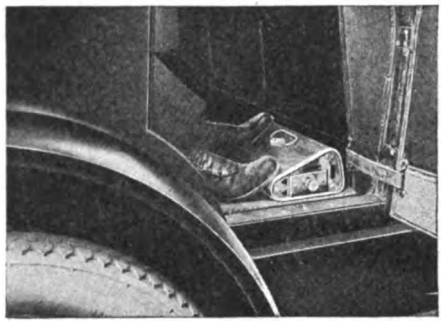
Send for display cards, folders and electros—all furnished free.

Order from your jobber, or from us. In cases of six—two cases make shipping weight.



Our Christmas advertising in national magazines will help you sell. Get your stock.

## CLARK DOUBLE PURPOSE HEATER



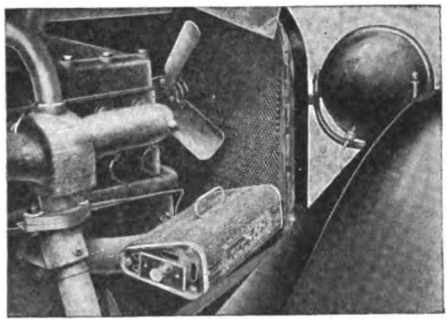
In the Car to Keep Passengers Warm

### Double Use Means More Sales

The efficient, economical Clark Heater is well known for its comfort in cold weather driving. The autoist will find additional service in the elimination of cold weather starting troubles. Take heater from car and place under the hood on opposite side of engine from carburetor, when car is standing in garage or street. No waste of oil or gas in "warming up."

Increase your sales on heaters this season by telling your customers about this additional use. Order now from your jobber and be ready for the first cold days.

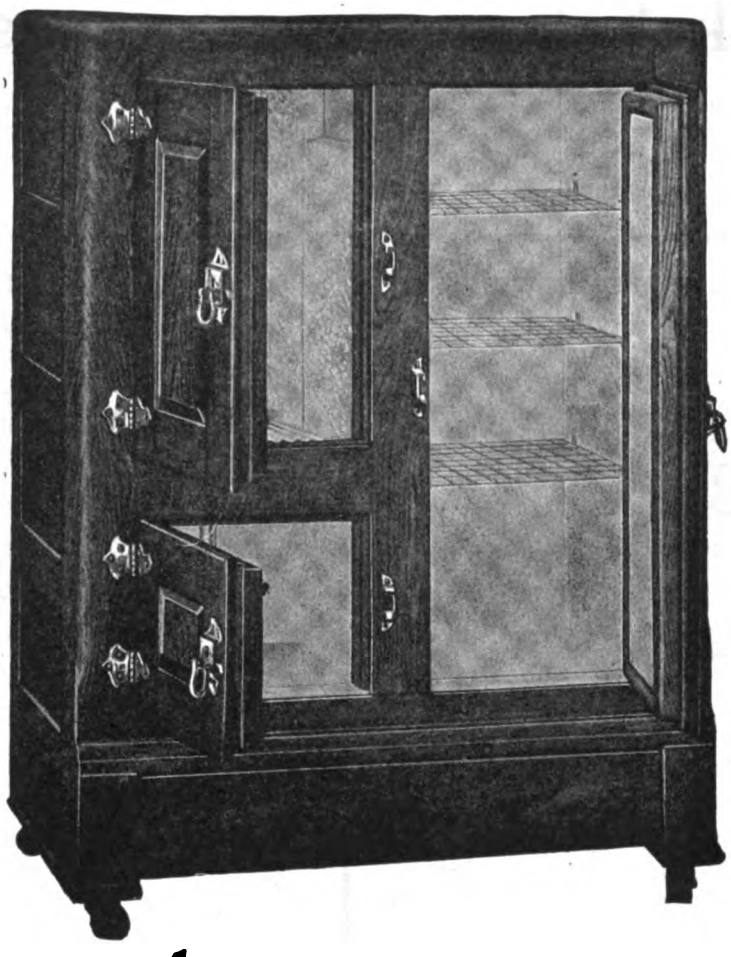
Under the Hood to Keep Engine Warm



## CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago

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# *Announcement*

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

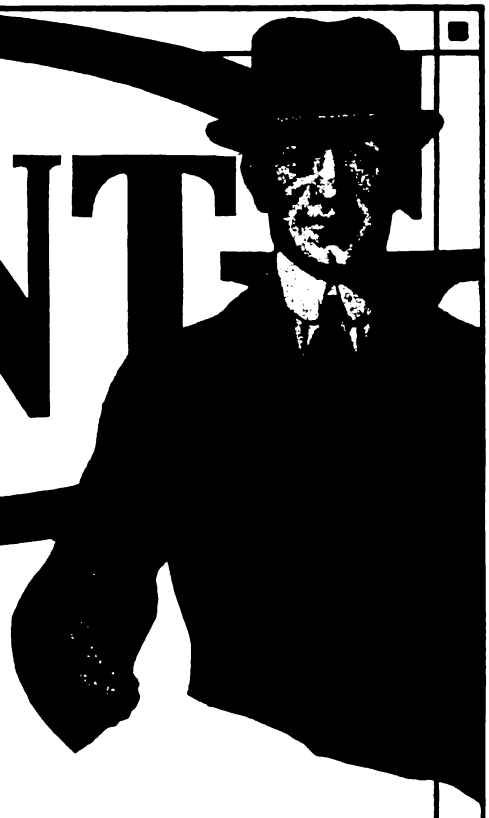
**The Monarch Refrigerator Works, Burlington, Vt.**

THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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# GIANT



## *Our service men will co-operate*

There is a Giant Service Man near you who will gladly help solve your customers' blasting problems.

If need be, he will, without charge or obligation, go right to the field of operation.

Backed by Giant Service facilities you will be in an excellent position to go after more business.

Let us help you build up a profitable business selling Giant Explosives. You need not carry them in stock—our nearest magazine will fill your orders promptly. All you do is to take the orders, send them to us, and bank your profits. Write us today and we will explain our special dealers' proposition.

**The Giant Powder Co., Con.**
San Francisco

"Everything for Blasting"

**Branch Offices:** Butte, Denver, Los Angeles, Portland, Salt Lake City, Seattle, Spokane

# EXPLOSIVES


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# Speed Up Your Turn-over

THE majority of the sporting publications—the handbooks of most shooters—are carrying the above advertisements. Hunters are being educated to the fact that Du Pont Standard Loads meet every requirement.

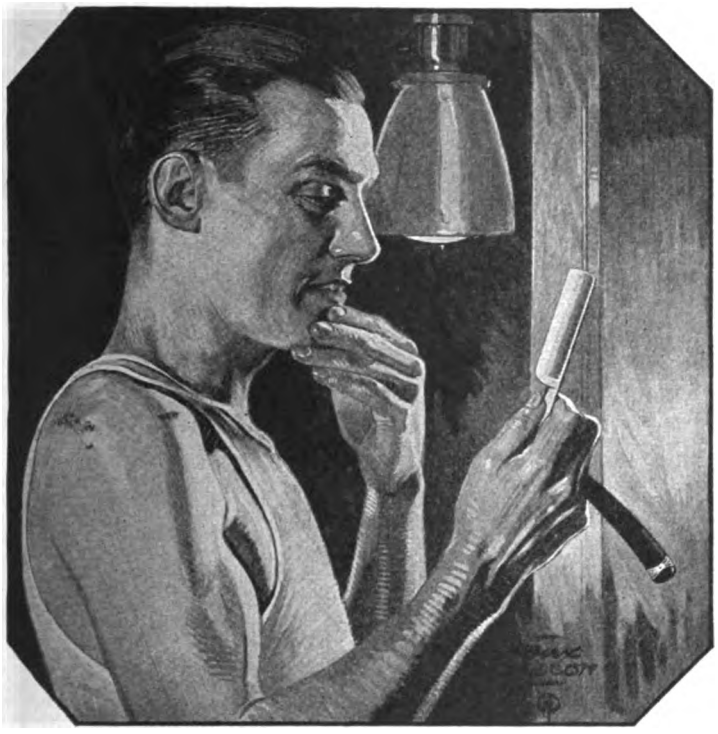
## Stock Du Pont Standard Loads

| | DUPONT SMOKELESS Drams | BALLISTITE SMOKELESS Grains | DUPONT BLACK Drams | OUNCES Shot | SIZES Shot |
|---|---|---|---|---|---|
| Large Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 4, 5, 6 or 7 |
| Small and Medium Ducks | 3, 3¼ or 3½ | 24, 26 or 28 | 3½ | 1⅛ or 1¼ | 5, 6, 7 or 8 |
| Grouse, Partridge, Prairie Chicken | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | 6, 7 or 7½ |
| Pheasants | 3 | 24 | 3¼ | 1⅛ | 5, 6, 7 or 7½ |
| Geese | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2, 1 or BB |
| Wild Turkey | 3½ | 28 | 3½ | 1⅛ | 4, 3, 2 or 1 |
| Squirrel, Rabbits | 3 | 24 | 3¼ | 1⅛ | 6 or 7 |
| Doves, Pigeons | 3 or 3¼ | 24 or 26 | 3¼ | 1⅛ | 6, 7 or 8 |
| Quail | 3 or 3¼ | 24 or 26 | 3¼ | 1 or 1⅛ | 7½, 8 or 9 |
| Snipe, Woodcock | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Shore Birds | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Sora Rail | 2¾ or 3 | 22 or 24 | 3 | 1 or 1⅛ | 8, 9 or 10 |
| Trap Loads | 3 or 3⅛ | 24 or 25 | | 1⅛ or 1¼ | 7½ or 8 |

and make a *three-time* turn-over of stock next year instead of the single one usually resulting when stocking hundreds of different "pet" loads.

**E. I. du Pont de Nemours & Co., Inc.**
*Sales Dept.:* Rifle and Shotgun Powders Division
WILMINGTON, DELAWARE

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# A Razor That Shaves

# HIM

*There Is a Genco Razor for Every Kind of Beard and Skin*

MEN have learned from experience that the same kind of razor or razor blade will not shave every beard and leave the face cool and comfortable.

They know that a man with rugged skin requires an entirely different razor from the man with tender skin.

There used to be a lot of guesswork in razor buying and selling. Securing the proper razor was considered more or less a matter of luck. Customers were often dissatisfied when the razor they bought would not shave them with comfort. They blamed the dealer.

Now razor buying and selling has changed. Dealers carry the GENCO LINE and are in a position to sell more than razors. They can assure each customer that he is to secure satisfactory shaving service.

And the Dealer is backed by the Maker's Guarantee:

## "Genco Razors Must Make Good or We Will"

Handsome Genco Display Cabinets are supplied with assortments of Genco Razors in which are included a wide variety of styles and sizes—*"a razor for every kind of beard and skin."*

A brief but thorough clerks' selling chart is packed with each cabinet to assist the clerk in selling each customer *"the razor that will shave him."*

**Order a Genco Assortment today.**
**If your Jobber cannot supply you, write us.**

## GENEVA CUTLERY CORPORATION

**157 GATES AVE., GENEVA, N. Y.**
**San Francisco: 693 Mission Street**

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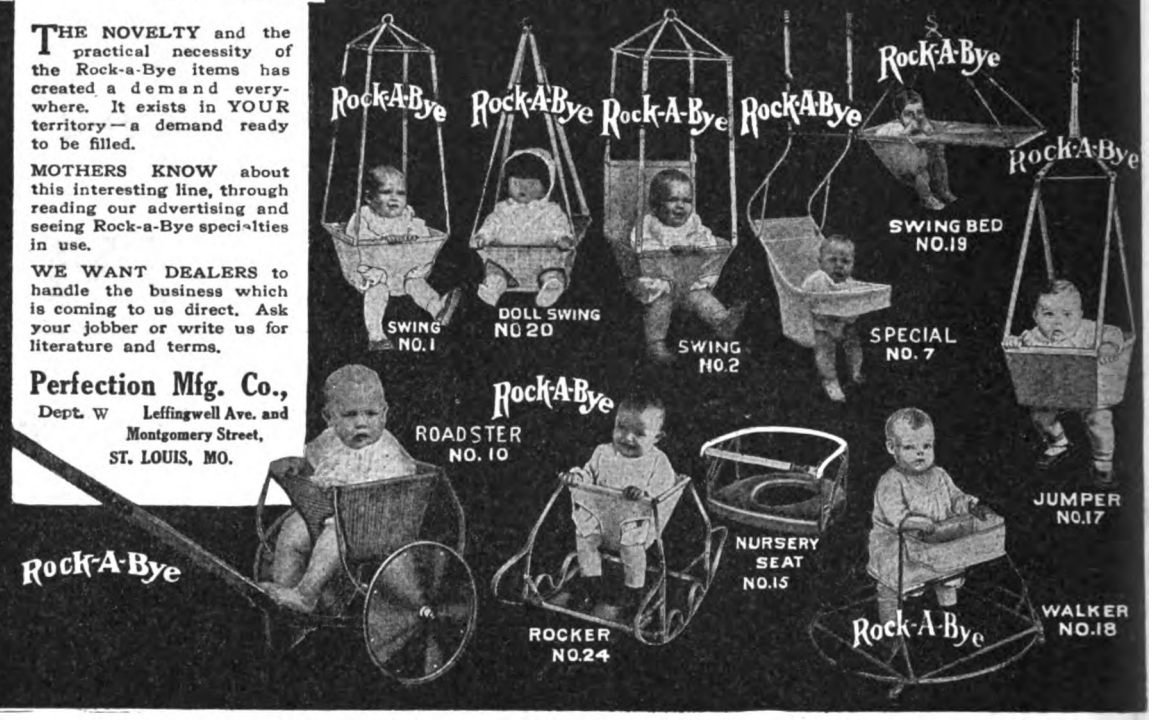
# ROCK-A-BYE NURSERY SPECIALTIES.

THE NOVELTY and the practical necessity of the Rock-a-Bye items has created a demand everywhere. It exists in YOUR territory—a demand ready to be filled.

MOTHERS KNOW about this interesting line, through reading our advertising and seeing Rock-a-Bye specialties in use.

WE WANT DEALERS to handle the business which is coming to us direct. Ask your jobber or write us for literature and terms.

**Perfection Mfg. Co.,**
Dept. W Leffingwell Ave. and Montgomery Street,
ST. LOUIS, MO.




# The Ontario Knife Company, Frankiinviiie, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

# KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles**



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.


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# MASCO-CLOTH

**The Ideal Household Polishing, Dusting, and Cleaning Cloth**

MASCO PRODUCTS

Made of selected cotton yarn of soft but durable texture, strongly stitched on the edges.

**USEFUL IN EVERY ROOM IN THE HOUSE**

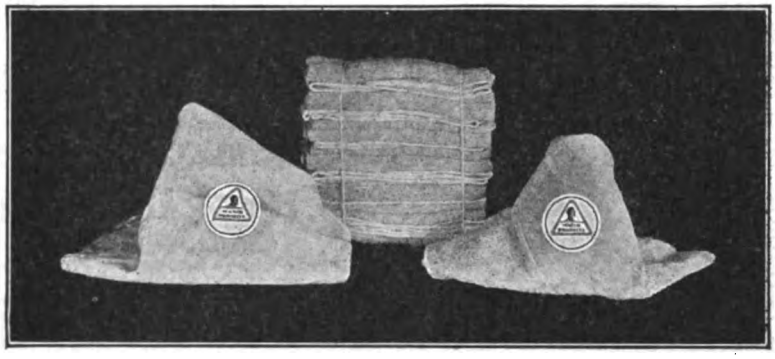
**In the Living-Room:** as a dustless cloth (used with oil) for dusting and polishing furniture.

**In the Dining-room:** as a polishing cloth for the silver and metalware.

**In the Kitchen:** as a hand-towel or dish-towel.

**In the Bathroom:** as a cleaning cloth for the enamel and porcelain.

**Also Duro-Cloth**—a strongly woven cotton cleaning cloth for machine wipers and household use.



*Other Masco Products*

Machined Cotton Waste
Masco Motor Waste
Household and Marine Mops
Dish and Toilet Mops
Caulking Cotton
Cotton Wicking
Bleached and Prepared Cotton

**Massasoit Manufacturing Co.**
**FALL RIVER, MASS.**

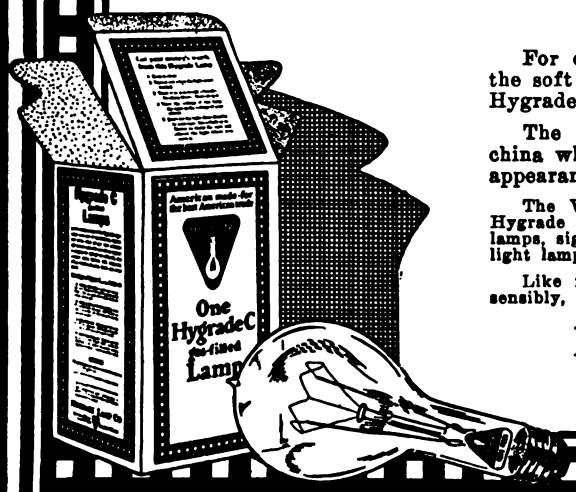
# Lalance & Grosjean Mfg. Co.

***Manufacturers of the Celebrated Lines of***

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
***and***
## Pearl-Agate
## Turquoise Enameled Ware

**New York** **Chicago** **Boston** **San Francisco**


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# WHITE Hygrades

For decorative lighting, clusters or theatre lights, the soft glow of the opalescent glass of the WHITE Hygrade gives an effect not possible with clear globes.

The perfect finish of the tipless bulb and the china white of the glass give it an equally attractive appearance either lighted or unlighted.

The WHITE Hygrade is just one item of the complete Hygrade line—B lamps, C lamps, round lamps, street railway lamps, sign lamps, country home lighting lamps and blue daylight lamps.

Like most good merchandise all Hygrade lamps are sold sensibly, without hampering restrictions or agency agreements.

**HYGRADE LAMP CO**

GENERAL OFFICE AND FACTORY SALEM MASS

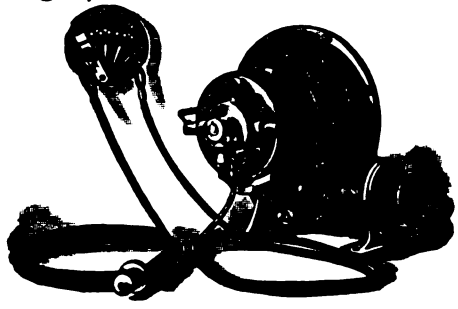
## Champion Blowers, Forges, Drills and Screw Plates



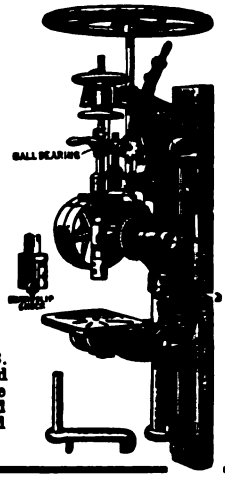
No. 400 Blower



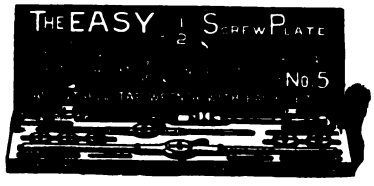
No. 401. Rivet Forge



No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.




No. 203. Self-feed and Double Compound Lever Feed Drill.




Screw Plates in Four Styles, Cutting up to 1½"

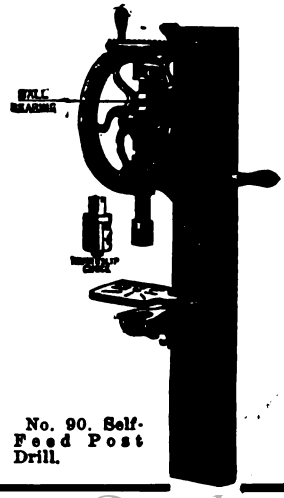
**CHAMPION TOOLS, Built for Service**

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

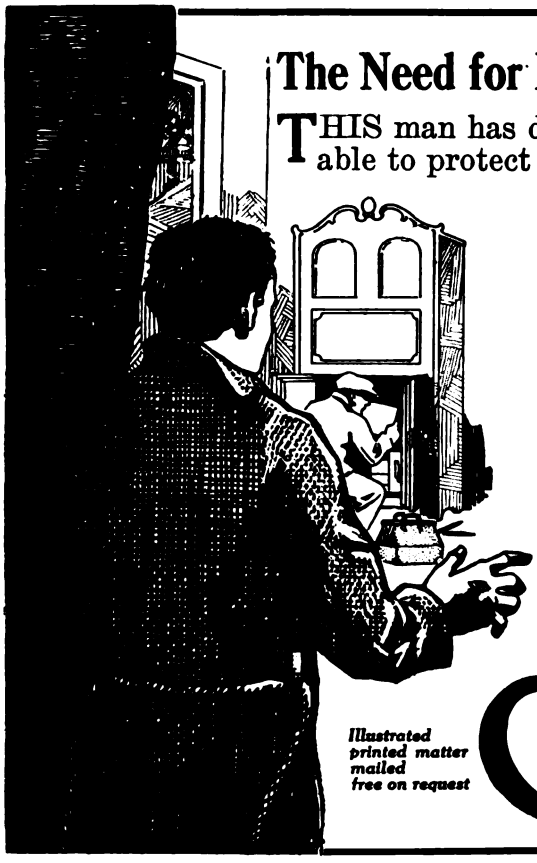
**CHAMPION BLOWER & FORGE CO.**

Lancaster, Pa., U. S. A.




No. 90. Self-Feed Post Drill.

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# The Need for Home Protection Never So Great

THIS man has disturbed a burglar at work, but will he be able to protect himself should the intruder attack him?

The country is going through a period of unrest. It is every man's duty to maintain law and order, and his home places the first claim upon him.

With the newspapers telling so much about burglaries, a suggestion from you that a Colt Automatic Pistol or Colt Revolver is essential burglary insurance would make sales easy for you among householders who care.

**COLT'S PATENT FIRE ARMS MFG. CO.**
HARTFORD, CONN., U. S. A.
Manufacturers of
Colt's Revolvers Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles
PHIL. B. BEKEART COMPANY, Pacific Coast Representative, San Francisco



*Illustrated printed matter mailed free on request*

COLT'S FIRE ARMS

# SIMONDS



HACK SAWS




You may search the world over, but you will finally agree that Simonds Hack Saw Blades and Frames are the best that can be bought.

Simonds Hard Edge blades are celebrated for their stamina and cutting power, and while they bend they are non-breaking. Our dealers' proposition is backed by Simonds guarantee of quality.

**SIMONDS MANUFACTURING CO.**
"The Saw Makers"
San Francisco, Cal. Portland, Ore. Seattle, Wash. Vancouver, B. C.

Write today for catalog and prices





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# "Twin" Display Free with Bissell Sweepers



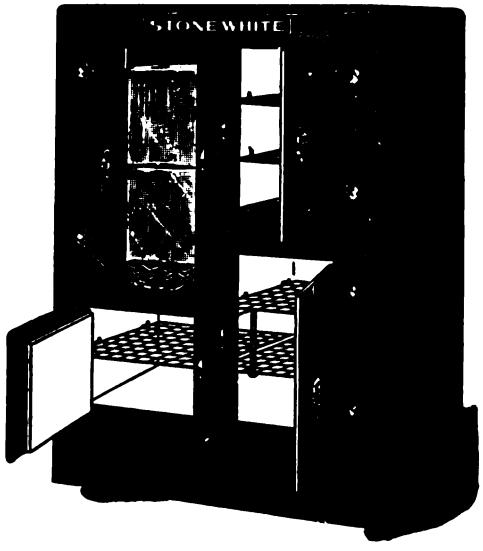

*Interchangeable for Fall and Holiday Use—4½ feet high by 6 feet long*

***Don't Delay Fall and Holiday Orders Longer —Freights Are Slow and Sweepers Staple —Always a Popular Gift***

**BISSELL CARPET SWEEPER CO.**
*Oldest and Largest Sweeper Makers*
GRAND RAPIDS, MICH.

New York (25 Warren Street)
Niagara Falls, Ontario (Factory)

# WHITE MOUNTAIN REFRIGERATORS




## "The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.




**Maine Manufacturing Company - Nashua, N. H., U. S. A**

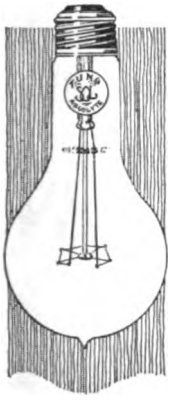
BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS

San Francisco.....Dunham, Carrigan & Hayden Co.
Los Angeles.....California Hardware Co.
Sacramento.....Miller-Enwright Co.
Seattle.....Schwabacher Hardware Co.
Portland.....Honeyman Hardware Co.

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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

Distributors for Pacific States
or the following jobbers:

Western Metal & Supply Co.
San Diego, Calif.

California Hardware Co.
Los Angeles, Calif.

Union Hardware & Metal Co.
Los Angeles, Calif.

Standard Woodenware Co.
Los Angeles, Calif.

San Joaquin Grocery Co.
Fresno, Calif.

Mangrum & Otter
San Francisco, Calif.

Nathan-Dohrmann Co.
All Their Branches

Thomson-Diggs Company
Sacramento, Calif.

Honeyman Hdwe. Co.
Portland, Ore.

Whiton Hardware Co.
Seattle, Wash.

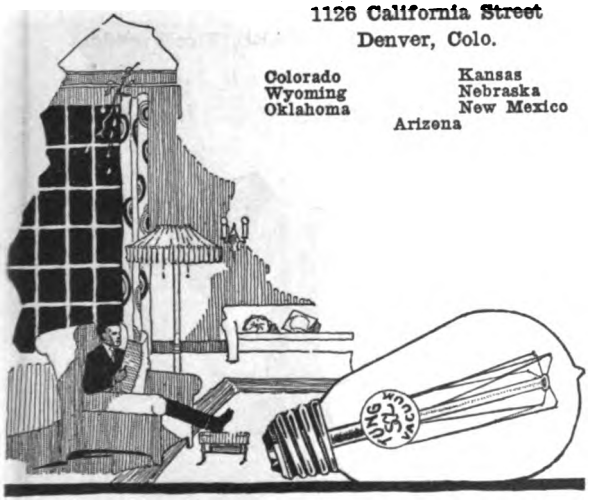
E. W. Murray Lighting Co.
Spokane, Wash.

Reno Electrical Works
Reno, Nev.

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona



# Simplex Page Advertisments Appear Every Month in

Saturday Eve. Post — Literary Digest
Ladies' Home Journal — Country Gentleman
Good Housekeeping — Farm Journal




*The fall page advertisement here reproduced will appear in October Ladies' Home Journal*

OUR policy of active co-operation with Simplex Ironer dealers in promoting the sale of these reliable, pioneer ironers, is extremely liberal. We use care and discrimination in the selection of dealers and then back them "to the limit" in realizing real profits.

The gigantic Simplex National Advertising Campaign, never ceasing, is establishing consumer preference for the Simplex that prompts easily-made sales to satisfied customers.

Write for particulars. Our plan of Dealer's Co-operation builds business for the entire Household Appliance Department.

**THE AMERICAN IRONING MACHINE COMPANY**
431 Sutter St., San Francisco, Cal.
Home Office: 168 No. Michigan Ave., Chicago

SIMPLEX IRONER
"THE BEST IRONER"

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# The Tire With the Really Scientific Tread



For years motorists have been seeking a tire which would really give greater mileage. Gates Super Tread Tires are constructed on entirely new scientific principles. The tread is so broad that the proper road contact is gained with less bending of the sidewalls, and the road wear is distributed over a greater surface. This means longer wear for the tire. It is easy to demonstrate to motorists why the Super Tread Tires will give longer service.

## GATES SUPER TREAD TIRES

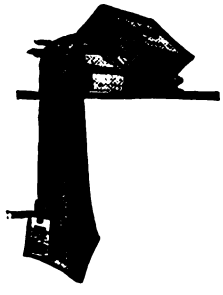
**CORD and FABRIC**

# The Tritch Hardware Co.

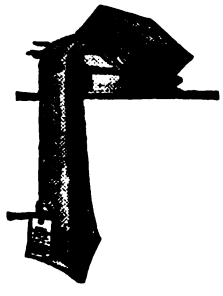
**DENVER**

**FRANK A. BARE, President** **O. H. BARE, Vice President**

## Gates Tubes Are Built for Greater Service



Motorists are demanding greater service from tubes—the kind of service that Gates Tested Tubes give. These tubes are guaranteed 800% stretch, which means greater toughness and longer wear. The Red Tested Tubes are cured with antimony, which insures against deterioration and bloom. Their thick, even walls and reinforced valve base insure longer life and freedom from blowouts.

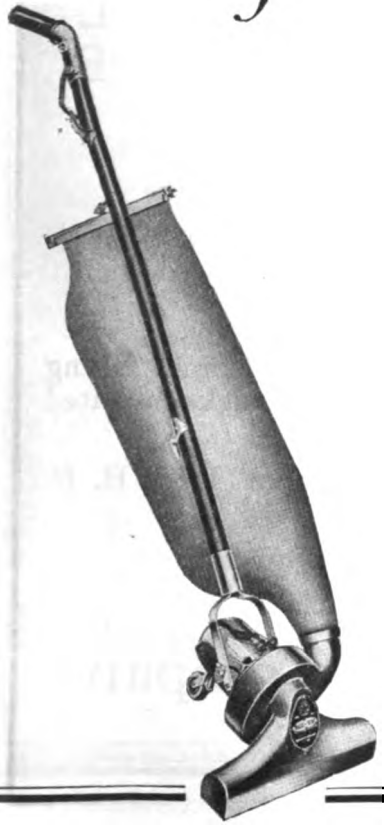


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# Spelling $ale$ with big $$




*The cleaner that sells itself*



## The BEE-VAC

**Electric Vacuum Cleaner**
**Retails at $42**

and shows a fine profit for the dealer.

There is no better cleaner made at any price.

GREATER SUCTION THAN OTHERS
GEAR DRIVEN BRUSH
REVERSE REVOLVING

Perfect balance of machine and wonderfully light weight. Makes it easiest of all to handle.

Drop us a line about it and get more detailed information.

## H. J. GUTE & CO.

PACIFIC COAST
FACTORY REPRESENTATIVES

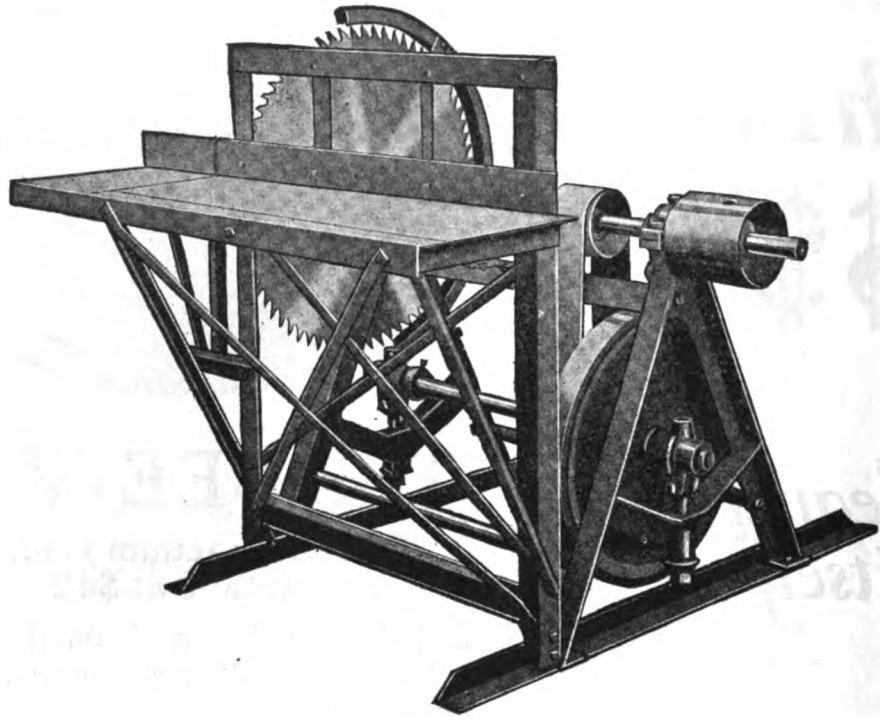
150 Post St. San Francisco
CALIFORNIA

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# Stove and Cordwood Is High Coal Is Scarce

## *Good Time* to Sell *Wood-Sawing Outfits*

ALL STEEL



TILTING TABLE

## Challenge Wood Sawing Outfit

The best tilting table frame ever put on the market.

Its biggest feature—the fly wheel is below the mandrel on a separate shaft, which permits of cordwood or poles being cut any desired length.

Weight, 400 lbs.; pulley, 6x6; speed, 1500 R. P. M.

Have in stock—Steel Frame **Sliding Table** and Wood Frame **Tilting Table** Outfits and **Portable Sawing Rigs** mounted on Steel Trucks, operated by Gasoline or Kerosene Engines.

ALSO PERFECTION PORTABLE DRAG SAWS WITH 4 H. P. GASOLINE ENGINE.

Complete Stock of Crosscut Saw Blades in Stock

**WRITE FOR FURTHER INFORMATION AND PRICES**

# Baker, Hamilton & Pacific Company

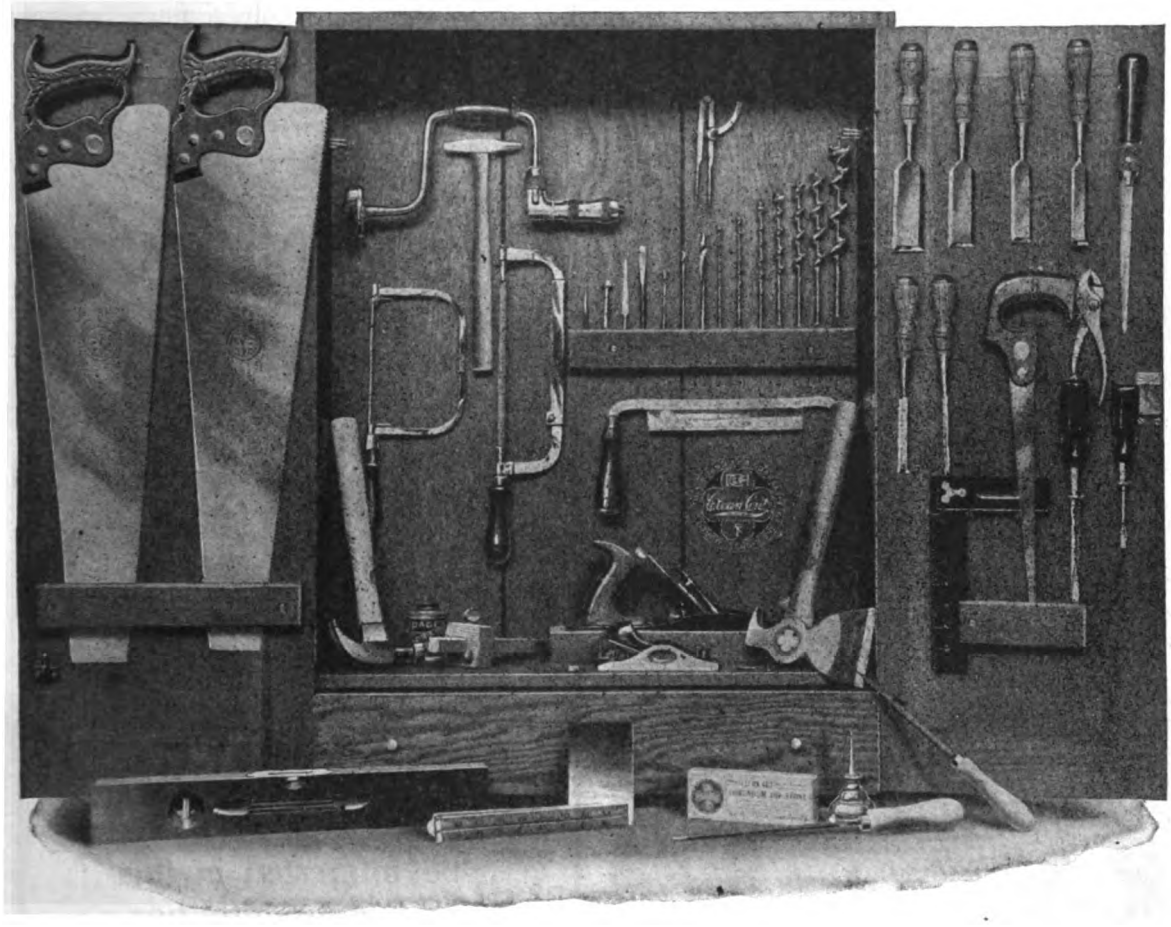
**SAN FRANCISCO, CAL.**

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# Tool Cabinets and Kits

Clean Cut

## Suitable *for* Holiday Trade



*See Our General Catalog No. 66, Pages 116 to 122*

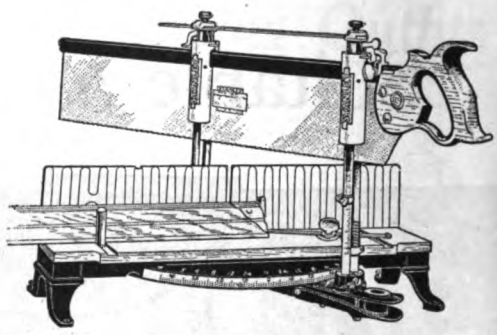
**Dunham, Carrigan & Hayden Co.**

San Francisco, California, U. S. A.

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Stanley Tools



# STANLEY MITRE BOXES

STRONG
DURABLE
ACCURATE

A Specially Made Back Saw with Each Box

Every mechanic that visits your store will be interested in this up-to-date mitre box.

May we send you some special circulars containing complete description?

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.


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Nos. 50, 55 and 56 Machinist's Case

# PILLIOD
## Tool Cases

**THE**

**BUILT FOR SERVICE**

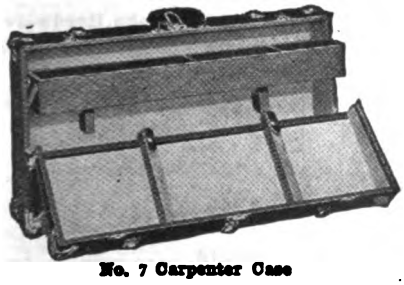
**LINE**

Tool Cases for every purpose, sturdy, light weight, beautifully finished quality cases for Machinists, Carpenters, Auto Owners, Auto-Repairmen, Plumbers, Household Tools and Fishing Tackle. "The line that sells and satisfies."

## The Pilliod Lumber Co.

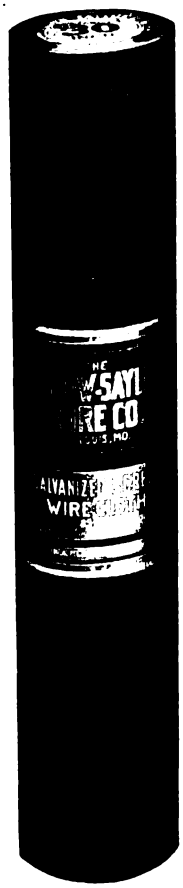
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No. 7 Carpenter Case

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***Please Order Through Your Regular Jobber***

**Manufactured by**

## *The* LUDLOW SAYLOR WIRE CO.

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# BRIER HILL STEEL CO.

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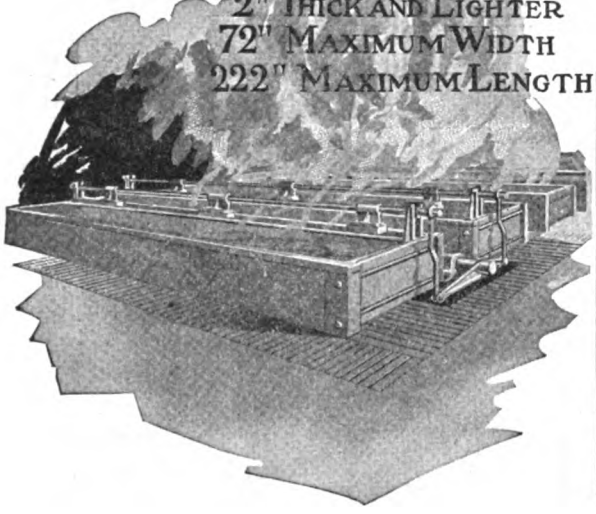
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## PICKLED STOCK

2" THICK AND LIGHTER
72" MAXIMUM WIDTH
222" MAXIMUM LENGTH



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EXPORT AGENTS
Consolidated Steel Corporation
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ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

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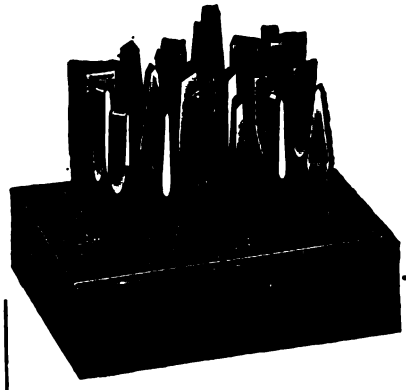
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No. 30 Cold Chisel Assortment

## Sell more cold chisels

Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose, and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line.

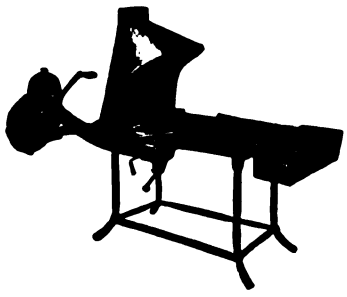
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MAYHEW STEEL PRODUCTS, INC.
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Dealers! You will find the Buffalo Tools a profitable addition to your line.

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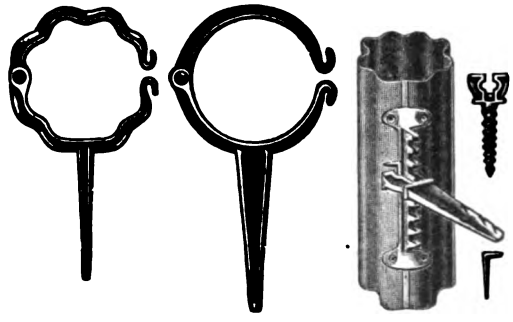
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STAND FOR
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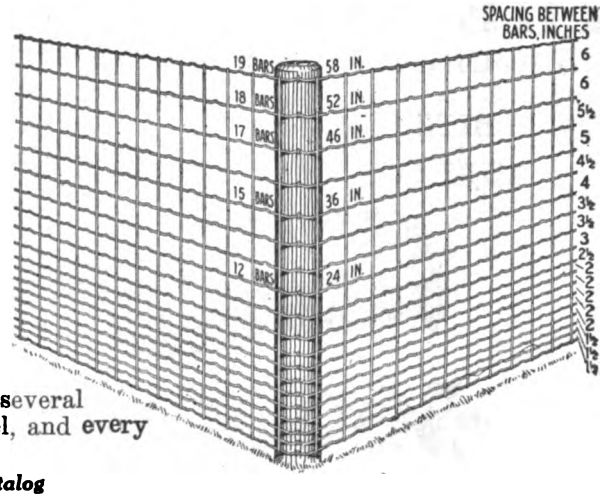
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**Electrically Welded**

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A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.




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For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

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Recognized all over the United States as the **BEST** money and skill can produce

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DAILY CAPACITY 3500 AXES AND LOGGING TOOLS


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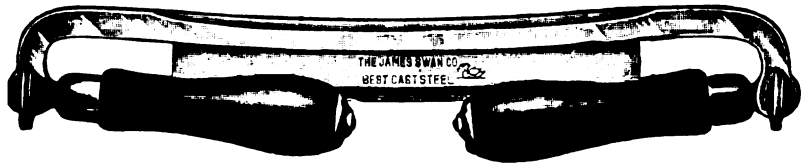
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If not, my Pacific Coast representatives will tell you why you should.

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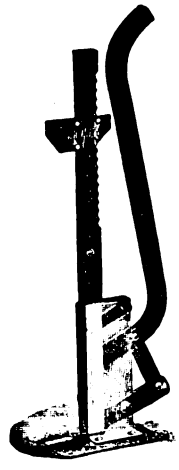
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NO WOOD

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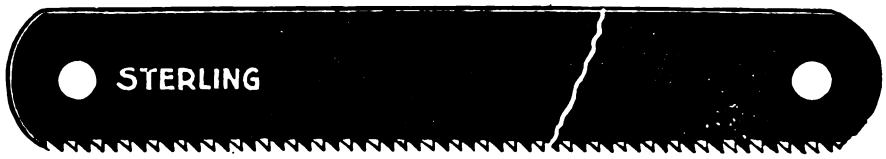
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**Hard** **TUNGSTEN STEEL** **Flexible**

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We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

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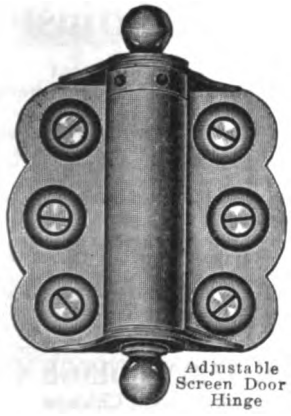
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**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

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**Exclusive Pacific States Representatives**

## SHELBY SCREEN DOOR HARDWARE

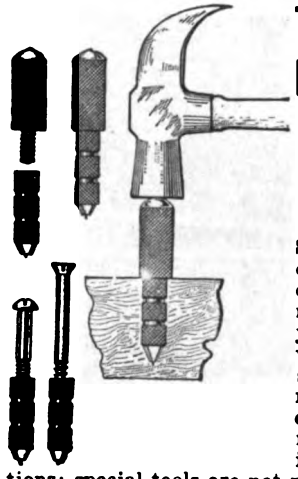
**WE ALSO MAKE**


Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

**The SHELBY SPRING HINGE CO.**
**SHELBY, OHIO, U. S. A.**

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## The Only Screw Holes in the World

### The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

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## QUICK RETURN
### In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.

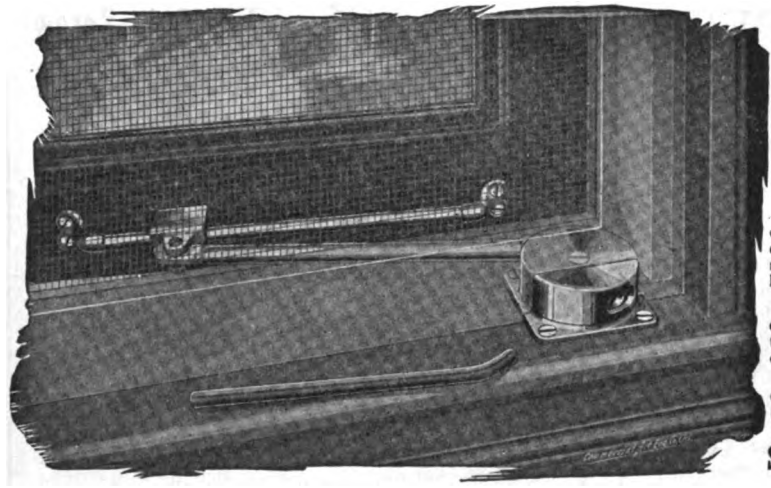



**No. 130**—For all general work. Very popular.

**No. 131**—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

**No. 135**—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven. **Your Jobber will supply you.**

**NORTH BROS. MFG. CO.**
**Philadelphia, Pa.**



Handle Detached. Cut shows Right Hand Casement Adjuster

# Superior Casement Adjuster

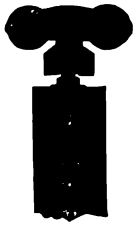
**For windows that open out**
**Operates without disturbing the screen**

**Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.**

**Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.**

**Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.**

**SUPERIOR SPRING HINGE CO**
**136 W. Lake Street, Chicago**



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*Roller Bearings*

**Quality** hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

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ONLY

# BOMMER

DOUBLE ACTING
SPRING BUTT HINGES

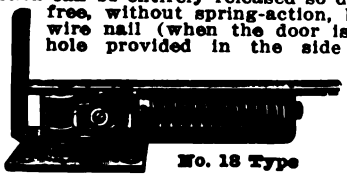


have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



**Bommer Floor Surface Spring Hinge**
**Has Release and Holdback Features, Ball Bearing and Alignment Device**

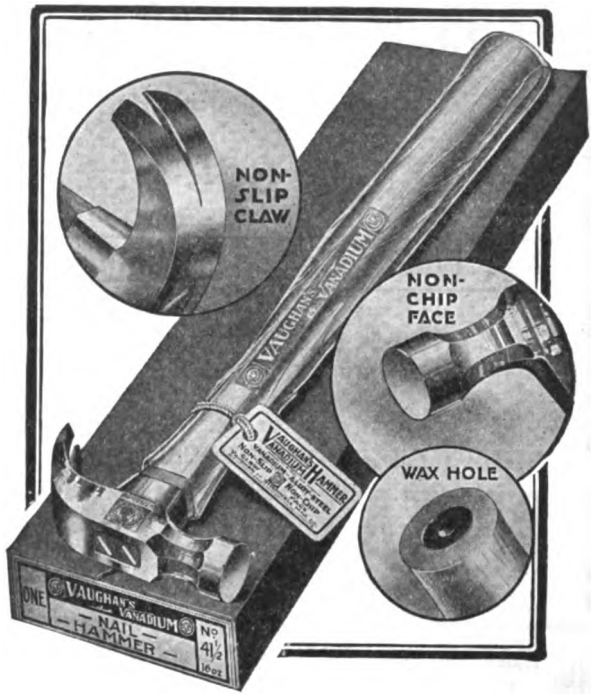
The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.

## Vaughan's Vanadium Nail Hammers




No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

VAUGHAN & BUSHNELL MFG. CO., CHICAGO

LUFKIN — ACCURACY

**Instantly Associated**
**In the minds of those who measure everywhere**

NEW YORK
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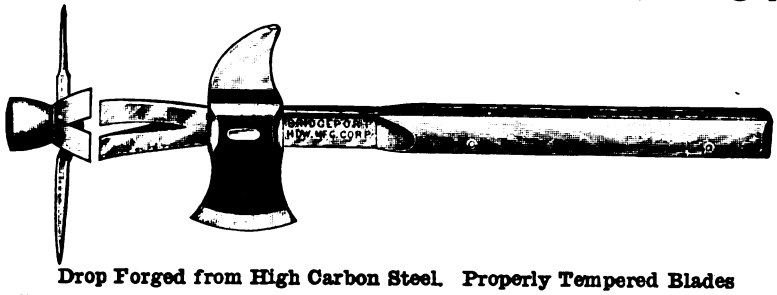
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SAGINAW
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TAPES and RULES

THE BRIDGEPORT HARDWARE MFG. CORP., Bridgeport, Conn.

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SEMINOLE OPENER
PRICE $1.50
Gro. Wt. 160 lbs.



FOR CARTONS AND CASES

FOR STORE, SHOP AND HOUSE USE

Drop Forged from High Carbon Steel. Properly Tempered Blades

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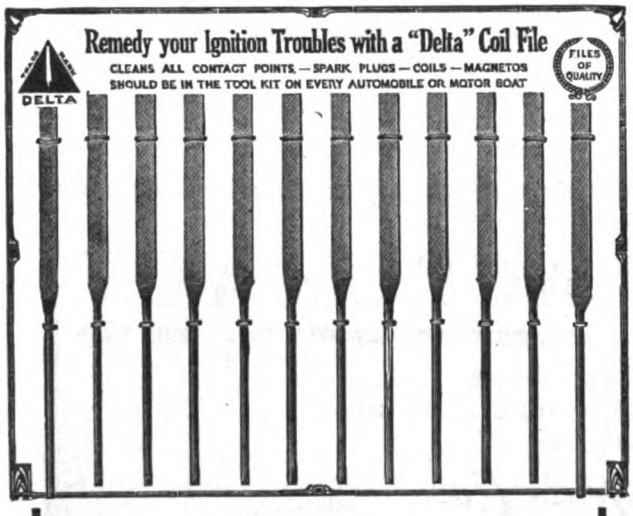
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High Grade Files for Every Purpose

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FILES OF QUALITY




The Famous No. 1092

# This Slaymaker Padlock

has a wider distribution than **all other** adjustable shackle padlocks combined. Over 100 Western jobbers of hardware, automobile accessories, bicycles, etc., sell it.

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**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**




"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

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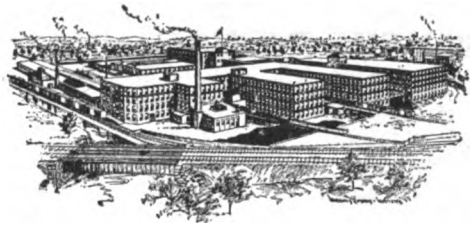
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*Established 1863*






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**THE WORLD'S STANDARD**

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

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# "LENOX"

HACK SAWS



BAND SAWS



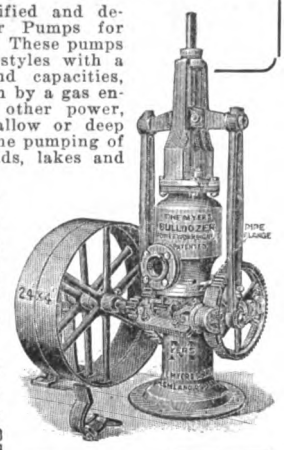
AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

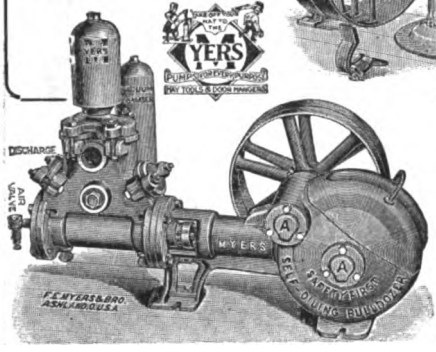

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A standardized, simplified and dependable line of Power Pumps for general pumping service. These pumps are built in number of styles with a wide range of sizes and capacities, are designed for operation by a gas engine, electric motor or other power, and are adapted for shallow or deep well installation, or for the pumping of water from streams, ponds, lakes and similar sources.

They meet most any pumping requirement on an economical and satisfactory basis. Catalog No. PP20 shows the complete line—a postal card brings a copy to you by return mail. Write us or ask your jobber.





Other MYERS Products

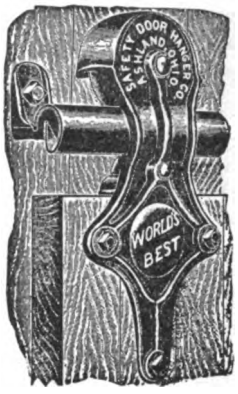
HAND PUMPS

HAY TOOLS

DOOR HANGERS

**F. E. MYERS & BRO. - Ashland, Ohio**






YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT

## World's Best Tubular Track

*Barn, Factory and Warehouse Door Hanger*

**EXCLUSIVE FEATURES**

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiet Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.



## "EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*



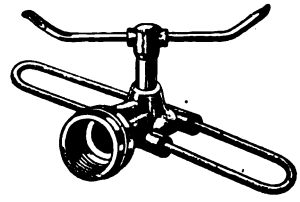
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
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Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**



## Thompson "Junior" Revolving Sprinkler



*The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**

East Eighth and Santa Fe Ave.

LOS ANGELES


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## NORCROSS GARDEN CULTIVATORS



*Growing in Demand Every Day*

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

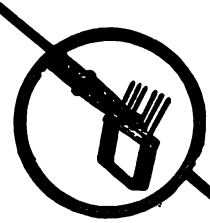
You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

**More than 300 Jobbers carry the "NORCROSS" Line**




Manufactured by
**C. S. NORCROSS & SONS**
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

## Bigger Profits IN Garden Tools



can be made by stocking the Gilson Guaranteed Line and setting Gilson selling helps at work for you.

## Gilson Garden Tools

meet every garden requirement, are moderately priced and sell readily wherever shown.

**The Gilson Weeder** (illustrated in detail above) makes short work of weeding and loosening the soil. Double edged blade cuts both ways and saves lost motion. To use as a rake, simply turn upside down. A fast seller that saves its cost many times in one season.



*Write for descriptive literature of complete Gilson line, including Scratch Weeder, Dandelion Digger and Lawn Edge Trimmer*

**J. E. GILSON CO.**
Port Washington, Wis.




Thousands of workers demand STAR HEEL PLATES on their shoes. Are you helping them by keeping up your stock?

It's a good plan to suggest them for work shoes and for boys' shoes. It's a good way to win friends.

Order from your jobber and insist upon STAR HEEL PLATES. If he can't supply them write

## STAR HEEL PLATE CO.

357-391 WILSON AVE., NEWARK, N. J.

## SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

| | |
|---|---|
| Sash Cord | Shade Cord |
| Clothes Lines | Masons' Lines |
| Solid Braided Rope | Chalk Lines |

Send for catalogue and samples

**SAMSON CORDAGE WORKS - Boston, Mass.**
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

## The Only Wrought Iron Anvil Manufactured in the United States




The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
Columbus, Ohio


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## THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



LET US HAVE YOUR ORDERS

No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

## Sells to Every Belt User



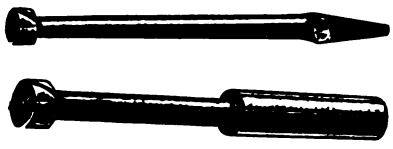

Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

## "Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

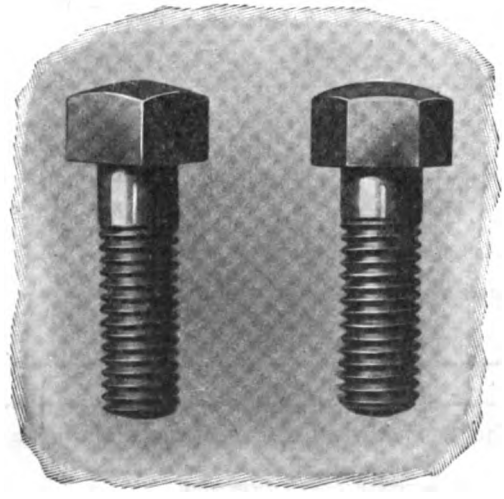
SPECIALLY ADAPTED FOR HARDWOOD WORKING

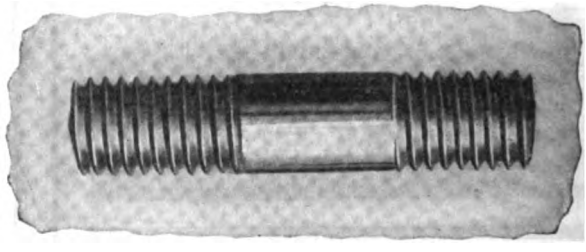


The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue





## WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

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Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Taylor, Youngs & Cox, 209 Ideal Building, Denver, Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.



## BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,
122-124 N. Curtis St., Chicago, Illinois




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## MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

**REMEMBER**

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

## THE UTILITY LINE



**No. 40 Portable Outfit**

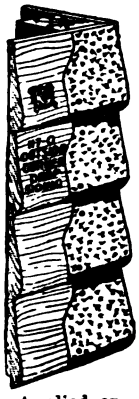
Write for
Catalog and Prices

**ALBERT LEA SPRAYER CO.**
**ALBERT LEA, MINN.**

**Goods Made by K are Made to Please**

## Kees Metal Corners

are made to fit and protect all types of siding. They save hours of expensive labor and produce a better job. Heavy gauge galvanized iron assures durability. Chemically treated surface holds paint or stain as readily as wood. Pierced to take nails. Are practically invisible if painted with building—add class if painted as trim. No ornaments to catch dust or moisture. Accurately shaped to fit the siding and make a neat and absolutely water-proof job. Can't possibly spread or open. They please the builder and the owner.



Applied on Drop Siding

**For Drop and Lap Siding**

You can sell these satisfying specialties to every builder and home owner no matter what type of siding they use.

*Write Dept. 50 today for prices and details*



Used on Lap Siding

**F. D. Kees Mfg. Co. Beatrice, Nebr.**

## PENNSYLVANIA *Quality* LAWN MOWERS

THE price of "PENNSYLVANIA" *Quality* Lawn Mowers is based on the cost of materials, bought and paid for during the last four months, and what we will pay for further supplies on these unfilled contracts, plus the cost of labor.

As we can look for no reduction in the cost of making our product within the next six months, and as we have on our order books a larger quantity of unfilled orders than we were able to turn out in the past twelve months, we have no hesitation in guaranteeing that there will be no lower prices of "PENNSYLVANIA" *Quality* Mowers before July 1, 1921.

**PENNSYLVANIA LAWN MOWER WORKS**
INCORPORATED
FOUNDED 1877 PHILADELPHIA


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# Elgin Oil Heaters



FULL STOCK
READY
FOR
IMMEDIATE
DELIVERY

SEND US YOUR
RUSH ORDER

ASK YOUR JOBBER

ALL STANDARD FINISHES
USE STANDARD WICKS

**Write for Catalogue and Prices**

**ELGIN STOVE & OVEN CO.**
**ELGIN, ILL.**

**BEH & CO., 106 Franklin Street, New York City**

**Warehouses: New York, Philadelphia, Boston, Syracuse**




# Kleen-a-Pipe in Two Minutes




Demanded by every housewife because it works instantly. No mixing. No delay. Just shake the fine powder into the drain pipe and turn on the faucet.

Removes wood, paper, cloth, grease, etc., without fear of injury to the plumbing.

Don't call the plumber. Keep a handy can ready for instant use. Positively prevents stoppage if used frequently. It cleans, protects and disinfects.

**Your jobber sells Kleen-a-Pipe. Home size cans, $1.00. Packed 2 dozen to the case, $14.40. Drop shipments in 5 case lots, $13.40 each. Freight prepaid.**

*Order a Case Today*

**CEDAR-SWEEP COMPANY**

**416 Harriet St. San Francisco**

# WINCHESTER
## GENERAL UTILITY OIL




*First choice for lubricating, cleaning, polishing, and preventing rust in the home, the office, the factory, on the farm.*

It sells because it's *needed*—repeats because it's *better*. A good profit and a quick turnover. A splendid lubricant that will not gum. Stock *now*.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.



# THE PACKHAM
## Stove Pipe Crimper and Beader

**MADE BY**

**THE PACKHAM CRIMPER CO.**
**MECHANICSBURG, OHIO**

**If Your Jobber Does Not Carry It, Write Us**

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# OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

San Francisco, Cal. Portland, Ore.



## Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

GEO. H. WILKINS COMPANY, 180 N. Market St., Chicago

SPRAKE SALES CO., INC.
Representatives
822 Higgins Bldg., Los Angeles
Branches: San Francisco, Portland

## "STAR" Expansion Bolts

ALL THE NAME IMPLIES

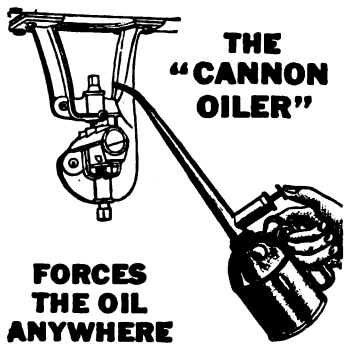
Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street New York — 120 West Lake Street Chicago



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

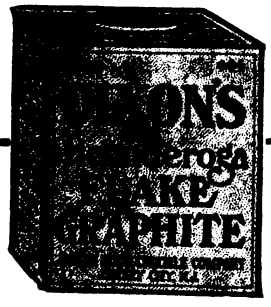
**Genuine Cannon Pump Oilers**

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for catalog.

CANNON OILER CO.
Keithsburg, Ill.



## GOOD SERVICE

will be given your customers when you recommend and sell to them

# DIXON'S
## Ticonderoga Flake Graphite

It has many valuable applications as a lubricant for cylinders, valves and bearings, either alone or mixed with oil and grease.

It is indispensable to engineers and mechanics for coating gaskets and packing, for pipe-fittings and the like.

Dixon's Ticonderoga is the original flake graphite and is generally conceded the best by users in all classes of industries.

*Write for Booklet No. 230-C and Prices*

JOSEPH DIXON CRUCIBLE COMPANY

Jersey City, New Jersey
Established 1827

# "Standard of the World"

## NEEDLES

of all kinds and sizes for all purposes and needs.

SACK BAG — SAIL BALING

Packing Mattress Upholstery
For
Grain, Flour, Sugar, Cereals, Minerals, Cotton, Burlap, etc.

EVERY NEEDLE WARRANTED

**BARR BROS. COMPANY**

Needles and Cutlery
Since 1873

Sales Division

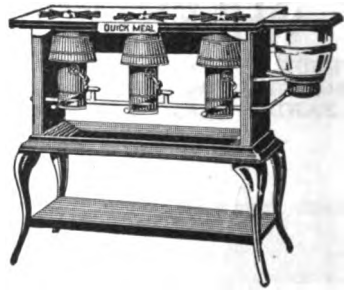
HUGHSON & MERTON, Inc.
No. 9 Main St., San Francisco
215 Fourth Ave., N. Y.
1449 So. Michigan Blvd., Chicago


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Cupola Burner Oil Stove




Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

## QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

**C. H. SCHIECK**

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
GAS RANGES

We also carry a large line of
COAL RANGES

# The Schaw-Batcher Co.

SACRAMENTO, CAL.

## WHOLESALE HARDWARE

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| Pipe and Fittings | Sargent & Co. |
| Canton Steel | Builders' Hardware |
| Ammunition | Mill and Mining |
| Sporting Goods | Supplies |
| Blacksmith Supplies | |

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

## MORGAN & ALLEN CO.

150 Post Street, San Francisco, California


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# DUPLEX
## FIRELESS STOVE



# Another Big Help for Duplex Dealers

A new dealer's help that really helps. The Duplex Dealer's Bulletin—a publication devoted entirely to dealers' problems, will be sent you shortly.

Just a few tips on what you are going to get—a good sales letter each month to be sent out to your prospects—suggestions for your store advertising—window displays—in fact, every sort of help we can give you to increase not only the sales of Duplex Fireless Stoves but of all your lines of merchandise.

Duplex national advertising is opening the way to increased sales. The Bulletin will show you how to close them.

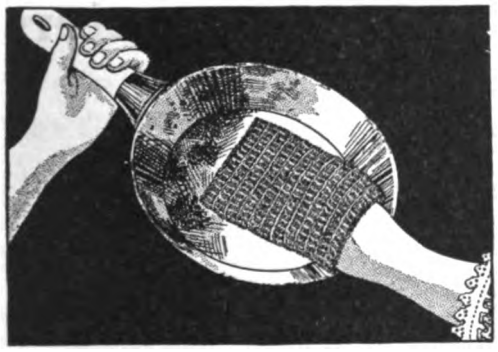
If you are not a Duplex Dealer—write today for our new dealer's proposition, and tell us to put you on the mailing list for the Bulletin.

**DURHAM MFG. CO.**
MUNCIE, IND.

NEW YORK OFFICE: 108 CHAMBERS STREET
LOS ANGELES OFFICE: 3718½ W. PICO STREET

# MAGNETIC CLOTH
**CLEANS LIKE MAGIC**

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by
**JOHN W. GOTTSCHALK MFG. CO.**
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco

# HERCULES COLD SODER
**THE METAL MENDER**




Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

**HERCULES PRODUCTS CO.**
Dept. A COUNCIL BLUFFS, IA.
NOWMAN COWAN CO., Pacific Coast Representatives
445 Rialto Bldg., San Francisco, Calif.
AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

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# YAKIMA
## Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

## Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received




Prompt Courteous Service

# H. Roth & Sons Company

## SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# WASHINGTON
## Hardware and Implement Underwriters
OF
## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# A MARVELOUS WORLD'S RECORD

## With Peters Cartridges

### THE FIRST 15 SHOT POSSIBLE

For the first time in the history of the United States Revolver Association a 15 shot possible has been made. This World's Record was made by T. K. Lee in Match 32 of the recent U. S. R. A. Indoor Team Matches.

But this is only one of the records that he established in this series of matches; he also made **record average** for 33 matches—143—636—25 possible scores of 50—next highest competitor making only 6. Ran 24 consecutive 10's.

Mr. Lee used Peters .44 S. & W. Special Mid-Range Wad Cutter Cartridges.

None of these records have ever been equalled by any other ammunition, and all are records by a wide margin.

**THE (P) BRAND FOR BETTER SHOOTING**

**The Peters Cartridge Company - - Cincinnati, Ohio**

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

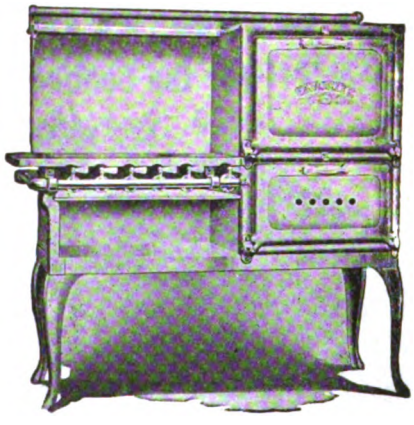
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton

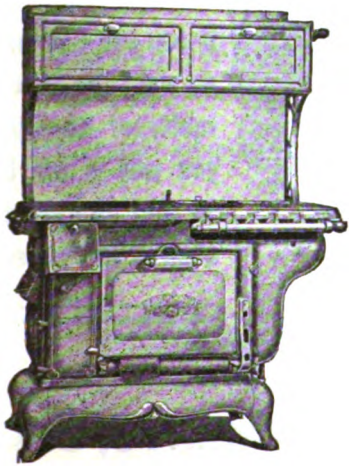
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

# Favorite Stoves and Ranges

## BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





**A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.**

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

**EXCLUSIVE AGENTS**

## MANGRUM & OTTER, Inc.

**827-831 Mission St., San Francisco**


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# Hardware Specialists

## IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

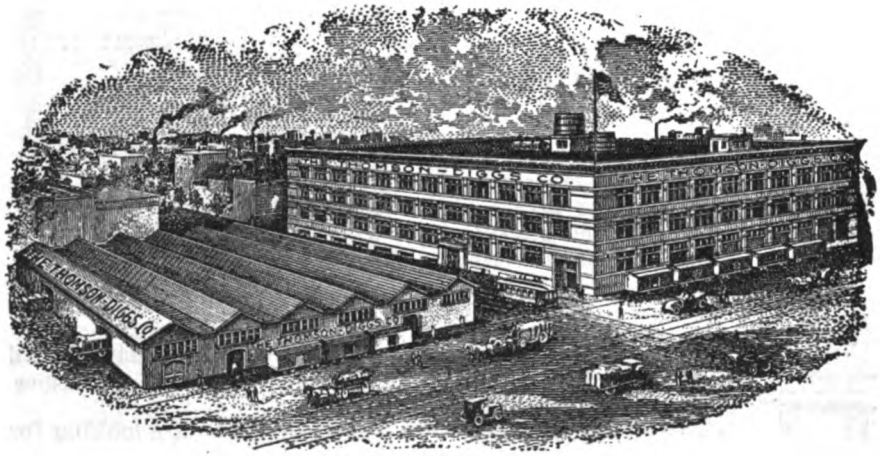
Salt Lake City, Utah

**The Salt Lake Hardware Co.**

Pocatello, Idaho

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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**Strevell-Paterson Hardware Company**

SALT LAKE CITY

**Wholesale Hardware**

Tools
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery

WE SELL TO DEALERS ONLY

**HONEYMAN Hardware Company**

Park and Glisan Sts. Fourth and Alder Sts.
PORTLAND, OREGON

GOLDSMITH
Football, Basket Ball and Athletic Supplies
Sweaters and Jerseys

GUNS AND AMMUNITION

HEATING STOVES

GAS AND STEEL RANGES

ANDIRONS, FIRE SETS

FIRE SCREENS AND SPARK GUARDS

**A. M. HOLTER Hardware Company**

Helena, Montana

*Established 1867*

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

**HOLTER Hardware Company**

*Spokane, Wash.*

**WHOLESALE**

*High Grade Auto Accessories*

Acme Paints
Monarch Ranges
Schuttler Wagons
Mill, Mining and Logging Supplies
Sargent Hardware
Peninsular Stoves and Ranges
Diamond Tires

**Prompt — Courteous Service**

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# *A Good Rope—*
# *Seaport Manila*

P
Trade Mark

MOST so-called Hardware grades of Manila Rope omit the word "Manila," manufacturers well knowing that this particular grade is composed largely of colored Sisal fiber. The appellation of "Hardware Rope" has been misused and abused. It is unfair to a fraternity having a higher sense of quality in rope than any other class because larger distributors.

SEAPORT MANILA is 100% Abaca Fiber. A good rope, well made and quoted at as low a price as any Pure Manila Rope can be consistently offered. Has no equal in anything in a second grade on the market and a trial will be convincing. It is a departure in rope manufacture that will be appreciated by dealers and consumers where a less expensive Pure Manila Rope is wanted.

P
Trade Mark

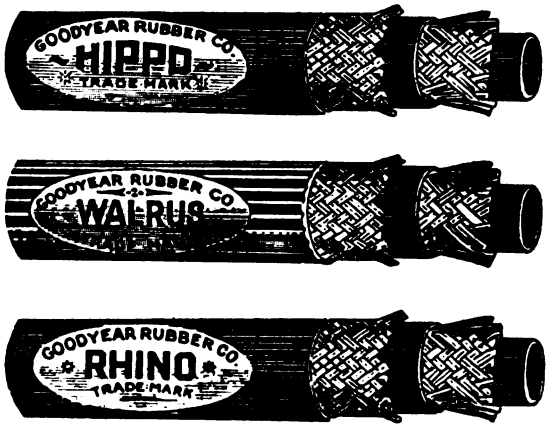
MANUFACTURED BY

*The Portland Cordage Company*

*Portland, Oregon* *Seattle, Washington*

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY


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# Front Door Handles

## Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.




**WESTERN BRASS MFG. CO.**
217-219 Tehama St., San Francisco, Cal.

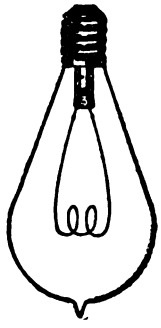
# Candalabra and Edison Base Carbons

We carry the largest Pacific Coast stock

All styles and voltages

Guaranteed Satisfaction and Service

A Fast Selling Quality Line



Immediate Shipment and Lowest Prices

Liberal Profits to Jobber and Dealer

**WESTERN AGENCIES CO.**
285 Minna Street, San Francisco

Los Angeles: 125 E. 9th St.
Seattle: 923 Pine St.



# Pioneer Products

## —Western Made for Western Trade

—We have been manufacturing Quality Roofing for 32 years.
—We make a grade and weight for every purpose.
—We believe that it is to YOUR advantage to sell Pioneer Roofing.
—Pioneer Roofing is a business builder.

***Samples and Prices on Request***

**PIONEER PAPER CO. LOS ANGELES CALIFORNIA**


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# Voss 9-o'Clock Electric Washer

## BUILT FOR BUSINESS

The illustration shows the VACUUM DASHER, which performs the operation of washing the clothes white without abrasion or tearing of garments, however delicate.

We manufacture the dolly and disc type, as also the vacuum in both electric and power; also hand; and can furnish you stock from Portland or Seattle warehouses.

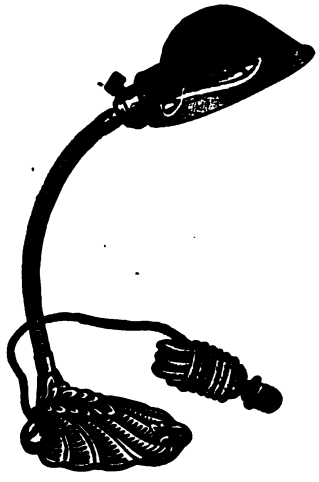
Forty-three years of experience in building washers insures satisfaction to your customers.

*Write for Agency in Your Town*

**R. M. BURTON SALES AGENCY**
**Northwest Distributors, Alaska Building, Seattle, U. S. A.**

# HEADQUARTERS

for Flexible Arm Portables. These lamps, distinctive in design, add character and comfort to any room or office.



Beautiful design —finished in Verdi Green and Statuary or Pompeiian Bronze.

Just the right lights for Home, Office, Hospital, Student Rooms, Hotel Desks, Library, etc.

Immediate shipments and lowest prices.

Big year around sellers, giving both jobber and dealer liberal profits.

**WESTERN AGENCIES CO.**
285 Minna Street, San Francisco
Los Angeles: 125 E. 9th St.
Seattle: 923 Pine St.

# ATLAS

## 10 Cent Fly Swatter



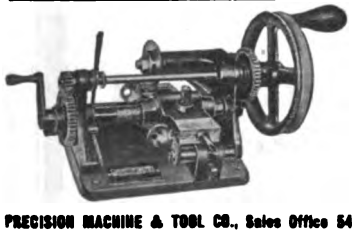
This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

**Atlas Mfg. Co.**
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles



With the——
**Precision Key Machine**

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

# SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

**J. SAND & SONS - Detroit, Michigan**

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1880 **FORTY YEARS** 1920

EXCLUSIVE AGENTS TO THE WESTERN TRADE

**ARROW BRAND**

# CUTLERY

**ADOLPH BLAICH, Inc.** - - **693 Mission Street, San Francisco, Cal.**

*Wholesale Only* *Samples and Prices on Request*

## The New "Liberty" Postal Scale

### *A* TRINER, *OF COURSE*



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

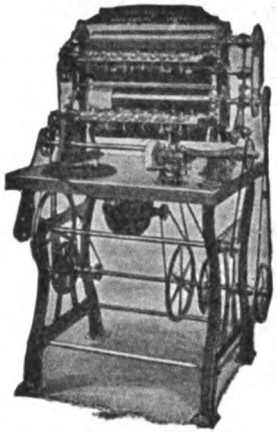
**TRINER SCALE & MFG. CO.**

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

## $2,250 In One Year

That's what a Philadelphia Hardware Store made sharpening safety razor blades with one of our sharpening machines. That is on an average of $40.30 every week. If you had a



**Hatfield Complete Sharpening Machine**

in your store that was pulling in dull razor blade business like that for **you**—you'd consider it a mighty profitable **investment**, wouldn't you?

Remember the Hatfield sharpens **all** makes of safety razor blades.

Investigate! We'll mail full particulars if you'll write us.

**HYFIELD MFG. COMPANY**

21 WALKER ST. NEW YORK CITY




## COAL WILL BE SCARCE THIS WINTER

**Write Us for Prices and Discounts on**

# GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete Quick Deliveries

**FOSS & JONES, Manufacturers - - - PASADENA, CALIFORNIA**

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# YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

# BOOMER CANNON

Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| Made in six sizes— | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

**THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO**

Trade Mark "Boomer" Registered—No. 58228

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS




SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

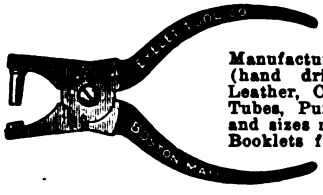
We specialize in Stock and Ranch Knives for the Western trade.

**WESTERN STATES CUTLERY & MFG. CO.**

*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

GENUINE
## Hildebrandt Spinners

Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



## EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber Booklets free. Established 1858.

40 Lincoln Street
BOSTON-MASS

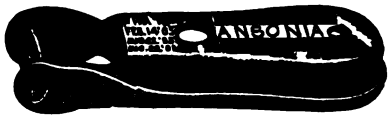


We make TUCKED PEERLESS TUCKER

COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.

## "ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper Twelve in a box or 12 on a display card.

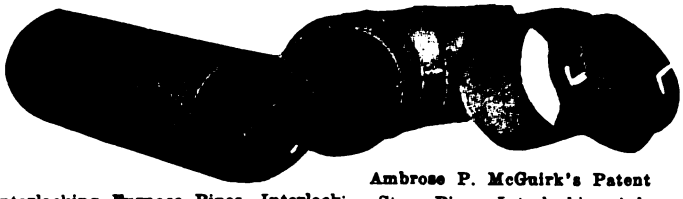



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

# SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

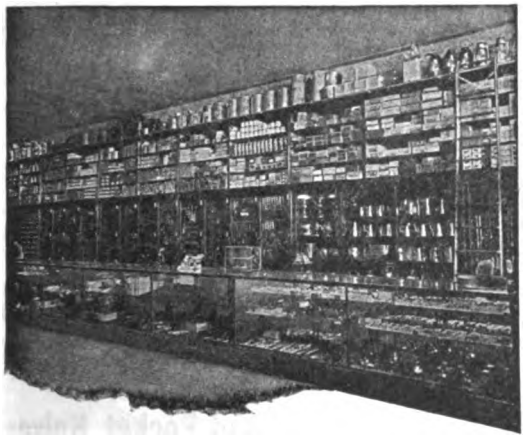
Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.
Send for Price List and Descriptive Statement.

SAFETY INTERLOCKING STOVE PIPE CO., MT. PLEASANT, IOWA


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## Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

**DULUTH SHOW CASE CO.**
DULUTH, MINNESOTA

## Distributors

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.

The Colorado Utah Hdw. Co. Grand Junction, Colo.

American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig Grand Central Palace New York City, N. Y.

Prescott & Co. Boston, Mass.

H. E. Hessler Co. Syracuse, N.Y.

J. F. Rappel Company Manitowoc, Wis.




## HOORAY FOR THE YOST

**TIMES CHANGE PRICES CHANGE**

But YOST QUALITY remains constant and Guarantees Service.

YOST GEARLESS MOTOR WASHERS mean more than "Just Washers." There is Quality and Service in every YOST WASHER. Dealers increase their turn-over by selling more YOST WASHERS. Whatever their price, it is always low in comparison.

**The Yost Gearless Motor Company**
Springfield, Ohio

Yost Washers Work and Never Shirk

## Land This Boy's Trade



You sell him an Auto-Wheel Wagon and we induce him to form a Coaster Club. Every new member follows him to your store for one of our wagons,

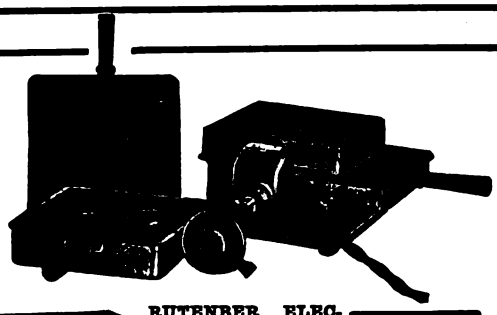
**Auto-Wheel Coaster** and the **Auto-Wheel Roadster**

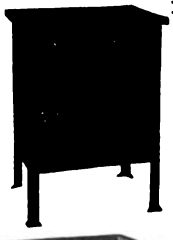
Advertising has started these clubs all over the country. You deserve your share of these multiplied sales.

Boy trade is profitable for your kind of store. Tie up with our plan, and you'll be well introduced.

—Christmas is coming. See your jobber for merchandise and write us for details of selling plan.

**The Auto-Wheel Coaster Co., Inc.,**
formerly
**The Buffalo Sled Company**
Dept. A, N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y. In Canada, Preston, Ont.
New York Office: 108 Chambers St.
Seattle Office: 214 Maritime Bldg.
Kansas City Office: 1007 Coca Cola Bldg.
Export Office: 365 West 23rd St., New York, N. Y.





**RUTENBER ELECTRIC TABLE STOVE**

**Model 206**

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.







We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.





**RUTENBER ELECTRIC CO.**
Marion, Ind., U. S. A.




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## IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



## "THE BENJAMIN"

**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco



# What's In a Name

Enough—plenty — SUCCESS in the RIGHT ONE properly applied. It's half the game, naturally, you don't get a good one with poor merchandise, unprincipled methods nor disregard for rendering distinctive and valuable service. Establish a meritorious name, it compares with a solidly laid rail system that has demonstrated "delivered" ability, preciseness and certainty, when the charges are fair the public uses the road over and over again, even if the cars are changed in color, the conductor's uniform from blue to gray or electricity replacing steam.




"Good Morning" (It's me they're talking about)

Evidence galore. Brunswick Balke (Pool Table Mfgrs.) undeniable success producing talking machines and automobile tires. Do you think the name helped any?

Heinz put over 57 and more varieties. We contend first one was hardest, name helped others along materially.

Chandler Motor Car Company identified with Cleveland Motor Car Company. Chandler a success, Cleveland unknown, BUT, public had sufficient confidence in connection that 25,000 Cleveland cars sold before one was shown.

Think of it. Standard Oil put over mild laxative (Nujol), really there is a contrast between Kerosene Stove (Perfection) and body lubricant.

"WHERE DO I COME IN?" asks the above member of the Gem Brush family. **HERE AND NOW.**

"On and above the fact that **GEM BRUSHES** possess one hundred cents of utility for every dollar expended, pay legitimate wholesome profits to everyone handling them and guaranteed throughout, comes the burning truth that the name **G-E-M**, connected with shaving things particularly, spells **SUCCESS** from every stand-point necessary and essential. **GEM BRUSHES** represent new car developed with all knowledge possessed up to 1920 and now placed on that solid Gem System, which is **BUYING POWER**, they will ride forth with confidence of our trade to reach all points which is **ULTIMATE CONSUMER** via stations called **DEALERS**, through the transfer points called **JOBBERS**. Ring the bell and go ahead, you have the goods.

We all went to the top with Gem Razors and Blades because they are chocked full of quality, usefulness and results, they survived and succeeded because **GEM** exceeded everything in its class, stepped into another one of its own, very true, that is going to continue, also prevail in **GEM BRUSHES**.

Their name is 50 per cent at least of their selling power. If we put lake water in bottle labeled Gem Hair Remover, large quantities would be sold, but, eventually get knocked off the market; nevertheless, we'd sell a lot of it. **GEM BRUSHES** not only will sell on account of name, but, be backed up in use with real quality and service.

**GEM BRUSHES** will be advertised in magazines and through other channels all year around.

Don't lose sight of the fact that **GEM BRUSHES** are in a class alone, **GEM BRUSHES** are manufactured to sell no cheaper than good brushes can be produced.

**GEM BRUSHES** is all knowledge of Brush Manufacturing experts thrown together, divided with essential factors and the results **GEM BRUSHES**.

(Signed) THE GEM SAFETY RAZOR CORPORATION.

*Order From Your Jobber Now*



## SCHATT & MORGAN CUTLERY COMPANY

TITUSVILLE, PA.

*Manufacturers of* **S & M Brand Pocket Knives**

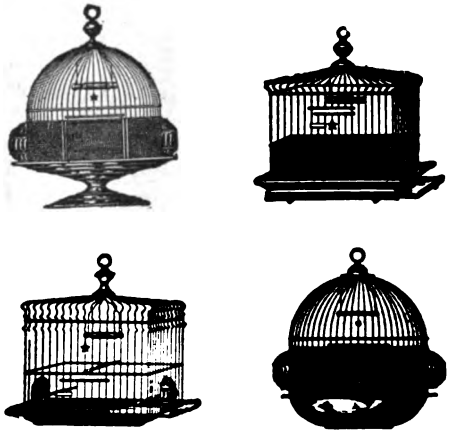


Highest Quality Made—For Sale by Jobbers
Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco



## O. LINDEMANN & CO.

**35 and 37 Wooster St., New York** *Established 1863*



*Manufacturers of JAPANNED, BRASS and TINNED WIRE*

## Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

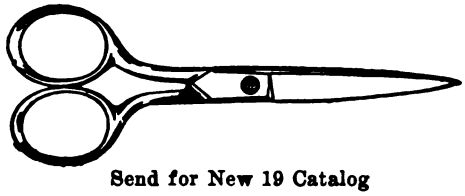

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# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. ROWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver

# HOPPE'S NITRO POWDER SOLVENT No. 9




For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

## FRANK A. HOPPE

**2314 No. 8th St.** **Philadelphia, Pa.**

# CHATILLON CUTLERY

## FOSTER BROS. CUTLERY

is unrivaled for general trade purposes.

Guaranteed to meet the most severe requirements—every blade is properly ground, tempered, balanced and sharpened, ready for use.



Foster Bros. Line includes every type of butcher knives, cleavers, carvers, splitters, etc. Noted for quality and serviceability. The product of half a a century's experience in making dependable cutlery.

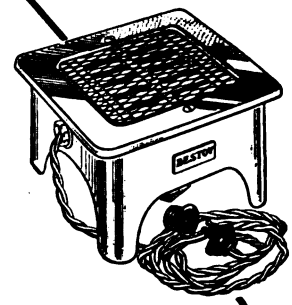
Sell Foster Bros. Cutlery. Your customers will be fully satisfied—and you make a generous margin of profit.

*Your jobber can tell you about Foster Bros. Cutlery*

JOHN CHATILLON & SONS
New York U.S.A.


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# Holiday Winners

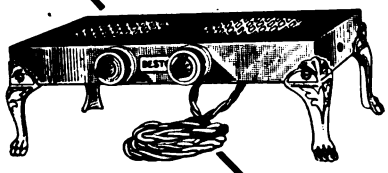


The Christmas Season of 1920 should mark the highest point yet reached in sales of

## "BESTOV" Electrical Appliances

Immediate deliveries if you place your requirements now on table stoves, toasters, luminous heaters, etc.

One of the fastest selling and lowest priced lines on the market, giving both jobber and dealer a liberal profit.



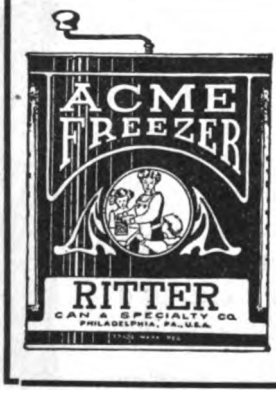
All appliances guaranteed one year.

SALES AGENT

**Western Agencies Co.**

285 Minna St., San Francisco

125 E. 9th St., Los Angeles 923 Pine St., Seattle




DON'T FORGET

**Acme Freezers**

SELL WELL IN OCTOBER

MADE BY

RITTER CAN & SPECIALTY CO.

Philadelphia, Pa.

Factory Selling Agents
BEH & CO.
106 Franklin St., New York

**DI-MEL-INE**

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.).....$54.00
Jobber's Assortment (12 Doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

*Write for Color Card, Circular and Booklet*

**MONTAUK PAINT MFG. CO.**

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



**CHILD'S MODEL B**

CARBON TETRA CHLORIDE

**Fire Extinguisher**

1 Qt. Capacity

APPROVED BY UNDERWRITERS

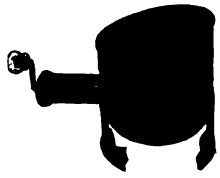
Very effective on electrical and gasoline fires. Especially suitable for automobiles.

**A LINE WORTH HANDLING**

For Particulars Write to

**O. J. CHILDS CO.**

FIRE APPARATUS UTICA, N. Y.



GENUINE

**HUNTER'S SIFTER**

Standard of the World Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

**THE FRED J. MEYERS MFG. CO.**

Bender Street Hamilton, Ohio


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# Union—Farm—Tools

## Forks—Hoes—Rakes

Whenever you see a farm tool bearing the Union Label, you can rest assured it is the tool in which to place your confidence.

"Farm King" — "Continental" — "Columbus" — all three labels represent the best produced in farm and garden tools.

Ask your Jobber to show you Union Tools, and note their perfection in material, workmanship and attention to detail.

**The Union Fork & Hoe Co., Columbus, Ohio**

FACTORIES

COLUMBUS, OHIO FRANKFORT, NEW YORK

# STEARNS

## STEEL BAR

## Carpenter's Clamp

**The Standard Clamp**

Has proven to be the strongest Clamp owing to "T" shape bar rolled from a special quality of steel with notches on the lower side, giving great holding power. Steel screw with a deep-cut square thread. All fixtures are malleable.

Special attention is called to the reinforced head.



Style No. 1—3-16x1½ in. bar.—⅝ in. screw
¼x1¾ in. bar., ¾ in. screw, for extra heavy work.

**Write for Catalog and Price**

**E. C. Stearns & Co.**

155 Oneida St., Syracuse, N. Y.

# HARGRAVE TOOLS

They Satisfy the Most Particular Mechanic







Pin Punchces
Solid Punches
Prick Punches
Center Punches

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

YOUR JOBBER CAN SUPPLY YOU

**The Cincinnati Tool Co.**
*"Montgomery Rd."*
CINCINNATI, OHIO

A. C. RIDDELL, Pacific Coast Representative
Higgins Bldg., Los Angeles, Cal. Marvin Bldg., San Francisco, Cal.


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# DIETZ LANTERNS

SOLD WHEREVER THE SUN RISES
USED WHEREVER THE SUN SETS




R.E. DIETZ COMPANY
NEW YORK
LARGEST MAKERS OF LANTERNS IN THE WORLD, FOUNDED 1840
YOUR JOBBER STOCKS DIETZ LANTERNS


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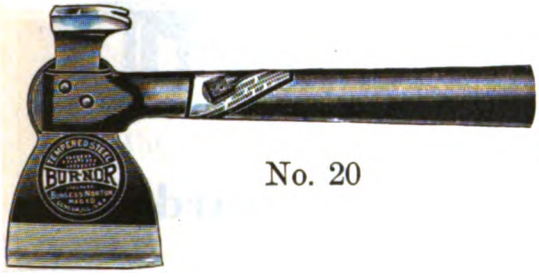
# BUR-NORS

**Winter Is Nearly Here**

Shortage of coal will mean—burn more wood — and

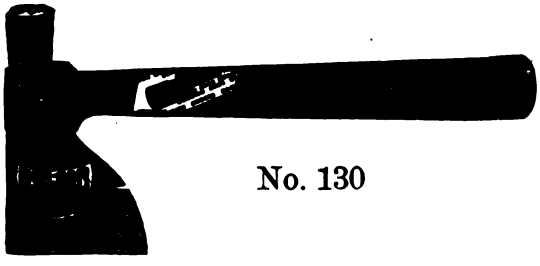
USE MORE HATCHETS

Window displays and other sales helps will move our hatchets quickly—but we are behind on deliveries—you should place orders NOW.




No. 20

**All Steel** BUR-NOR TRADE MARK **Hatchets**



No. 130

**Two of Our Best Sellers**

The BUR-NOR Hatchet is the BEST general household hatchet made. The handle will NOT BREAK NOR COME OFF.

*Write for Catalog*

## Burgess-Norton Mfg. Co.

**Geneva, Illinois**

**1603 L. C. Smith Bldg., Seattle**
**851 Pacific Bldg., San Francisco**

# SAVAGE




## SHOW SAVAGE NOW

The Christmas Buyer is looking for advertising—he wants to be sold.

A strong window display at this season will convince him that a Savage Automatic makes a first rate gift.

We have anticipated this in our general advertising, as above reproduced, and right now a Savage window display in your store will show the many readers of this Ad where to go.

Follow this up, and get your Christmas business.

*Show SAVAGE Now*

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**
**Sharon, Pa.** **Chicopee Falls, Mass.**

**Executive and Export Office**
**50 Church St., N. Y.**

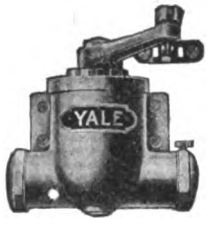
***Owners and Operators of the***
**J. Stevens Arms Company**
**Chicopee Falls, Mass.**

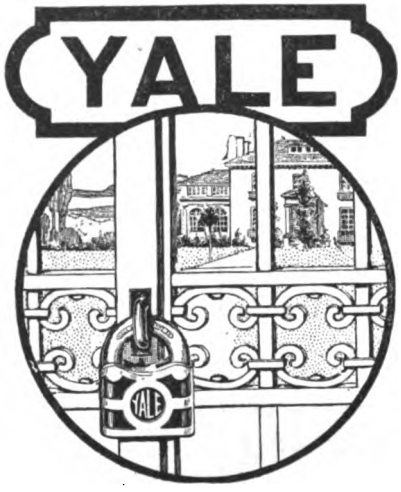
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# Marshall-Newell Supply Co.

**SAN FRANCISCO**

**Door Closers**



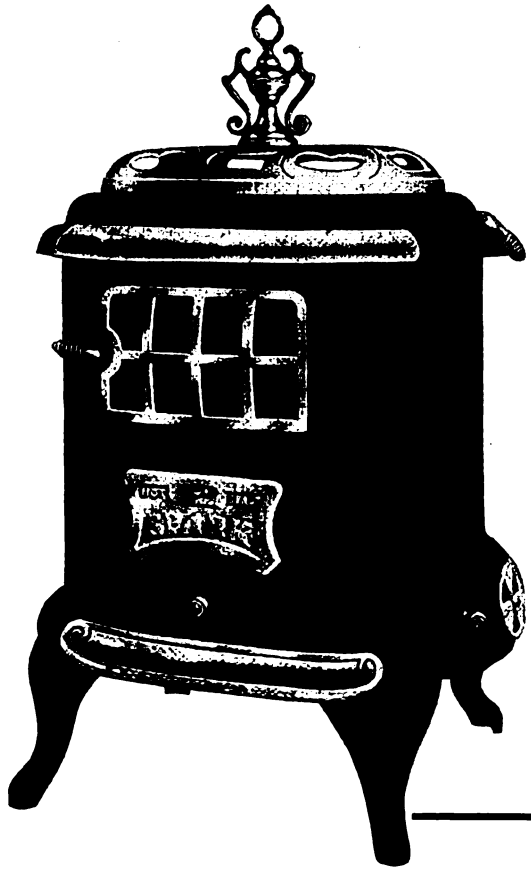




**Chain-Blocks**




**Padlocks**

**Builders' Hardware**



# Make It Warm for Your Competitors

SELL THE

# Spark Combination

## Coal and Wood Heater

FOR WOOD OR COAL

Fitted with Cast Linings, Duplex Grates and Ash Pan.

Made in two sizes—to take 18-inch and 21-inch wood.

*Send for latest Catalog showing one hundred styles and sizes*

MANUFACTURED BY

**HAMMER-BRAY COMPANY**

San Francisco, California

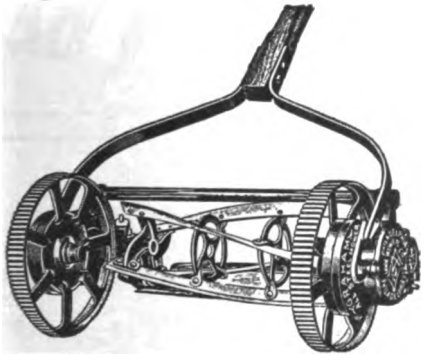

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# GENUINE "PHILADELPHIA"

THERE is a big difference between selling the GENUINE *"PHILADELPHIA"* Lawn Mower and a machine said to be "Just-as-good," because the *"PHILADELPHIA"* has a record of over Fifty-One years of satisfactory service, making it by far the easiest to sell.

Renowned for their long life, satisfaction, durability—made of the very finest raw materials, guaranteed against defects, and equipped with Vanadium Crucible Steel blades, the hardest and toughest steel known.

This is why more people have bought and are today buying, using and recommending the Genuine *"PHILADELPHIA"* Lawn Mower than any other make of Lawn Mower.

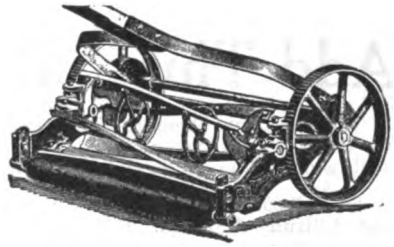


Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible

**Largest Makers of High-Grade**

## Lawn Mowers

**In the World**



Style "E"—Four Blades Removable Box Caps

## The Philadelphia Lawn Mower Co.

**31st and Chestnut Streets, Philadelphia, Pa.**

To supply the constantly increasing demand we are making the Genuine *"PHILADELPHIA"* Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 2 styles of Motor—all Highest Grade.

**A Mower for every purpose.** **Are you ready to supply them?**

***Send for Catalog and Discounts NOW***

# GENUINE "PHILADELPHIA"


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# Add This Salesman

Good as Pexto Pruning Shears are they **sell better** for the way they challenge every customer's pocketbook when displayed on the silent salesman opposite.

The Shears themselves are beautifully finished and skillfully designed. But the way Pexto Quality wears after years of hard use is the point that sticks in the minds of folks who choose them. Further, the hooks and blades are curved to insure easiest action; and the bevel of the blades makes them cut easily. Many types have adjusting nuts and regulating ratchets to insure constantly close and firm adjustment. All are guaranteed.

Pexto Pruning Shears Display Boards, beautifully lithographed, stand or hang, size 19 x 27 inches, and accommodate thirteen of the twenty-four Pexto styles. The shears for display boards come two dozen to a carton, and each number is in separate box within the carton.

### A Practical Pruning Guide

The Little Pruning Book by F F. Rockwell, a widely known writer with practical pruning experience, tells how, when and where to prune for the most vigorous and healthy growth. The published re-sale price of this 48-page book is 50 cents a copy.

**THE PECK, STOW & WILCOX COMPANY**

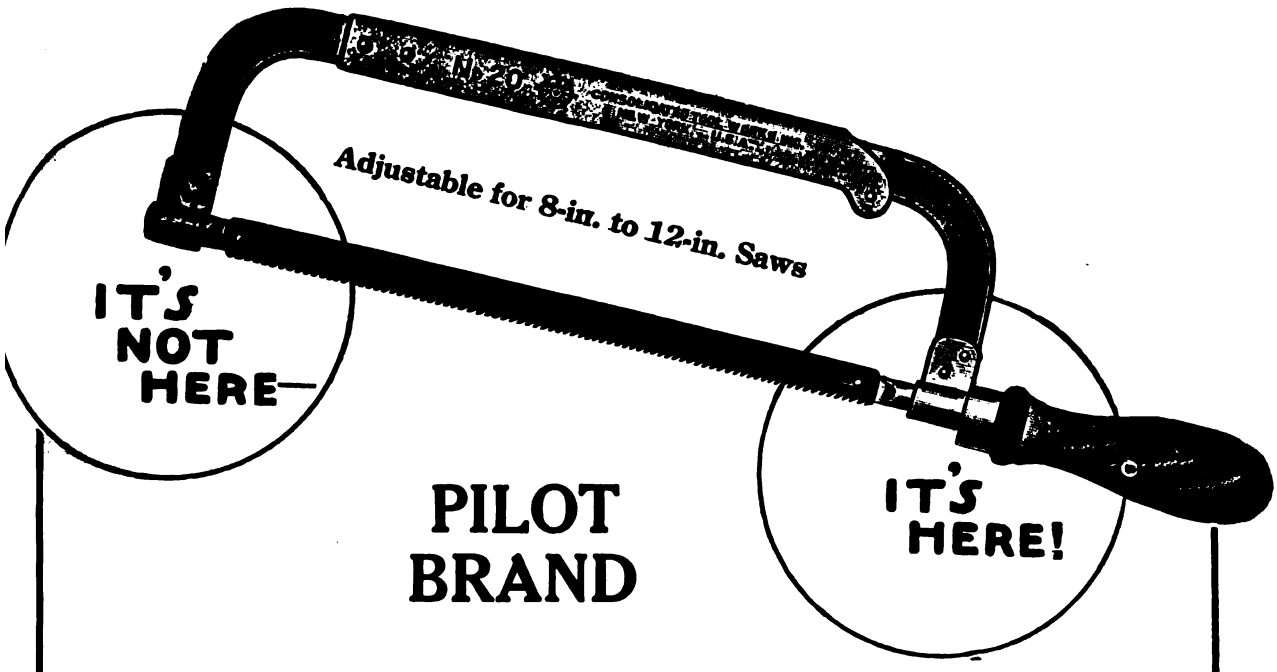
Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

**Southington, Conn.** **Cleveland, Ohio**

*Address correspondeuce to 2002 West Third Street, Cleveland, Ohio*

**100% American for 100 Years.** **Founded 1819**

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# PILOT BRAND

# What's Missing On This Hack Saw Frame?

There's one thing missing on this LOW-PRICED Hack Saw Frame—and it's the one thing that is missing even on HIGH PRICED Frames of this type.

It's the wing nut that's missing. You, as a dealer, know that the saw on a cheap frame is adjusted by a wing nut. Only in the high-priced frames of this type is the saw tightened by turning the handle—with one exception, the Pilot Brand.

**PILOT HACK SAW FRAMES ARE THE ONLY POPULAR-PRICED FRAMES ON THE MARKET WITH THE HANDLE ADJUSTMENT FEATURE!**

As a dealer you have only to ask any mechanic who comes into your store which he prefers, a hack saw frame whose blade is adjusted by a turn of the handle or by a wing nut, both frames selling at about the same price. You will then know why it is so easy to sell Pilot Handle Adjustment Hack Saw Frames in competition with the old type with the wing nut adjustment.

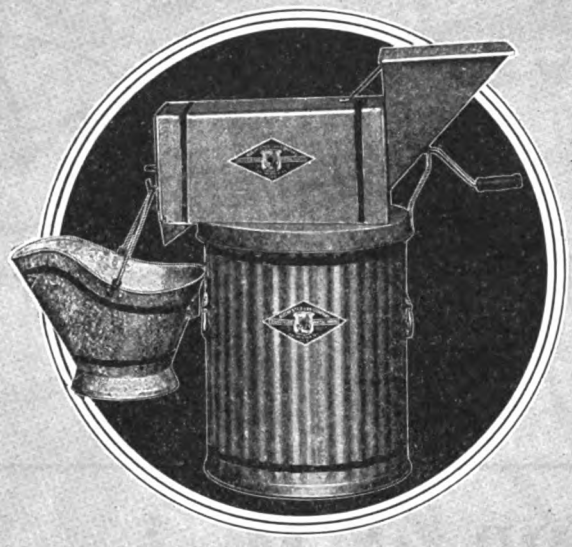
Ask your jobber for prices—or, better still, send your jobber an order today.

## CONSOLIDATED TOOL WORKS, Inc.

261 Broadway
New York, U. S. A.

Pacific Coast Representatives
McDonald & Linforth
737 Call Building
San Francisco, Calif.

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# A Money Maker *for* Both You *and* The Customer

Iron Horse Metalware
*"As Strong as the Name Implies"*
Includes also

Oil Cans
Ash Cans
Wash Tubs
Water Pails
Wash Boilers
Rubbish Cans
Garbage Cans
Corrugated Baskets
Etc.

IT SAVES COAL, TIME & LABOR, as well as the user's clothes and temper. The extra heavy, reinforced and dust proof

**Iron Horse Ash Sifter**

With coal prices still climbing skyward and a serious question yet as to whether or not we are all going to be supplied, means there is going to be a bigger demand than ever this fall for well built equipment of this kind. Why not put in a stock of them now and capitalize the demand already created for this money saving piece of home equipment.

By the way, how is your stock of Ash and Garbage Cans? It is an excellent plan to order early.

## Rochester Can Co.

109 HAGUE ST. ROCHESTER, N.Y.

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# WOMEN'S HANDS



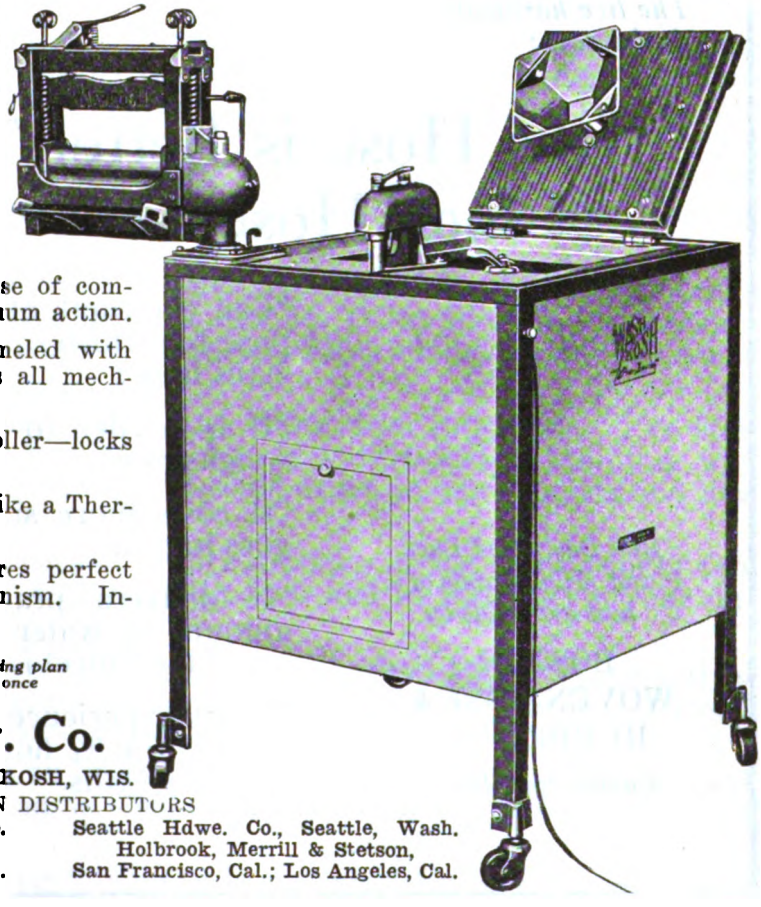
**Women's hands—soft and gentle—wash dainty lingerie and crepe waists by sloshing them up and down in warm suds.**

**Women's hands—strong and capable—wash heavy woolen blankets by forcing them up and down in hot suds.**

**Just as gentle—just as capable—is the action of the wonderful big square vacuum cup of the Wash Kosh—for it drives the dirt out by natural pressure and vacuum.**

## WASH KOSH "Vacuum System"

## ELECTRIC WASHING MACHINE



Has sprung to the front as the washing machine success of the year.

Dealers find it an easy seller because of these advantages:

Washes fast, easy, sure, because of combined "human hand" and vacuum action.

All metal cabinet, white enameled with grey trim, completely encloses all mechanism.

Swinging wringer—12 inch roller—locks in all positions.

Double walls keep water hot, like a Thermos bottle.

Unit power construction insures perfect alignment of driving mechanism. Instantly accessible.

*Special Cooperative Localized advertising plan open to active dealers, who write at once*

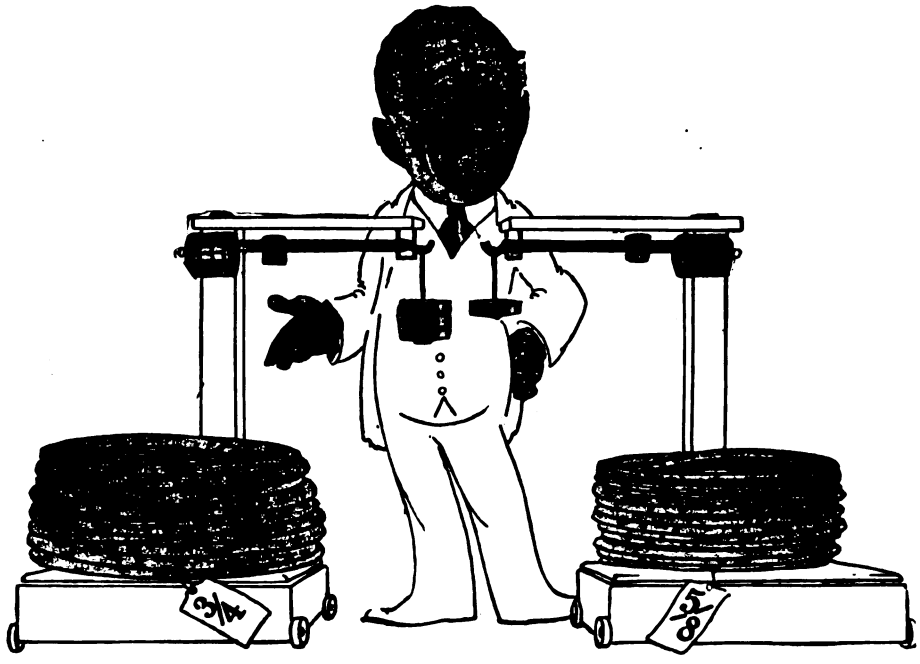
## Wash Kosh Mfg. Co.

**267 RIVER ST. OSHKOSH, WIS.**

WESTERN DISTRIBUTORS

**Morey Mercantile Co., Denver, Colo.**
**Holley Mason Hdwe. Co., Spokane, Wash.**
**Seattle Hdwe. Co., Seattle, Wash.**
**Holbrook, Merrill & Stetson, San Francisco, Cal.; Los Angeles, Cal.**

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*The live hardware dealer says:*

# "5/8ths Hose is Better Than 3/4 inch Hose—

"Can you think off hand of any purpose for which 3/4 hose is better than 5/8ths hose?

"It is harder to handle because it weighs more.

"It costs more since more material goes into it.

"It delivers practically the same amount of water as 5/8ths hose, because the faucet is only 1/2 inch dia.

"In my experience I have never found a need for 3/4 hose that couldn't be filled by 5/8ths."

*Bull Dog, Good Luck and Milo Brands of hose are made by*

BOSTON WOVEN HOSE & RUBBER CO.

*Cambridge, Mass.*

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Hardware World

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Volume XV NOVEMBER :: 1920 Number 11

# What About Those Five Minutes?

NOT minute-men.

But last minute chaps.

Who use their "Big Ben" only to make sleep seem sweeter.

Roll out of the wrong side of the bed, give the cold bath the absent treatment, substitute a gulp of coffee for a nourishing breakfast and instead of an invigorating morning walk, run after the trolley car with half their clothes struggling to get aboard their bodies.

See them rushing around the corner panting for breath and at the same time panting for an alibi that will get by the boss. Even attempting to give the time clock mental treatment so that it will register five minutes earlier than its face announces.

"Oh, why be fussy about a few minutes in the morning? I do my work whether I come in early or late. What could I do in five minutes in the morning anyway?"

Well, if Napoleon could have had five minutes at Waterloo probably he would have conquered Europe. Many a business deal has fallen through just because of five minutes. There aren't such an awful lot of five minute periods in a whole day.

But really, it's the principle of the thing that's most important. I've seen more splendid fellows on the way to be executives turn and go the other way because of their lack of punctuality than I could count on more fingers and toes than nature gave me.

If you want to make a practice of always arriving at the store exactly five minutes late and can get away with it—stick to it and be punctual in your unpunctuality.

But since the man for whom you work has set a certain time for your arrival and since you by accepting a job on those terms have virtually made a contract to be there at that time—stick to that.

Dame Opportunity is said to knock but once at any man's door. A good deal of her knocking, I've found, is done during the hours we're supposed to be in a place—and are not.

Some day something is going to happen in that first five minutes that could change your whole career for the better.

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## UNDERSTANDING THE WOMAN BUYER

The distinctive difference in the appeal to men and to women is expressed accurately in the following sale of two hats:

Seen in a millinery establishment: A woman was undecided which one of three hats before her she would select. The saleswoman tactfully said, "Madame, this one is especially becoming to you and as it is an exclusive model you will not find a duplicate of it in the city." She hesitated not a moment—the hat was hers.

Seen and heard in a men's furnishing store: A large man, apparently of means, was deciding which one of the many of the present season's styles looked the least freakish on him. The salesman tactfully suggested that one particular style would be adopted and worn by the most men in the city. The man gratefully accepted this hat.

Mr. Hardware Dealer, do you recognize this vast difference that exists and use it when determining the kind of publicity needed?

Women can be divided into two groups—bargain hunters and women who desire nothing but the best.

Women's second nature is to shop around. She may definitely have made up her mind what she wants and where she is going to purchase it. But that place is usually the last on her list. She customarily makes an exhaustive investigation of what the market offers in the way of competition, so she can sigh and say:

"Oh, well, there really isn't another thing in the town I would have."

There are not a hundred women today who go direct to the store and lay down their money on the counter in exchange for a desired product. This is not so much because of the instinct of bargain hunting as the satisfaction and confidence in knowing there is nothing better to be found.

The human element is necessary, for without it you do not gain the attention of the women. So it is with everything in her life. In politics she cares little or nothing about the platform of the nominee, but if one man promises better schools for Johnny or Mary, shows he has an understanding and a heart for orphans or any other worthy cause, do you think she would stop to think whether he were Democratic, Republican or Socialist? No—she is voting for the man.

So it is in selling campaigns—she is interested in advantages that better home and family conditions. You can count upon her attention when you advocate—

Service
Beauty
Comfort
Efficiency in Home
Better Management

and short-cuts to housekeeping. Forget the dollar mark and the women will not forget you.

## SELLING A RANGE ON THE MAIL ORDER PLAN

Editor HARDWARE WORLD:

One day last week I tried to sell one of my customers a range on the mail order plan. I showed him a perfectly good photo and a full description of it. I gave him the names of several who had tried the range and were well pleased with it, and in addition to all this, told him that I would give him my personal guarantee that it would be satisfactory, and if not, he would be under no obligation whatever to take it.

He seemed very much pleased with the description and the price and was ready to close the deal, when I suggested that he pay me for the range, and I would order it at once. To my utter astonishment, he became very indignant at me suggesting such a thing, and very bluntly said, "What do you take me for; do you think that I would be fool enough to pay for an article before I get it?"

He then asked me if I didn't think he was good for his obligations and remarked that he had traded with me for ten years and had owed me as much as two hundred dollars at a time, and had always paid me. He said I had questioned his honor. All this time I was trying to explain that I was selling him the range at a very small profit, much smaller than I could if I carried it in stock. He didn't seem to hear a word I said. Finally he walked out of my store, saying that he was done with me forever, and that I would never get another dollar of his trade.

I lost his friendship of many years' standing and his trade, because I wanted him to deal with me, his friend, the same as he had been dealing with the mail order houses. But he wouldn't do it, he wouldn't trust me as he would them, and they rank strangers. I found out later that he ordered a range from a mail order house, sent them a money order for the full amount, and is now waiting their pleasure to send him the range when they get ready, or write him that they are temporarily out of that particular kind, and suggest he select another, and at the same time using his money until the transaction is closed.

Why is it some people have more confidence in strangers than they have in their friends and their neighbors, who have always accommodated them every opportunity?

Yours truly,
HAMP WILLIAMS.

---

A tactful clerk, who takes a real interest in folk, and who splices folk and goods together as a sailor would splice a rope, shows to the best advantage against a "good" hardware background. It needs a warm, sunny personality to move cold goods.

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# How Salesmanship Is "Born"

HOW often you hear the remark made about some go-getting chap that he is a "born salesman." It generally means that the fellow seems automatically to have the knack of disposing of his goods to other people, in exchange for their money, and has distinguished himself along that line to such an extent that good old time humanity immediately jumps at the idea that such ability must be "born" in him.

Simply another evidence of the prevailing belief in that infamous old time law of limitation that has done so much to retard the development of efficiency in the human race. If the "other fellow" who witnessed the success and efficiency of this "born salesman," would grasp the true thought and idea that should come from such an example it would be an inspiration to him to do likewise, instead of furnishing him with a depressing thought—that he could not emulate the example because the other fellow got his from Providence.

Because the fact of the matter is that nine hundred and ninety-nine times out of every thousand, that "born salesman" is personally responsible and deserves personal credit for what he is and for what he can do. It isn't heredity that helps him to "bring home the bacon"—it's determination; it isn't luck—it's pluck; it isn't magnetism, or hypnotism, or mesmerism, or any other "ism" that helps him to deliver the goods; it's a good old contagious enthusiasm and pep and punch and optimism and common sense. And that bundle of assets has this "born" stuff backed off the boards, and don't you doubt it for a minute.

And there is nothing on earth that makes a thinking man so all-fired mad as to see some fine example of what brains and courage and enthusiasm and punch will do for a man, and then have the short-visioned folks look at him in wonder, and declare that he was "born that way."

The man who is successful in disposing of the commodities he has for sale in an unusually effective way, is a salesman; and so is the preacher who puts his line across with his congregation; and the lady who succeeds in convincing her social whirl of her particular high qualifications.

Every human being has something to sell, whether it is man or woman, boy or girl, child or grown up. As we make our way through life we are constantly engaged in the game of "selling something" to the rest of the world, and therefore the fundamentals of salesmanship are in reality of interest to all of us. We are all trying to "sell ourselves" to those with whom we come in contact, in the best possible way. We want the "other fellow" to appreciate our best points, to grasp the best possible opinion of us.

Therefore, it is worth while for all humans to understand that salesmanship of the more successful order, is seldom the result of a kindly heritage. Salesmanship may be "born," but it is born of honesty, dependability, ambition, vision, courage, enthusiasm, energy, punch, and sticktoitiveness.

And all of us, who have the desire, can fall heir to that splendid heritage.

---

Die when I may, I want it said of me by those who knew me best, that I always plucked a thistle and planted a flower when I thought a flower would grow.

—Abraham Lincoln.

Organization is the art of getting men to respond like thoroughbreds. When you cluck to a thoroughbred he gives you all the speed and strength of heart and sinew he has in him. When you cluck to a jackass he kicks.

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# Blisters and Callouses

**Troubles Are the Blisters of Life, Callouses Another Name for Ripe Experience**

(By Harry G. Nye)



If there is one thing more than another for which a man ought to thank the Lord, it is that once he had the opportunity to be a boy, and an American boy at that. A man may envy a king upon a throne, or a millionaire with his money, or some other more or less lucky or successful bird.

But a boy has no reason to envy anybody. Except for parental authority, which doesn't seem to bother an American boy very much, he is a king himself; and a boy can have a lot of fun on very little money, so the millionaire has little on him.

When a man grows up, and achieves what his neighbors call success, he has a sneaking idea, which in time becomes a fixed conviction, that the only time he was ever a real success was when he was a kid. Those were the days! Those were the days when he had the nerve to stand up and fight for his rights and to avenge his wrongs. Those were the days when nothing looked too large to attempt. And those were the days when the world seemed made for us, and not we for the world.

And a fellow has to be considerable of a fellow to be a success as a boy. We yaps who groan about the competition of business have a snap compared with holding your own with the neighborhood gang. If a boy is a baby they will run over him, and if he is a bully, they will hate him. But if he is normal, never seeking or evading a scrap, ready to do his share, and to take it, he will be a prominent and respected citizen of Boyville, will get his share of amusements and marbles, and will lead a generally satisfactory life.

### Remember Boyhood Lessons

Recalling and realizing these simple principles of boyhood success, I wonder why they couldn't be applied to the conduct of man life? There is many a moral lesson concealed in what fond parents may consider a most immoral scrap, and much philosophy in a stubbed toe. A boy learns to take bumps and bruises as a necessary part of boytime adventure; but many a man gets his bumps and bruises in business and thinks he is especially accursed.

If I learned anything in connection with the blessed privilege of being a boy, it had to do with blisters. I was always having blisters. It seemed that I paid for every joy with a blister somewhere. If I chopped down the saplings to make a shanty, there were blisters on my hands. If I slid down a cellar door, more blisters. And every new pair of shoes was paid for with blistered heels. I found that if you wanted to have fun, you had to go ahead and not mind the blisters.

But I made another great discovery; that you seldom have many blisters in the same place. For, if you blister a spot often enough and painfully enough, in time it becomes a callous. And you could slide around the world on a callous without hurting your hide. I came in time to see that, while blisters are the necessary and inevitable accompaniment of pleasures, they are also the stepping stones to callouses and immunity from blisters in the future.

### Callouses Honestly Earned

If a boy received his callouses direct, without the blisters first, he hardly would appreciate them. But, having honorably earned them, via the blistered heel and hand, he realizes their value and cherishes them accordingly. Did you ever see a boy who wasn't proud of his callouses? They are the marks of a long and honored line of blisters fairly earned and endured. A baby never has blisters; it takes a real boy to have real blisters and to have them in such quantity that they ultimately blossom into callouses.

Troubles are the blisters of life, and callouses but another name for ripe experience. He who is irritated by blisters keeps them irritated and never achieves a philosophy that becomes a mental callous to protect him from the little calamities of the future.

When a man breaks faith with you the first time, you are surprised and pained; but when many men have done it, as many men inevitably will, you will develop a special callous to keep it from hurting, and a special caution to keep it from happening.

It is the muscle that is exercised that grows, and the sorer it is at night, the stronger it is in the morning. Men do not get bigger by luck, but bigger by overcoming hard luck. A blister may be a blessing that will save us from a wound some other time.

So be a boy; take the blisters of business as a boy takes the bumps of boyhood, firmly believing that they are hardening you for the hurts of life.

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# The Power of Suggestion

**You Can Profit by These Sales Suggestions in Either a Small Town or a Large City. Human Nature the Same in Every Locality.**



"Most of these trade journals make me tired," exclaimed Joe Carson, as he cast aside the magazine he had been reading. "They are full of stuff about the big stores in large cities, and you very seldom read about what happens in the small town stores. Why is it, Harry?"

Harry Wilson, a genial traveling salesman, smiled at the question of his friend, the store salesman. After lunching together, Joe had sought to spend the rest of his hour in reading a trade journal; but he gave up in disgust and appealed to Wilson.

### Human Nature the Same in Small Towns

"You're wrong, Joe," Wilson was pleased to see the interest which his young friend showed in such matters. You seem to think like many other fellows that what is true in some stores is not true in others. But you must remember that human nature is pretty much alike all over the country, and what appeals to people in one locality is just as likely to make a hit elsewhere.

"That is why you often read of the big stores. They are up on their toes to keep abreast with competition and naturally their methods of business prove interesting. The small town store can carry out the same plans by slight alterations or by twisting them to meet local conditions. Hence the results will be in proportion to the amount of effort expended along these lines. And you obtain these ideas by reading about what other stores have done."

The conversation was interrupted by the entrance of a customer.

"I want a pocket knife," said the man, as Joe advanced to meet him.

He looked at several different kinds and departed soon after with a two-bladed knife of the cheaper variety.

"How did it happen?" asked Wilson, a moment later.

"What, was there something wrong with that sale?" Joe became interested.

"Yes," replied the traveling man, "you didn't sell that man what he should have bought. You let him go with a knife of doubtful quality, and in the end it will probably prove dissatisfactory."

"But he wanted it," persisted Joe.

"Of course, it is natural for anyone to select an article because of its price. But when that item fails to give satisfaction the customer seldom remembers what he paid; instead he blames the store for selling him something worthless.

### Don't Try to Force Your Views, but Lead Your Customer's Thoughts

"That is where the salesman must step in. He should see that quality receives recognition in every transaction. Yet it must not appear that you are trying to thrust a certain thing upon the buyer against his wishes. Try to lead his thoughts around to the point where he sees for himself that what you have suggested is best. Never try to force your opinion; it immediately causes antagonism. But by using suggestion in a tactful way many customers will accept your opinion because you let them convince themselves.

"In the deal you just made with this man you allowed him to control the transaction from the very start. I do not know him, but I judged him to be a man of reasonable means."

"Yes," agreed Joe, "Mr. Walton has money."

"That is but another reason why he should have bought a better knife, Joe. A man in his position will seldom quibble over a slight difference in price. Such customers are willing to get the most for their money. And you know the best is always to be preferred, because quality overshadows the price.

"Now when Mr. Walton asked for a knife you allowed him to make his own selection and naturally he was actuated by the prices. But suppose you had taken one of the highest grade knives from the case and showed it to him at the same time you lead his thoughts away from price. He would have failed to consider a cheaper article, at least not immediately, and in the meantime you could talk on the superior points of the knife you displayed.

### Knife Selling Suggestions

"After you explain that the knife you suggest has drop forged blades, pure stag handles and brass lining, besides it bears a trade-mark of national reputation and is fully guaranteed, I'm sure he would never consider the price, because you appeal to his sense of judgment instead of allowing price to be the controlling factor.

When a person sees why a thing is better, he will buy more readily than if he cannot see any difference between articles of the same kind.

"The average man considers a knife as a knife and seldom stops to learn if there is a difference. But a store salesman should make it a point to explain matters for the benefit of the buyer.

### Opportune Time to Make Suggestions

"As it happened the man chose for himself and after he made his selection it would have been hard to change his desire. So the proper

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time to use the power of suggestion is before the customer has time to exercise his right of selection.

"You see, it is easy enough to sell down the scale of quality, and it is hard to go up. But if you start with the highest, you run a good chance of making a sale; or if you fail to sell the best you can always come down to meet the demands of anyone.

"The idea is to suggest without attemping to force a sale, and at the same time let the points of superiority predominate in your talk. When the buyer sees your point through his own eyes, desire on his part will supersede his former thoughts of the price. In such a way Mr. Walton could have bought a better knife. And it would have increased the amount of your sale as well as insuring satisfaction for the customer. But in the future when the cheap knife fails, Mr. Walton will probably remember the store and judge all your knives accordingly. With this unjust opinion he will go elsewhere for his next cutlery purchase.

"This idea of suggestion can be carried further. With the knife you could suggest a leather case or a pocket stone. Then the cash register would show an amount almost double the original purchase."

"You're right, Harry," confessed Joe. "I've tried that plan in selling razors, and now I hardly ever sell one without including a brush or sometimes a shaving stick."

"That's it, Joe. But don't forget to mention a hone or a razor strop. The man who reaches home and finds that a thoughtful clerk has filled his wants completely will be more than grateful. Such a pleasant situation can more readily be accomplished through the power of suggestion, don't you think?"

"I sure do," smiled Joe.

## THE MAN WHO FAILS

The man who fails is the sort of a chap
Who is always looking around for a snap;
Who neglects his work to regard the clock;
Who never misses a chance to knock.

He is grouchy and slow when work begins;
When it's time to quit, he jokes and grins.
He's always busy as busy can be
When he thinks the boss is around to see.

He believes that a "pull" is the only way
By which he can ever draw bigger pay;
And he sulks and growls when he sees his plan
Upset by the "push" of another man.

He's on the job when he draws his pay;
That done, he soldiers his time away;
While the men who tackle their jobs with vim,
Keep pushing and climbing ahead of him.

For the man who fails has himself to blame,
If he wastes his chances and misses his aim;
He'd win, if he'd use his hand and wits;
The man who fails is the man who quits.

## DO THE NEXT THING NEXT

"Do the next thing next." That little motto hangs on the office wall of a prominent business man—a man noted for his firm grasp of large affairs, and he declares it his charm against failure.

Most of us ordinary mortals are too prone to consider how busy we are and to lament. "The day is too short to get all my work done." After that remark, we stand around and consider how abused we are as time flies, and tasks are still unperformed.

Of course, under such conditions, one can accomplish nothing. But "do the next thing next" without waiting to consider the relative merits of entering yesterday's sales slips and rearranging the show case. One or the other should come first. Decide which and then get busy. Use system.

The next thing next—a simple rule to follow and one that works out consistently. Two days are never alike. As matters come up for consideration, give it. Clear away one task before commencing the next. A customer is looking for attention. Wait on him. A salesman wants to show his line before traintime. Take a moment to see him. His train will not wait and the little courtesy of prompt action creates goodwill that may result in money making suggestions later, for traveling men are in touch with the pulse of business.

One thing at a time and that thoroughly done is the secret of keeping up-to-date. The confusion incident to some stores we have seen is due not to lack of equipment but to lack of foresight in arranging work and carrying out the schedule. Putting too many irons in the fire is a common failing. Something is sure to scorch and then frantic efforts are necessary to retrieve the damage.

Confusion breeds nervousness, worry and aimless bustle. "The more haste the less speed" was never truer than now when records become more necessary and more complicated every day. Details must be attended to. One at a time they are not formidable, but piled up from day to day, waiting for attention, they become like the fabled rock and whirlpool, Scylla and Charybdis, luring navigators to destruction. The poor merchant is sucked by the current of uncompleted tasks into the whirlpool of failure.

There is one remedy for this. "Do the next thing next." Never mind what someone else does. Keep the clear brain and steady judgment that only comes through consciousness of work well done.

"A wise old owl sat on an oak,
The more he saw the less he spoke,
The less he spoke the more he heard,
Why can't we be like that wise old bird?"

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# Increasing Your Trade in Hunters' Lines

With the clear, crisp autumn days comes the desire to get out with dog and gun and tramp across the fields in search of game. Whether going out for a single day's sport, or a week's trip into the wilderness, many articles of accoutrement will be needed, and it is up to the hardware man, in the majority of towns, at least, to furnish them.

A good line of firearms will probably sell themselves, but there are a hundred and one accessories whose sale can be doubled and trebled by calling their convenience to the attention of the sportsman.

**Man in Charge Should Really Know**

The very best way to sell hunting goods is to put the sporting line in charge of someone who is genuinely interested in sports himself. Such a man will naturally have the very best equipment, and when showing any novelty to a customer will be in a position to say, "I have used it myself with good results," the most convincing argument that can be used.



Carl Klindt, sporting goods merchant, who really knows

This is the method adopted by the San Diego Cycle and Arms Co., whose hunting line is in charge of Carl Klindt, an enthusiastic sportsman, and the leading spirit in everything that pertains to clean sport in San Diego county. In the early fall much of his time is spent in engineering duck drives in the leadership of which he has gained local renown. In talking of the sport recently, he said:

**A California Method**

"Duck driving is a sport that had its origin in California, and to the best of my knowledge is not practiced to any extent elsewhere. Yet it is entirely within the law, and its operation is simplicity itself. A lake of moderate size, an abundance of ducks, and a flotilla of row boats manned by a crew of eager hunters is all that is required. The boats are drawn up in a line that stretches across the pond. In the center of the line is the drive boss, whose orders are to be obeyed. The boats are slowly rowed across the pond and as the line advances the ducks take to the air. As they pass overhead the bombardment commences. If there is an abundance of game it is a good plan to have several boats behind the line solely to pick up the game. After the hunt is completed the birds are gathered into one pile, and prorated among the hunters."

But while enjoying the sport, Mr. Klindt does not overlook the practical side—which is to sell all the equipment possible. Accordingly for several weeks prior to the drive he called it to the attention of hunters through the newspapers and windows. A recent ad, adorned with a flock of flying ducks, queried:

> GOING DUCK HUNTING?
>
> Have you everything you require in the way of ammunition, clothing, cooking equipment and accessories?
>
> Have a look at our fine Hunting Window.
>
> Undoubtedly you will see therein something you have forgotten.

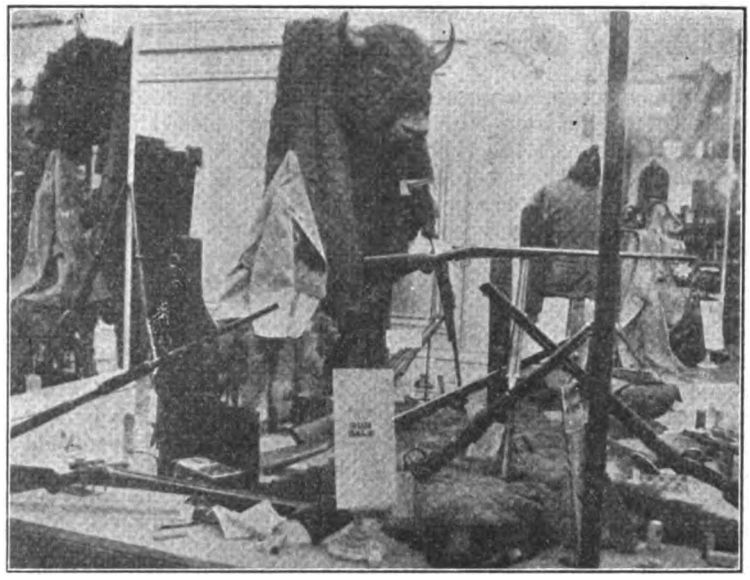
The window they mentioned fully bore out their statement. Boxes of varying heights were placed in the background, on the top of which were laid khaki suits, jackets, leggins and puttees. Back of the boxes were big branches, through which could be seen the life-size cut-out of a hunting dog. The central portion of the floor was surrounded by a wire netting, and here, in an improvised pond, were half a dozen live ducks.

The floor at either end was covered with shells, cartridges, hunting caps, knives, hatchets, flash lights, thermos bottles, and other hunting line accessories. On the wall was hung a large clock-shaped card, to which, instead of numerals, was appliqued small, gayly colored birds and animals, while in the center was lettered:

"Now is the time to go hunting."

Another firm that has given much attention to gaining the hunting trade is B. H. Dyas & Co., Los Angeles, California. In their large basement salesroom they showed a hunter's lodge built of logs, and on entering one came into a well equipped rest room, with big fire place at one end, skins, antlers and guns upon the wall; easy chairs, and a long table. Here were copies of the leading sporting and outdoor

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B. H. Dyas & Co. have a national reputation as one of the most enterprising, progressive and successful merchants in the United States. If our readers should chance to be at Los Angeles any time, they would find a visit to B. H. Dyas & Co. an education in itself.

They are firm believers in sales windows. They are leaders, not only in sporting goods, but in better merchandising methods.

magazines, and subscriptions could be obtained from the clerk in charge. At one end a door opened out upon a long rifle range, which extended the entire length of the salesroom. A rack held a case of guns which one could examine at his leisure.

This lodge was maintained all the year around, but during the hunting season it was given special prominence. Several weeks previous to the opening of the hunting campaign they secured a large supply of the digest of the game laws of the state, printed in pamphlet form. They also sent a man to learn the principal game covers; to list all the lodges and places of entertainment in their vicinity; and to ascertain the most expeditious method of reaching them and the cost thereof. Not satisfied with this, they had consulted hunting guides and learned their rates per day; talked with the owners of boats, and secured prices for rent of same, and, in fact, collected all that miscellaneous information so valuable for a hunter. During their hunting goods campaign all this information was disseminated free from a booth by a man who was also an authority upon guns, and could talk entertainingly upon all topics connected with hunting equipment.

Lastly, they backed up their campaign with a striking hunting window, which had crowds in front of it all the time. Against the rear wall was hung a buffalo robe, topped with the mounted head of a bison, while the skin of a grizzly bear covered the floor. On racks were hung corduroy hunting coats and red caps, while on the floor were strewn a number of cartridge boxes. Laid on the floor and set in racks were a number of different types of guns. For several days they conducted a Used Gun Sale, selling at very attractive prices a number of guns they had traded in on new ones. They also advised that they made a specialty of repairing guns, and through cards in the window, and ads in the papers, suggested that all hunters bring in their guns to be examined ere starting on a hunting trip.

## HELP YOURSELF AND COUNTRY BY A CONSTRUCTIVE LIFE

The greatest builders in the world are those who build character.

Men have built houses, roads and temples that lasted for generations and empire builders have raised structures that lasted through centuries, but the man who builds character fabricates something that lasts through eternity.

Efficient industry yields two of the best results in the world; production and the development of character. Wholehearted work brings out the best that is in us and drives out evil. Production is the only thing that will give food and clothing to the people and reduce the cost of living.

Economy is the kind of management that takes care of the product and makes the best use of it, securing all that money can of comfort, education, development, saving and service.

It is a great thing to be free and the only free man is the one who is self-sustaining. Make sure of your independence by thrift. Work and save.

"No really big boss ever objects to having someone do his work for him. The Big Boss can always find something bigger to do."

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# Cutlery Importers Evade The Law

**U. S. Customs Inspectors Permit Unbranded Cutlery Ready Access to American Markets—No Real Attempts Made to Enforce Law Requiring Country of Origin to Be Stamped Thereon**

(Note.—The facts below are given us by a representative cutlery manufacturer, whose business it is to get first hand information. We have every reason to believe the statement of our informant.)

"IF there are not a number of U. S. Customs officers secretly conniving with importers of German cutlery to keep secret the origin of the many shipments now being dumped on the American market, they must be asleep or woefully ignorant. In either event conditions are becoming such they should either be summarily removed or the law requiring the country of origin to be stamped on each article of foreign manufacture, no matter where it originates, should be taken from the statute books."

The laws of the United States explicitly state that all articles of cutlery imported into the United States shall be branded with the name of the country where made.

**Quality No Excuse**

In the United States we make cutlery equal to any made in the world. Because a piece of cutlery is stamped "imported" does not mean it is any better than that made in this country. In fact, the best cutlers of the United States produce cutlery which is superior in quality, temper, design, balance, etc., to the imported. American made cutlery will run nearer true in temper than any foreign made cutlery, because of the scientific methods used in this country and the elimination of the human element as far as possible.

For some time cutlery has been coming into this country from Germany with absolutely no brand on. This is a direct defiance and violation of our laws.

How do such articles pass our Custom House inspectors? The inspectors are supposed to inspect everything coming into this country, and it looks as if many of our officials are careless or permit strong "influences" or appeals to swerve them from their duty.

It is reported that recently the Steinen Supply Co. of Los Angeles, received a shipment of German made pocket knives, purchased from an importer, and the cartons had only a small sticker on marked "Germany," but the knives had no brand on at all, let alone the country where they were made, as required.

It is said that Benj. Weilputz, Los Angeles, went to Germany last fall and purchased a quantity of German made cutlery, and shipped it to Los Angeles. When the shipment arrived the Custom House held up the shipment, as some of the articles were not branded in any way According to the deputy collecter, officials in Washington made a special order to allow articles to be marked "Germany" with marking ink. How long was it expected for that mark to remain? Even now, it is said there are many of the articles with the mark nearly obliterated.

By whose authority did Washington issue such an order, if the law specifies that such articles must be branded into the steel?

One of the collectors states an order has been issued that all cutlery must be branded with a steel die and etching will not be allowed and the name of the country where made must be on, and the city where made will no longer be sufficient, such as Sheffield, Solinger, etc., which formerly was all that was required. This order is in accordance with the law and therefore correct.

The above two transactions are not illustrations of what are exceptions, but are illustrations of what is being done regularly to put German made goods on the markets of this country.

The following incident is told by a Custom House official. Some time ago a consignment of German lead pencils was received at the Custom House unbranded. The Custom House officials held them up and the consignee begged and pleaded to have them released, saying that he had them come through unbranded as he thought they would sell better without the brand "Germany" on each as required by law.

Unless merchants are sufficiently loyal and push U. S. made goods, our workmen will not be kept busy, thereby earning money to buy necessities as well as the luxuries for their own need and comfort. If our workingmen are not busy, they will have no money to spend, and if there is no money to spend, where will the jobbers and retailers sell your goods? In foreign countries? No.

This does not mean that we should not purchase foreign made goods, but unless they are willing to comply with our laws, they should be forbidden to ship into this country. If importers allow any goods, not branded or complying with our laws, to pass the Custom officials, they should be barred from importing anything, and all articles brought into this country in violation of our laws should be confiscated. If found on the shelves of jobbers or retailers such possessors will be treated as any other violator of law.

The following happened recently in a western city. A salesman from a large importing house in New York came to see the buyer for a jobber, and after talking for a few minutes,

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asked if they were selling German cutlery. The buyer immediately said, in a manner not to be misunderstood, that they were not and would not.

In New York the story is told of a well known American cutlery factory employing American workingmen exclusively being sold a few years ago to German interests. In order to thoroughly Germanize the working force, and not violate our contract labor law, a German workman would come to this country, go to that factory, present a card, secure employment, replacing an American workingman. This kept up until the entire force were Germans, not intending to become American citizens.

"I would impress upon every jobber, their buyers and salesmen, every retailer, every clerk, that unless you sell American made goods, not alone cutlery, but all American made goods, and push them, our workingmen will not have steady employment, and this means no money to spend. No money to spend means hard times, and hard times mean retrenchment, slow sales and low standard of living, and then where will the country be?"

American made goods are equal to anything made in the world.

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If you want a thing done, take it to a busy man.

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Excuses are the easiest things in the world to find, which is probably the reason why they are so useless.

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All managers look more or less alike as far as their physical appearance is concerned—but, Oh, man, what a difference there is in their records!

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There is plenty of business all around you. It isn't a bigger store you need in order to do more business. What you require is a broader vision. If you cannot milk your present territory dry you won't be able to do any better in a different pasture.

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## THE WINNING WAY

If you put a little lovin' into all the work you do,
And a little bit of gladness, and a little bit of you,
And a little bit of sweetness, and a little bit of song,
Not a day will seem too toilsome, not a day will seem too long;
And your work will be attractive, and the world will stop to look,
And the world will see a sweetness, like the tinklin' of a brook
In the finished job; and then the world will turn to look at you
With a world's appreciation of the thing you've found to do.

## HAMLET ON PRICES

To cut or not to cut. That is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And by opposing cut for cut, end it.

To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Aye—there's the rub; for when one starts to meet
The other fellow's prices 'tis like as not
He's up against it good and hard,
To cut and to slash is not to end the confusion
And the many evils the trade is pestered with:
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such a course portends.

'Tis well to get the price the goods are worth
And not be bluffed into selling them for what
So-and-so will sell his goods for.
Price cutting doth appear unseemly
And fit only for the man who knows not
What his goods are worth, and who ere long,
By stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

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## DESERTED VILLAGES IN WAR-TORN FRANCE

One hundred towns in the war area of France have been permanently abandoned, and no effort will be made to rebuild them. Former inhabitants who have come back to their old homes have been ordered to find accommodations elsewhere, as the old sites are too dangerous to live on. During the war this ground was turned over and over, burying explosives of all kinds to unknown depths. The American Red Cross is finding homes for the unfortunate people and doing everything else possible to make them comfortable.

The French government has purchased the land on which many of the villages stood and to avoid loss of life will keep possession of it until it can be made safe.

**BUYERS IN INDIA VALUE THE HARDWARE WORLD**

We are enclosing renewal order for subscription to your most interesting publication, and want you to know of our appreciation and the value which we place on the HARDWARE WORLD.

We are asking our New York agents to remit our subscription.

With our good wishes, believe us,

Yours sincerely,

S. G. HOOSEIN & CO.

Bombay and Calcutta, India.

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# Ten Window Display Suggestions

HERE are ten suggestions for hardware windows—help yourself to them. They are simple and easily worked out, but unusual and interesting enough in their conception to attract attention, provoke comment and put in the mind of the looker, without his being aware of it, the idea of a future purchase.

These suggestions can be used by the hardware dealer whose store is in a small town and whose job it is to fix up his own windows.

**Display of the Oldest Articles in Your Community**

When a man buys only once in a decade or a lifetime, he doesn't mind it as he does if he has to keep repeating. Accordingly, a display of the oldest hardware in the households of his patrons, whether sold by him orrginally or not, makes a good window.

Go to a dozen pioneer families in your community and you will have no difficulty in getting enough ancient wares, still in active use, to fill your window. The oldest gun, the oldest scissors, the oldest kettle, and so on up to the oldest plow with its rusty steel. You might even have a picture of the oldest wagon, with the comment that you didn't have room for it in the window and that it belongs to Bill Jones, who has driven it half a century, more or less, and still drives it.

There should be a historical tag attached to each article, with bold lettering, giving the name of the owner and the length of service. Such a display will prove to be a great inspirer of confidence.

People will come to believe, from these concrete proofs, in the longevity of good hardware. "I may have to pay quite a bit for a pair of scissors for Martha, but if they are good I probably won't ever have to buy any more."

**Another Attention-Getting Method**

There is another kind of window that gives the hardware merchant an opportunity while calling attention to his own wares to advertise the merchants of his town who are engaged in other lines of business. It's a good thing to do occasionally.

There is a well known and prosperous merchant in a Northwest city who frequently devotes his entire newspaper advertisement to a whimsical and humorous statement regarding some other merchant, sometimes with a postscript reference to himself and sometimes without any reference whatever beyond giving his trademark. An effective window display might be made to carry out the same principle.

Show the knife of Fred Goff of the "Modern Meat Market," who says it has cut about twenty thousand of his luscious steaks since we sold it to him.

Similarly, the scissors of Tom Gray of the "Dry Goods Emporium" can be featured, with a statement of the number of yards of cloth they have cut of the cloth he sells so reasonably. And so on.

**Make Most of Local Events**

Some week, say, when the Woodmen of the World are putting on some special occasion in his town, the hardware merchant can place a stump in his window with one of his new axes sticking in it at the correct angle. This is only typical of the way he can use his windows to boost worthy organizations. He will not only acquire a valuable reputation for having the right community attitude, with its consequent reaction of increased trade, but he can get frequent motives in this way for effective and timely windows.

**Interesting the Women**

Put one of your latest up-to-the-minute washing machines in one corner of the window. In the other corner put a washtub, a washboard and all the other accompaniments of the ancient washday. Then letter a conspicuous legend: "We sell both—but we recommend this."

**You Can Use This Rope Idea**

For a rope display, put out samples of every size cordage you have on hand. Get the champion knot tier in your community to tie every kind of knot in the catalogue. It would probably be considered sacreligious for your sign to say "The Tie That Binds," but there could be no objection to the announcement, "A Knotty Problem."

Or you might have the different sizes of rope suspended from the ceiling, with a huge weight attached to the smallest and placards attached to the others giving in each instance the tensile strength. Or again, you might have a little swing, a little flag pole with its rope, a little clothesline with its "washout," a tied trunk, etc., indicating in this visual way as many uses of rope as possible.

**A Wet and Dry Suggestion**

Place a sign the length of the window with the words: "Have a Drink on Us." Then put in a pump, a drinking fountain, fix up a well with the old oaken bucket that hung in it, a bucket and dipper, a watering trough, a pitcher and glasses. Perhaps you can even find an old gourd, "which we don't sell."

**Cooperate With Your Local School**

The manual training classes of the high school will be glad to use your window at least once a year. On each article of furniture lay out from your stock, with or without comment, the tools required for the manufacture.

**Campfire Display Always Attracts**

When the autumn days come on and the nights begin to grow snappy, fix up a window suggestive of warmth and cheer. A camp fire

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by means of wood, red paper and an electric bulb, a fireplace with all auxiliary equipment, an oil heater, an electric heater and the wood stove you want to feature, can be arranged so as to give the proper effect. In connection with this you can state that "We Furnish Everything But the Wood."

**Everything on Wheels**

You can't possibly put all your wheeled vehicles in your window, but there is room for a large assortment of wheels. Display a lawn mower wheel, a baby carriage wheel, a bicycle wheel, a buggy wheel, a wagon wheel, a rake wheel, in short every kind of wheel you've got, with the statement that "We Have the Rest of These in Our Store."

**A Dirty Display**

Fill your window with several inches of soil. Put in a plow with buried share turning a furrow, a spade, a pick, a filled wheelbarrow with a shovel in it, and everything else with which men delve and dig and cultivate. To add a feminine appeal include a dust pan, brooms and mops. Then say in big letters: "Let Us Do the Dirty Work."

## A BIRD IN THE HAND

"A bird in the hand is worth two in the bush,"
We are taught by our dads and the rest of the push.
But here is a motto that's equally fine:
"A car on the way is worth two at the mine."

But the car on the way may be slow on the move;
The fact may another great principle prove.
The car may not move half a mile in a day,
So "A car in the yard is worth two on the way."

But even a yard may be down on its luck,
Have trouble with horses, or wagon, or truck.
Whatever you need, be it soft coal or hard,
"A ton in the bin is worth two in the yard."

## A POLITICAL GLOSSARY

(By S. G. Blythe)

Conservative—One who has his.

Radical—One who hasn't.

Wet—An acknowledged thirst.

Dry—A camouflaged thirst.

Ireland—The political porcupine.

Light wines—Something the wets talk about but never drink.

T. Jefferson—The most copious letter-writer in history, bar one.

W. Wilson—The one.

Ohio—The mother of Presidents threatened with triplets.

Native Son—An accident superimposed on a climate.

Climate—(1) The last word. (2) The first word. (3) Every other word.

## DO NOT DODGE DIFFICULTIES

A. T. Stewart, the famous dry goods merchant, liked to engage men who had failed in business. He reasoned that their difficulties had probably taught them much.

Difficulties test.

Difficulties develop character.

Difficulties help to make a man, just as blows help to make steel.

Mothers' darlings, who are shielded and petted and pampered rarely amount to much.

Examine the careers of the hundred foremost business men in America and you will find at least ninety per cent of them had to battle their way against extraordinaary difficulties.

A twenty-dollar-a-week clerk can discharge easy, routine duties.

We ought to pray—at least during the first half of our life—not for ease and opulence, but for a full measure of obstacles and pitfalls and character-testing experiences.

Coleman du Pont, whose achievements have been unusually many-sided, once explained that his interest in any enterprise waned immediately he had overcome all the dificulties of organizing it and putting it on a smoothly-working. successful footing. When one undertaking reached the easy stage, then he turned to something beset with new and difficult problems.

Edward L. Doheny, now perhaps the foremost oil figure in the world, is similarly constituted. When he had developed a property to the money-making stage—when, as he once remarked, "There was nothing left to do but draw in the profits"—then he sold out and started on a new quest, eager to pit himself against some new and difficult situation.

There is more joy in putting forth effort than in gloating over easily-won profits.

Difficulties make men.

Ease makes mollycoddles.

It is harder to climb than to stroll along a level road or dawdle down hill.

Difficulties are stepping-stones leading to the top.

Therefore, do not dodge them, do not run away from them. —Forbes Magazine.

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The best reward is sense of worthy achievement.

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Good times for all can only be the product of good work by all.

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Too many of us want to go fifty-fifty on the Ten Commandments. We start out breaking one and salve our conscience with the fact there are nine left. In time we believe we are not getting what is coming to us, and break a few more. We regret breaking even any and promise for the remainder of our sojourn on earth to keep them in entirety.

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## AMERICAN PLAN OF INDUSTRIAL WORK A SUCCESS

In the spring of the current year it was evident that a trial of strength was to be brought between the Building Trades Council and the business men of industrial communities in the state of Utah. Through the Utah Associated Industries an excellent coordination of effort was put forth and instead of the usual desultory attempts on the part of distinct lines of business to contend against the well organized Federation of Labor, the whole business fraternity centered their activities in the Utah Associated Industries.

When the demands were made for unusual and extravagant concessions by the Building Trades Council, the general contractors as a body refused to accept the dictatorial leadership of the walking delegate. This led to a request for a conference, which was granted. A tentative agreement was drawn up with the understanding on the part of representatives of labor that they would endeavor to have such an agreement accepted by the craftsmen involved. The agreement provided that there should be no strike on account of the source of material or the way in which it was delivered to the job. In other words it was recognition on their part that the sympathetic strike should be eliminated.

It proved, however, that the representatives of labor at the conference had at no time any intention to accept such an agreement, but rather to follow their usual characteristic tactics of delay and procrastination in the hope that in the meantime the cohesion of the business forces would fail.

After three weeks' time in which the Building Trades Council were allowed to make a decision, the contractors through the Utah Associated Industries announced that they would proceed with their building on the terms of the agreement just as if the union had accepted it. Cards announcing this fact were posted on the jobs.

This precipitated the crisis, union men walked off and building operations ceased. Immediately thereupon the Associated Industries drew together the business men and the announcement followed that thereafter men would be employed in the building trades irrespective of their affiliation with the unions. From that moment the fight was on. After a short period of inactivity, building operations resumed on the American plan. The lumber yards and mills in cooperation with the contractors shut down their plants so that for some weeks no building supplies could be purchased. The effect was instantaneous and served notice to the unions that the supply houses were in a position to give practical demonstrations of how business men can cooperate. Picketing was indulged in, but by the cooperation of business men and the necessary pressure exerted upon the contractors, we continued to maintain the open shop.

Contractors were agreeably surprised to find that the woods were full of excellent non-union craftsmen, a thing which they had refused to believe while union domination existed. It was then clearly a trial of strength. Repeated attemps were made by labor leaders to have the agreement (which they had refused to accept) ratified or to enter into some kind of negotiations to save their face. This was repeatedly refused by the Associated Industries and the unions were told that their men were invited to return to work on the same basis as any other workmen.

The struggle may be said to have begun on May 1st. On August 9th the Building Trades Council voted that the men were permitted to come back to work under the American plan card, but of course with the distinct understanding that they begin to "bore from within." Contractors are retaining their non-union men who helped them during the crisis and the capitulation of the Building Trades Council is looked upon here as one of the biggest achievements in industry in this section of country.

A necessary lesson has been taught the unions and for the first time in their local history they have felt the strength of organized business. Other employers in the state have thrown off the union yoke and there seems to be no disposition on the part of any line of business to continue to accept the time honored demands of the walking delegates. The spirit of industrial heads has changed and the recent complete success has added to this spirit. Eternal vigilance is now the price of our continued success and our organization is alert to detect any defection from our ranks of any disposition on the part of contractors or other employers to negotiate individual agreements with the union. The American plan is looked upon as an established institution in Utah.

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## NO CUT IN CUTLERY WAGES

While a slowing down has been noticed in certain branches of the nation's industrial activity, the cutlery industry forms a very noticeable exception and according to recent New York state statistics another five percentum were added to the operatives engaged in cutlery making. Taking New York state statistics as a basis the cutlery industry employs today 187 men for every 100 employed before the war. During the same time the total wage payments have been increased at the rate of 358 per centum. The large demand for American cutlery from domestic and foreign consumers continues to affect the employment in that industry very favorably.

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There's more fun in being forbearing than overbearing.

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# Saws of Our Indian Ancestors

(By James A. Barr, of the Sierra Educational News)

AMONG the original saw makers were the Indians of Central California. Away back before Columbus ventured across the Atlantic, they were making saws of real quality! Just how the saws were made or how they were used or when they were made, no one can tell. Only the ancient camp sites and the mounds and burial places are left and even these are now mostly obliterated by the hands of the plowman.

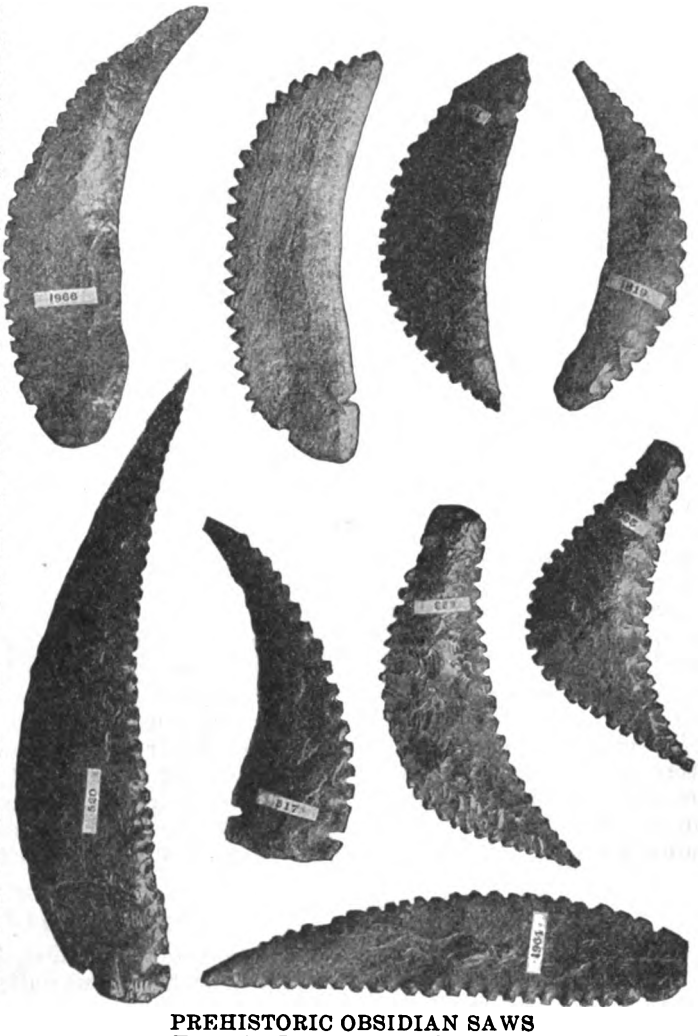
When the writer was a boy, something over 40 years ago, he began to study the mounds, burial places and implements of these ancient saw makers. The Barr collection represents the exploration of more than 300 village, camp site and burial places. In all, the collection comprises fully 6000 implements in obsidian, stone, bone, shell and clay.

Climate and environment combined to make the Central California region an ideal home for the Indian. The many rivers and channels were filled with fish and mussels. Water fowl swarmed in countless thousands. Elk, antelope and deer were plentiful. The native California oak furnished a yearly supply of acorns.

With such a varied and unfailing food supply, with a mild climate, and protected by mountain ranges for the most part from the incursions of the tribes to the north, east and south, the Indians of the great central California region developed through generations a culture peculiarly their own.

With a constant food supply and with little need for war, they had ample time for the manufacture of implements representing the highest type of Indian workmanship. Many distinctive forms in obsidian, stone, bone, shell and clay were developed in this favored region.

For more than forty years the writer has been on a "still hunt" for the pre-historic product of the saw makers of Central California. The collection now includes 158 of these really wonderful implements. This seems to be almost a "corner" on the product.



PREHISTORIC OBSIDIAN SAWS
From the James A. Barr Collection

### Variety in Design

These saws vary from 9-16-inch to 4½ inches in length. A few are without serrations. Some are serrated on the convex edge; some on the concave edge; some on both edges. Most of them are notched as if for a handle.

A few are double saws; in two, the outer edges form a right triangle and the inner the segment of a circle. Three are of soapstone while all others are of black obsidian. The soapstone saws were, of course, for purely ceremonial purposes.

One can only guess as to the use of these rare implements. All are fragile and could not have been used for sawing wood. One guess is that they may have been used to skin game or fish. Another guess is that they were used to scarify the flesh on ceremonial occasions. Owing to their extreme rarity it is certain they were not in common use.

### Saws Found With Bones

In most cases the mounds and camp sites where these saws were found seem to have been used both as village sites and burial places. No part of any mound or camp site seemed to have been especially set aside as a burial place.

Most of the saws were found near charred human bones. The most notable find was thirty-

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one obsidian saws, distributed in the form of a semi-circle around what seemed to be the feet of what was surely the "prince" of saw makers. With these saws were twenty-eight pieces of obsidian, evidently a stock of material ready for use.

**A Typical Discovery**

To show the painstaking care used by a man with a hobby in keeping data, I quote from field notes taken twenty years ago in making note of one of these saws:

"No. 1964. Black obsidian saw. Serrated on both edges; 3½ inches long. With this skeleton were found eight saws. Five were of obsidian, all longer than the average. Three of the saws were of a new type being made of soapstone. The eight saws were found in ashes and charred coals just above head of skeleton. The saws were in a compact bunch seven inches long. Between right arm and body was a small pipe. Under the head was a broken arrow point. By the right arm were two pestles. Wampum on breast and by arms. Skeleton 2 feet deep. Lying north and south, head to north. Island mound. November 6, 1900."

In delicacy, in beauty of design and completeness of finish these obsidian saws represent the highest type of prehistoric craftsmanship. And yet consider with what crude tools they were made. Without metals of any kind, the saw maker's only tools were crude bits of stone mixed with Indian patience. But their product endures and demonstrates a very real, even if prehistoric, quality. —Disston Crucible.

## A PRAYER WORTH REMEMBERING

Teach me that sixty minutes make an hour, sixteen ounces a pound, and one hundred cents a dollar. Help me to live so that I may lie down at night without a gun under my pillow—unhaunted by the faces of those whom I have wronged.

Help me to earn my meal ticket on the square and in conformance with the Golden Rule.

Deafen me to the jingle of tainted coin—to the rustle of unholy skirts.

May I be blind to the faults of my fellows and see my own clearly. Guide me so that I may look across the dinner table at my wife and have nothing to conceal.

Keep me young—that I may laugh with the children. Make me sympathetic—that I may be considerate of the old.

When comes the day of drawn shades and fragrant flowers, of quiet footsteps and hushed voices, when the wheels crunch on the gravel walk and the neighbors whisper, "How natural he looks!"—make the ceremony short and the epitaph simple:

"Here lies a Man!"

**Small rewards come to him who foreshadows events.**

## FROM A WINDOW TRIMMER'S NOTEBOOK

While there are abundant opportunities to conceive and create new designs in the arrangement of merchandise, there are certain shapes that are peculiarly adapted to show window trims. They include the circle, half circle, horse shoe and diamond. All such diagrams leave a center space, in which the name of the brand may be shown, together with whatever descriptive phrases the dealer may choose to use.

The color scheme should always present more or less of a contrast to the color of the packings, boxes or containers.

In pinning or nailing boxes containing merchandise the goods are very often damaged by careless driving or pinning. The fasteners should go through the corners of the boxes in such a way that the contents therein are not touched. This may seem like an unnecessary warning, but, as a matter of fact, dealers often do destroy goods in just the way described herein.

Packings, boxes, or merchandise should be raised sufficiently high to be on a level with the average man's eye.

Trims that are placed flat are never very effective. The packings can be raised on platforms made from paper boxes, and covered with colored material. To get the best results the boxes of merchandise should always occupy the foreground of the display. If you are displaying a variety of goods always place the smaller articles in the fore-front of the window. Then the name of the brand on the smaller articles can be seen at a glance.

**Any Merchant Can Trim His Own Window**

The sloppy-looking window is really an unpardonable sight. Displays containing small objects are hard to trim right, but any retailer with an eye to the appropriate can learn to design them right just the same.

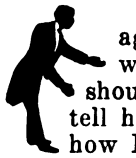
If a dealer can't afford to engage a professional window trimmer, he can take time to learn enough about the game to trim his own window space and not spoil the effect of his show windows by having badly arranged trims. Nor should a retailer depend entirely on window displays furnished by the manufacturer in his line. To do that is to nullify the powers of originality and originality always attracts.

Some merchants think that some lines of goods will sell themselves and there is something to that, but some lines of goods offer such abundant opportunities for working out artistic and trade winning designs that the prospective display should be studied over minutely in order that it may rightfully fulfill its function.

Hang on. Nobody ever fails until he loses his grip!

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## CONFESSIONS OF A HUSBAND



Well, my wife has landed on me again. You know I am one of those well-meaning men who thinks the wife should know all about the business. I tell her just what the income is and just how I put it over. There isn't an angle of the little old game I don't confide in her.

Of course, my main idea is to prepare her in case of emergency, such as the sudden snuffing out of our noble self. But there are times maybe when anxiety runs to boasting. Yesterday I fear was one of those unfortunate days.

For a long time the wife has wanted a fireless cooker. The things cost a lot of money, you know, and being of a conservative disposition (as far as the household expenses are concerned, at least), I have somewhat strenuously fought the idea. A man simply must take a stand somewhere, that's sure.

Well, last night when I had gotten home and finished dinner, there was nothing to it but I had to break out and tell the family assembled all about the adding machine we had installed in the office during the day.

I explained how easy and certain it made figuring of an extensive nature which we had to do two or three times a day. I elaborated on how little room it took up and that it wasn't wearing out and deteriorating while it was not being used. In fact, I made quite an extended and convincing argument.

I knew I was getting by in good style, because the wife was smiling and encouraging my recital just as though she entirely agreed with me in the expenditure, which I felt a few qualms about, because as a matter of actual fact, we did not have a tremendous use for the machine. But you know how it is, it's a nice piece of equipment and it gives a certain indefinable class to an office, which in itself is a factor not to be overlooked.

"And was it very expensive?" asked the wife after I had sort of run out of oratory.

"Well, you can't buy such things for anywhere around $25.00," said I, "they cost real money, you know."

I can see now she was feinting for the knockout, but at that time I was feeling rather chesty and kind of patting myself on the back.

"But," she continued innocently, "you have use for it two or three times a day don't you?"

"Well, not exactly," I admitted, "but it comes in pretty handy a good many times."

I was getting a bit restless, the thing was going over too smoothly and it seemed like there ought to be an argument or at least a small criticism of my expenditure.

"Well," she said decisively, and I began to get ready for the blow, "I think it is perfectly fine to be able to have such conveniences in your office and I think it is good business also."

"Now," she continued, "if you will substitute the word 'fireless cooker' for 'adding machine' and repeat the line of reasoning so well presented by yourself, inserting a positive statement that I have use for it every day of the week, including Sundays, and not forgetting that a fireless cooker will not take up much room and also that it will add considerable class to the kitchen, with the added feature that it can be purchased for around the miserable pittance of $25.00, we will close the incident for the night and get ready to go to the show."

Oh boy, what chance have you got when a woman won't listen to reason? And how much less is your chance when she does and swings it right back onto your unprepared head?

It's a good thing these hardware merchants do not put any such heartless logic into the average woman. It would make 'em rich at our expense.

Supposing I should write a little series of my sad experiences and then some above mentioned hardware merchants should take a notion to print 'em in a little booklet entitled "Confessions of a Husband," and pass 'em around the neighborhood. And supposing some heartless wives would let 'em lay around and some poor husbands would pick 'em up and read 'em.

Oh boy, may the Lord deliver us from any such catastrophe.

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## LITTLE REALIZED PROPERTIES OF COTTON

Who would imagine that cotton could be used as the basis of a waterproof compound or of a cement?

There is nothing sticky about a ball of fleecy cotton, nor yet about a piece of ordinary cotton cloth. Our cotton stockings (applying to men, of course—the ladies all wear silk) and our cotton underwear do not stick to us, even when wet with perspiration. In fact, there is nothing sticky about cotton nor cotton goods as most of us know them and see them in everyday use.

And as for waterproofness, who would even think of trying to keep rain off anything by spreading a cotton handkerchief over it; would we go out in the rain in our summer underclothing, expecting it to keep the rain off us?

Yet, cotton, dissolved and treated in solvents and acids, is the basis of a compound that is as waterproof as rubber. It is called pyroxylin and, used as a coating on a fabric base, forms the thoroughly waterproof surface of the now largely used leather substitutes.

Pyroxylin cements are about the stickiest things one can well imagine. In fact, it is well not to get it between two objects it is ever designed to separate again. It is practically impossible even to soak them apart, for this pyroxylin product of cotton is impervious to water and refuses to soak.

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"A one word success receipt: Stick."

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## PERPETUAL INVENTORY DEFIES BURGLARS AND FIRE

Burglars entered the store of M. C. Taylor at Mound Valley, Kansas, and helped themselves to his stock. After a hurried investigation, Mr. Taylor estimated his loss about $400.

He called in the insurance adjuster and together they inventoried the department in which the loss had been and checked up against the perpetual inventory record. This check, to his surprise, showed a loss of $956, and the insurance company settled immediately, without argument, for that amount. Without his perpetual inventory, Mr. Taylor says he would have been glad to settle for $400, and before the check up he would have been lucky to get off with that amount.

Almost since he started in business, Mr. Taylor has maintained an unusually complete and efficient stock record. When goods are received at the store a stock number always is assigned to each kind or style of article, this number being entered in the top left hand corner of the stock record and also on the wholesaler's invoice opposite the wholesaler's stock number for the same merchandise. This, of course, is for reference.

On the stock record card, the cost, selling price and department also are entered in the proper columns at the top, and the amount of stock received is entered in the left hand column. At the bottom of the card, space is provided for an entry showing from whom the goods were purchased and the date of purchase and re-order, if any. Then the cards are filed numerically by stock number, in a steel tray, the guide cards numbering "100," "200." "300," etc., so that any card may be quickly found.

When a sale is made, triplicate tickets are filled out, the clerk entering the stock number of the article, the number of articles purchased, name of the article and the selling price. The triplicate either is handed to the customer in person or sent out with the goods. The original and the tissue duplicate, which are attached, are then sent to the bookkeeper.

By reference to the stock record cards for the goods listed on the ticket, the bookkeeper finds the cost price of the goods, which information she enters in the left hand column on the original sales slip. At the same time she checks the selling price to see that no mistake has been made by the clerk. The quantity sold is then noted on the stock record by the usual tally method.

Sales slips are sorted and audited by departments and clerks, and then arranged in ledger order for posting, which is done each morning for the preceding day's business. The posting work usually starts about 10 o'clock in the morning and always is finished and proved by 10:30 or 10:45. A bookkeeping machine saves time at this stage.

### Duplicate Sales Slips With Statements

Statements are always mailed out at the end of the month. As this is a country store and customers usually pay their bills in person, the tissue duplicates of the sales slips on which the account is itemized are handed to the customer when he calls to settle. Mr. Taylor finds this system very satisfactory, although a great many merchants mail the tissue duplicates with the statements.

The customer's ledger control is posted daily from the totals of the cash and the charge sales obtained when the sales slips are audited before the ledgers are posted. This ledger control is posted on a regular accounts receivable ledger sheet, no special form being needed.

### Profit Analysis for Each Day

By means of a profit analysis sheet, Mr. Taylor is able to determine his exact gross profit in each department each day. When the daily audit of sales slips is made by departments, a run also is made of both the cost and the selling price of the goods sold, on each sales slip.

Mr. Taylor has found that his system of bookkeeping gives him such a complete record of his stock and everything else connected with his store that he always knows just what he has. If he should have a fire or even another burglary, he has the figures right at hand that would prove conclusively to the insurance adjuster his exact amount of the loss.

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## WHAT'S IN A POCKET KNIFE?

There are many things that go into the making of an American pocket knife and not all of them are to be had in Uncle Sam's country. Ships bring these goods, and their cargoes look like a specification of the presents given by the Queen of Sheba to King Solomon of olden days.

There is ebony from the East Coast of Africa and the Island of Madagascar, cocoa wood from Cuba and the West Indies, rose wood from Central America, pearl mother of the shell of pearls taken from the sea by divers in the East Indies and Australia. There is the horn of the buffalo and the stag and there are those two novelties, artificial stag horn, made of the bone of cattle and celluloid, not found among the presents to King Solomon. All these articles are used mainly for the making of the handle of a modern pocket knife.

The principal part of a knife of course always must be the blade. So best steel must be bought from the crucible steel manufacturers in America or it may also be imported from England. The steel for the spring action of the knife is of American make. Plating is done with the aid of nickel. And to make full the measure, there also goes a liberal sprinkling of zinc, copper and brass.

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## READ THE ADVERTISEMENTS

### Present Day Classics

English, we are told, bids fair to be the universal language.

English is the means of expression employed by the two greatest nations on earth. It is the language and instrument of the highest in literature. No other tongue can compare with it in richness of vocabulary, in the wide variety and choice of its words, in descriptive power, in graphic figures of speech.

Into it have been woven hundreds and thousands of colorful phrases and terms from many different foreign languages. English is the most cosmopolitan tongue in existence, so world-wide is the extent to which it has enriched itself through the adoption and acquisition of alien terms. Why, indeed, should it not be the Esperanto of all nations?

But, lament the Purists, in America we have grown grossly careless and slack in our speech. They say that we not only mumble and mouth our words, but express ourselves with deplorable inanity and are hopelessly addicted to slang.

To a certain extent there is much truth in their accusation. But there is also reason to believe that we are gradually awakening to a national appreciation of our linguistic slovenliness. Professional people, writers, men high in educational circles have noted a marked improvement in the last decade. And credit for this is not due entirely to the efforts of the reformers, but to the advancement of that mightiest of mediums—Advertising—to the perfection of an art.

### Advertisement the Most Potent Educator

Its influences are as wide as they are diverse. We are a press reading public and a magazine perusing people. And both newspapers and periodicals are largely comprised of advertisements. They are constantly before us. They mould our opinions, sway our views, and alter our perspectives. And that is their purpose, and their mission. But that is not all.

Every man and woman today who wishes to improve his or her speech, to possess a good, strong, workable and effective vocabulary, to acquire a fair appreciation of what is good English, should study the advertisement.

You will find that the subject has been most carefully analyzed and the argument developed in orderly sequence. You will note how carefully balanced and chosen are its wording and phraseology; the emphasis stressed at certain points; the comprehensive and brief, yet forceful statements; and the thorough elimination of every unnecessary word.

### Studied Use of Valuable Space

Advertising space costs money. Illustrations require space, and reading matter must therefore be so condensed that every word and phrase and clause and sentence will carry weight. They must be clear, terse, direct, to the point, and withal simple in construction. There is no room for long and involved argument. And that is not all.

In order to attract your eye, the advertisement must not only be striking and arresting, but must hold your interest and accentuate its appeal by being readable and entertaining and graphically pictured as well as instructive and of an informative nature. And in so doing, must at the same time drive home its premises with irrefutable logic and fact. A good advertisement is an artistic triumph.

### No Better Text Book

And so, if you would be convincing in your talk, if you would have your speech strong and effective, if you would speak with authority and command respect for your opinions, if you would be clear and concise and logical in your statements—study the advertisement.

If you desire to develop an interesting, well informed personality the opportunity is yours if you will but grasp it. History, the sciences, literature—have all been ransacked to provide parallels that will present forcefully the message of the advertisement. Read them; study them. They are the Great American Classics.

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## THE KNOCKER

The Devil may take the man who knocks,
He never was any good, By Jocks;
He curdles the milk, he sours the cream,
He throws cold water on all your steam;
He never does anything else but kick,
'Till he makes the average person sick;
But ask him what he ever did,
And he crawls inside and shuts the lid.

The Devil may take the man who knocks,
The man who scoffs and the man who mocks.
He's the man who never lifted a pound,
A skulking, vile, pestiferous hound
Who can only growl and bark and bay,
And get around in the people's way,
When they're trying to do as best they can,
Something to benefit fellow man.

The Devil may take the man who knocks,
May Charon land him upon the rocks
In the deepest, sulphurous bowels of Hell,
Where the Impies sport and the Harpies dwell;
And let him kick to his soul's content,
And there let him knock 'til the air is rent,
'Till the towering pillars of Hell shall fall
And the echoes die on its brazen wall.

Whenever you pray—if pray you do—
Pray for the honest, the brave, the true,
Pray for the noble, the good, the just;
Pray for the righteous—and if you must—
Pray for the serpent, the wolf and the fox—
But the Devil may take the man who knocks.

—W. H. H. MacKellar.

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## FEW BUYERS KNEW THIS, BUT IT IS THE LAW AND WOULD HAVE SAVED MANY A GOOD ORDER

(Copyright by Elton J. Buckley)

I regard the subject which the following letter impels me to discuss, as among the most important of all the many legal subjects I have discussed through these articles. Furthermore, I have reason to believe that thousands of good buying contracts have been lost because the buyers did not know what I am about to tell them.

By request I omit all names:

Pittsburgh, Pa.

Last spring we placed an order for 100 cases of ——— with ——— & Bro. Co., New York City. The order was executed on their regular order blank, which contained the following wording: "This contract is made subject to delays in stoppages caused by strikes, accident, delays by railways, crop failures and all other causes beyond this company's control."

The goods were for shipment late May or early June, and at that time the company wrote us that owing to transportation difficulties, labor troubles and so on, they were unable to deliver any of our order. Another house in which we are interested, in Cincinnati, received the same letter, and we apprehend that every other buyer who placed an order about the same time also received one. The New York house regretted they could not fill our order, on the grounds named. Meanwhile the price had advanced about 20 per cent, and we wrote remonstrating against the cancelling of the order, but they simply wrote back another letter practically saying the same thing as the first.

Since that date this house has been taking orders for the same goods at 25 per cent higher prices, which shows that the transportation or labor troubles which prevented them from filling our order and others, have disappeared. Can we compel them to fill our order now?

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The law in such cases as this is very clear and very firmly settled, viz: that when a seller fails or refuses to deliver because of some obstacle covered by a clause in the contract such as is reproduced above, his obligation to deliver is not cancelled, but only suspended, and he must deliver as soon as he reasonably can after the obstacle has disappeared. That has always been the law, yet thousands of buyers have allowed sellers to cancel orders on them under these conditions, with nothing more than unavailing protest.

And no doubt many a seller has been honestly under the impression that he had a legal right to cancel under such conditions. But he hadn't. Clauses in a selling contract or an order blank relieving a seller, relieve him only for the time being. If his reason for not delivering is a strike, then he must go on with the contract after the strike is over, even if it lasts for six months. If it is freight congestion, he must make and deliver the goods within a reasonable time after the congestion is removed.

The following is from a leading case:

An accident, strike or suspension clause in a contract has the effect of suspending performance only, and never justifies the complete cancelling of the contract, unless such strike, accident, etc., makes the contract impossible of ever being performed.

* * * The case of Fish vs. Hamilton, 112 Fed. 742, was an action for breach of contract. The contract contained a strike provision, and it is insisted that a strike terminated the life of the contract. We concur in the opinion of the court below that the provision affects the terms of delivery only, and that the seller was bound to deliver within a reasonable time after the termination of the strike. Where the contract provides that delivery shall be subject to strike, the existence of a strike merely suspends deliveries during the strike and does not terminate the contract, and the seller is therefore bound to resume deliveries after a reasonable time after the strike has ceased. This rule is well established.

All these cases agree that when somebody has taken a number of orders which he is prevented from filling by some cause noted in the contract, he must, after the cause has disappeared, start in on the old orders and fill them pro rata before he takes any new business. In the case submitted to me, the fact that the seller is out for new orders is of course clear proof that he is no longer prevented from delivering.

But in such a case the seller cannot be compelled to deliver; he can only be made to pay the defrauded buyer the difference between the order price and the market price on the day the seller first became able to deliver but did not. In the case submitted this would be about 25 per cent of the order price.

So that when somebody who has taken your order fails to deliver because of some saving clause in the contract, such as we have been discussing, watch out, and as soon as he comes into the market again go after him; any court will give you judgment for what you have lost.

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## EXPLAIN THIS TO CUTLERY CUSTOMERS

Wages in the cutlery industry have taken another jump, according to the American Cutlery Bureau of Information. Workers are today paid the highest since the summer of 1914, with a total increase of 176 per cent against prewar figures. Cutlery making, notwithstanding its many industrial improvements, is still essentially an artisan industry requiring the highly skilled operative more than most other industries.

The percentage of wage upon the cost of production in the cutlery industry in fact is unusually high, running in some cases up to 75 per cent of the total value of the manufactured article. Wage advances in the American cutlery industry have generally been more pronounced than those in other countries. In England the average wage addition in the industry has been 150 per cent, with larger additions in the instance of operations where special skill is required.

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It's the way a man sticks to a thing that marks him as success or failure. Many a fellow has won out at the eleventh hour, just because he wouldn't let go. Don't be a quitter.

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## THE PROPERLY HUNG DOOR

**Growing Tendency to Use Three Butts to the Door Instead of Two**

The efficiency of an extra butt is no longer a much mooted question. Throughout the country there is a general trend on the part of architects and builders to hang a door on three butts. In fact, to serve this growing demand manufacturers are now packing butts three to a box, constituting a set.

To say that doors are one of the hardest working parts of any building, especially public buildings such as schools, hospitals, theaters, railroad station, is to repeat a fact everyone knows. And, after all, it is the butts that make or mar the door. On them the stress and strain, the wear and tear, is bound to center.

Even the best butts are tested beyond capacity at times. The weight or load of the door is excessive. Green lumber, which often has to be used on the door, results in warping.

Careful analysis of the subject shows that there are many logical and practical reasons why the use of three butts to a door is true economy in the long run.

It has been demonstrated that the third or extra butt will hold the butt edge of the door in alignment and, to a great extent, will prevent the door from warping. Also, it prevents the door from striking or interfering with the door stop, if used (or the edge of the rabbet, if the door jamb is rabbeted) when the door has a tendency to bow or warp toward the door stop or the center of the door jamb.

While it may take more time to put on the extra butt and while the cost is slightly increased, the saving of the carpenter's time and expense later on to correct door faults more than offsets the initial investment.

If a door is hung on two butts only, each butt carries one-half of the load or weight of the door. When a door is hung on three butts, each butt carries only about one-third of the weight, thereby decreasing the strain and wear. More screws are driven into the door jamb and the door, thus relieving the strain on screws, the wood in the door jamb and in the door, which is an important factor.

When three butts are used the top butt can be set nearer the top of the door, thereby lessening the leverage of the door pulling away from the jamb. The lower butt can be set lower, thereby preventing the door hugging the door jamb near the bottom of the door. The top of the door remains in line with the head jamb, and the bottom edge of the door is parallel with edges of threshold.

The binding and sagging of doors are expensive troubles to correct. And it is to the credit of architect and builder that much thought is being given to overcoming of such annoyances by specifying and using "3 butts to a door."

## SOMETHING FOR YOUR STORE PAPER

Many of our subscribers issue store papers or circulars offering useful suggestions to their customers. Accidents from burning happen in every community and here is a suggestion it is well to pass along:

**First Aid for Burns**

Not a very long time ago a child who was scalded met with the misfortune to fall into the hands of a number of persons who knew absolutely nothing whatever about such a situation. The child fell into a bucket of boiling water left where it should not have been left, and was scalded from the lower part of the spine to the knees. The mother was prostrate and could do nothing. The neighbors rushed in to lend a helping hand, and the result was the death of the child one hour after it had reached the hospital.

The child's clothes were pulled off without special precautions, which resulted in added suffering and a quick death.

In the event of any burn or scald it is most essential to keep the skin away from the air, because air is an irritant. Give the person in that condition a hot bath, at least 100 degrees Fahrenheit, and administer such stimulants as black coffee. You may also apply a mustard plaster over the heart. Send for a physician while you administer "first aid."

Remove the clothing very gently and cut away any article if you find it necessary. If the burn is slight and no blisters have formed, the part is to be dressed with a saturated solution of ordinary baking soda or dusted with baking soda, flour or starch and the air absolutely excluded.

You may now pierce the blisters at the edge with a clean needle which you have sterilized by holding it a moment in the flame. Then cover the burned parts with soft linen cloths saturated with boric acid lotion or the boric acid ointment. Now envelop the whole burned or scalded spot in raw cotton, oiled silk or paraffin paper and bandage loosely in order to exclude the aid still more perfectly. Apply hot bottles to portions of the body which have not been burned if the prostration continues. The treatment required after this should be managed by a physician.

If the burn was caused by an acid, wash away the liquid with water, or, what is still better, with a solution of baking soda. The latter is an alkali and neutralizes the effect of the acid very quickly.

If the burn was produced, however, by an alkali such as lye, treat it quickly with vinegar and water.

—Dr. Leonard Hirschberg, John Hopkins University.

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If you don't make up your mind to enjoy your work you're a fool.

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## DANGER OF COMPARATIVE PRICE ADVERTISING

The danger arising from the indiscriminate use of comparative prices in retail advertising is stressed in an interesting and effective manner by a report recently issued by the Better Business Bureau of Indianapolis, which is affiliated with the National Vigilance Committee of the Associated Advertising Clubs of the World, says a bulletin from the offices of the latter organizaion, in New York.

**Wrong Education for Customers**

Comparative price advertising is again running riot. Merchants who seldom use comparatives have been using them recently. Others who habitually use them have been even more extravagant in their statements. These range from supposed savings of one-half or more in clothing advertising to $200 dresses for $75.00; $175 tailored suits for $50; $150 coats for $70; $22.50 dresses, $9.50; $15 shoes for $4.49, etc.

We do not hold that the mere use of comparative prices is unethical or wrong. We do maintain, however, that the use of comparative prices and comparative values is subject to great abuse and tends to undermine confidence in advertising, as it tends to educate the public to the belief that a regular price on merchandise carries an exceptionally large profit for the merchant, and that it is not prudent to buy until goods are advertised at a reduction. It tends to educate the public to become bargain-hunters.

The effect upon the buyer is to do exactly what the public suspects, place a high mark-up on his goods that he may advertise them at a reduced price and still make a reasonable profit. The shopper learns to look and wait for a reduced price before purchasing and even then questions whether or not she is getting a real bargain.

The whole tendency of the extreme use of comparatives is, we believe, to destroy confidence in advertising and in the merchant's making extravagant use of comparatives, thereby making it necessary for such merchant to spend ever increasing sums for advertising. In the meantime his department heads are tempted to make ever increasing claims of reductions to stimulate the jaded public appetite for bargains.

The $200 article advertised on sale at $75 may have actually sold at the higher price at the beginning of the season. The merchant is probably taking a considerable loss at the lower price, but it is hard to make the public believe that he is selling goods at an actual loss. We know it is often done and that it is good merchandising to close out broken and unseasonable lines, but the general public does not. The women who paid the higher price earlier in the season believe the merchant profiteered; and the merchcant suffers through loss of confidence and prestige.

## SALES WINDOWS COST HIGHEST RENT

**Your Fault if You Don't Bring Commensurate Results**

Display windows poorly trimmed or "put in" go-as-you-please manner without the proper "punch" to them, are like checks without signatures—worthless.

If you trim your windows "any old way" simply because you want something in the space or trim them with merchandise that you have found slow sellers and unattractive—is penny wise and pound foolish.

You would not do this in your newspaper advertising—no, indeed, you watch that very closely because it is costing you money.

**Unattractive Windows Drive Away Business**

It is a proven fact that you will lose more business by unattractive windows, both present and future, than in any other way.

The prudent hardware merchant knows what his windows are worth to him, he trims them to the best of his ability and in exchange for these attractive window displays his business shows added energy.

Don't let your competitor grow fat in purse while your cash register is idle. Get your share of the business in your town—have the edge on all rival merchants by having window displays that are bound to appeal.

**Windows Should Stop "Passers-by"**

The wide-awake merchant whose display windows fairly reaches out and stops pedestrians is the merchant who gets the business.

The trade of your town doesn't complain about the unattractive appearance of a window—it quietly passes on to a place where an attractive display stops them.

A customer is not always made by an attractive display—but if he is induced to enter your store and your merchandise is good, your service satisfactory and prices fair, this window display has performed its duty true to form.

This is the experience of successful merchants who know.

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The more I see of rich men and the closer my insight into the workings of their minds and hearts, the more strongly convinced do I become that great wealth is no passport to happiness nor proof of true success.—B. C. Forbes.

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Sooner or later the profiteers and labor slackers will get their just reward.

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## NATURAL MODESTY

"All right back there?" called the conductor from the front of the car.

"Hold on," cried a feminine voice. "Wait until I get my clothes on."

The entire carful turned and craned their necks expectantly. A girl got on with a basket of laundry.

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## STILL PUTTING IT OVER ON THE BUYER

(Copyright by Elton J. Buckley)

Additional cases have come to me which justify the assertion that there is a rather widespread effort being made, in all lines of business where future orders are taken, to put things over on the buyer. By no means all sellers of future orders are implicated in this. No doubt the majority are honest enough to fill their future orders, no matter how much more they could get for the goods on spot, but enough sellers are doing it to warrant me in again issuing a warning to buyers. The scheme takes the form of excuses of one kind or another, to postpone filling or avoid filling altogether, future orders for goods which can be sold for more money on today's market.

One case comes to me from a Wisconsin retailer who placed a future order for oil stoves. Here is his letter:

> We bought a quantity of oil stoves from the "——" Vapor Stove Co., half to be sent at once and the balance June 1, 1920. By buying ten stoves we got 30 and 5 off list, while if we had only bought five we could have merely gotten 30 per cent.
>
> We are inclosing copy of order as given us by their agent, also correspondence we have had later. We claim that they accepted the full order at prices named in order because they sent the first part of it at 30 and 5, and that we can therefore hold them to their contract. Are we right and how should we proceed further in the matter?
>
> We have sold nearly all of the stoves on their first shipment and have more promised at the old price to our customers out of the lot we expect to get June 1st, which would put us in bad to ask customers the big advance.
>
> We did not at any time get any notice of price reservation clause they claim in their letter of February 13th.
>
> You will notice the copy of June 1st order reads "Not subject to cancellation."
>
> They sent first shipment on and we paid them and they did not mention anything about the future order.
>
> S. BROS.

In this case the order for ten stoves was placed December 20, 1919, five for shipment February 1st and the balance June 1, 1920.

The June order is marked "Not subject to cancellation," which, of course, applies to the seller just as to the buyer.

The first half of the order was shipped February 1st at the contract price, but around February 14th the seller sent the buyer a letter in which he said: "For the first time in twenty-five years it becomes necessary for us to take advantage of the price reservation clause in our booked orders." There was some talk about advanced prices for materials, and this: "All orders in our files calling for shipment March 1st or earlier will be filled at the old prices. You have an order in our files for shipment later than March 1st. * * * The prompt return of the inclosed card will mean that your order will be given shipping preference and we shall endeavor to protect you against further price advances in so far as it is possible to do so. * * * For our own protection we must say that prices are subject to change without notice."

Accompanying this was a printed card reading in part, "All orders for future delivery are subject to prices in effect at the time of shipment." Also a postal card to be mailed back to the seller containing these words: "We (meaning the buyer) understand that your new list prices effective February 14th are to apply on these orders." The prices of February 14th were about 10 per cent higher than the contract price.

There was nothing on the order blanks in this case giving the seller any right to change the price, or to make the price conform with the market price on the day of shipment. Nowhere in the transaction was there any "price reservation" or any qualification whatever of the order. The seller is therefore making a deliberate effort to put something over on the buyer. In an attempt to justify himself, he writes the buyer several letters, but none of them even touches the point. All merely discuss the advance in materials, but make no argument whatever why the contract should not be carried out.

In this case, as in most of them, the buyer's course is clear. He should notify the seller at once that he refuses to pay any advance, that he demands delivery, and that if he doesn't get it at the proper time he will buy similar merchandise in the open market and sue for the difference in price. If the seller is properly advised he will deliver.

The other case comes to me also from the far West, and is from a furniture dealer, who writes as follows:

> Have just enjoyed reading your article and am today sending the clipping of it to the Acme Furniture Co., whose letter I am inclosing to you. We have not confirmed the new price on the buffet in question. Would rather go without it than pay the price. No doubt the delay in filling the order was caused by the filling of other orders for same goods at an advanced price.
>
> When prices begin to decline, as they will do some day, am thinking the retailer will have a chance to "get even" by cancelling orders, but will factories stand for it, we wonder?
>
> GRAPP FURNITURE AND U. CO.

The letter inclosed indicated that the Acme Furniture Co. accepted an order for a buffet at $31.75, but did not deliver. Finally, when pressed to, it wrote as follows:

> The prevailing prices on pieces which we now have in stock, ready for shipment in a few days, are as follows:
>
> No. 675 G. O. Wax Buffet—$66
>
> We are being pressed very hard for shipments and our stock of the above pieces is very limited. Will therefore ask that we be favored with your confirmation of the above price by return mail.

In this case the price now asked is more than double the order price. Well, my advice to this correspondent is the same as to the other—if he has a clear contract for the delivery of this buffet at $31.75 he can demand delivery of it at that price, and if he doesn't get it, he can go out and buy a similar one and collect the difference from the Acme Furniture Co.

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## WHEN YOU WRITE A BUSINESS LETTER

First, have clearly in your mind the exact message which you wish to deliver through your letter.

Second, avoid being ambiguous or hazy in your statements. Keep in mind the thought that you positively must make what you are saying crystal clear to the person whom you are addressing.

Third, avoid long letters. They give the business man a chill just to look at them.

Fourth, avoid big words or unfamiliar words or terms.

Fifth, cultivate the art of saying much in a few sentences.

Sixth, use one idea only to a paragraph, and make the paragraphing short.

Seventh, all paragraphing ideas should be contributory to the main letter idea—a mere development of the main message.

Eighth, talk straight to the person to whom you are writing, just as though you were addressing him.

Ninth, come to the point of your letter at once in the very opening. Don't waste the time of the other person or your own.

Tenth, make the tone of your letter friendly, without being fresh or forward. Hold fast, to give the message which you set out to deliver, so that your reader's attention will not wander.

Eleventh, never misrepresent or mislead in any way.

Twelfth, if you would sell goods or service through the good offices of your letter, show "just where" and "how," the other party will be benefited. It is his own interest he is looking for, not for yours.

Thirteenth, draw a mental picture through the magic of words, of just what you want your prospect to do, and make strong, cheerful suggestion that he do it.

Fourteenth, be brief, tactful, and when you have come to the end, stop.

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The man who can't make his mind up is not likely to make much else.

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In the end we usually get just about what we deserve. Sometimes we get it where we deserve it—in the neck.

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## THE FINGER TEST

An Irishwoman of County Clare was blessed with twins, two dear little boys, so exactly alike that visitors could not tell the difference between them. But the mother knew—ah! those mothers, what a lot they know!

"One of them," she said, "has a little way of his own of biting, so when I want to be sure which is which I put my finger in Mike's mouth, and if he bites I know he's Patrick. I can always tell."

## "RE-BUILD YOUR FACE"

The fellow who sits around all day, and wonders why business don't come his way, is always the bird that crabs the most, and wears a face like a belated ghost. If it don't rain enough he throws up his hands and lets his business blow with the sands. If it rains too much he says he's done and tells all the drummers, "Why, business—there's none." When winter comes and the snow starts to fly, you'd think this bird about to die, for he tells his friends that it came too soon, and swept off his business like a new broom. All season long he sits 'round the stove, cussing conditions and planning to rove. Then along comes spring weather and a lot of good days, but to him there's no business, because he always, looks at the past and just knows this good weather ain't goin' to last. Are you like the bird who never sees light and thinks that hard luck is his day and night? Why cuss the weather and luck and such, when it's so much nicer to throw in the clutch and pull up the hill with a smile on your face, knowing that you are setting a pace, for the down trodden fellow who worries and frets because the Almighty always sets a time for each rain, each wind and each snow, regardless of business, for we all know, there's a reason for droughts and too much rain. Why not set the sails for the strain? If this world don't suit, there's surely another world made for such crabs as our sullen brother. Up on your toes, hold your head high; don't meet your trade with a pitiful sigh. Business is run on the American Plan, it's there for you, so get all you can. Don't cry about failures, no money, and such, just plant a big smile where it shows all the time, and you and your business will sure head the line.

—H. G. Gill, with Coleman Lamp Co., Dallas.

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## MEN AND DOGS

A friend may smile and bid you hail,
Yet wish you with the devil ;
But when a good dog wags its tail,
You know he's on the level.

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## SCHWAB ON GREATNESS

"When I hear myself being praised, I tell this story to bring me to a realization of what every true man ought to feel," says Charles M. Schwab.

"I was going home from the mills at Homestead about thirty years ago. I was manager there, and a manager in a steel town is a pretty big fellow. Being young, I was puffed up. I was seated in my buggy with my negro servant, Bob, preparing to go home, when a workingman's wife and little girl came by.

" 'Look, dear,' I heard the woman say to the child. 'That is Mr. Schwab.'

"The child looked quickly and asked:

" 'Which one?' "

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## A NEW WORD AND A NEW IDEA ADDED TO BUSINESS

(By Bruce Barton)

A great word has been added to the vocabulary of business in recent years. It is being overworked, as all new words are. We shall doubtless become very tired of it, as we have become tired of "psychology," "efficiency," "merchandising" and other overworked words. But the idea that the word represents has come to stay.

The word itself is Service.

I was in the office of the general manager of a great corporation recently. The business he manages has departments in almost every large city. It is a business that has unquestionably been of enormous benefit to the people of America, and has — incidentally — made millions for its founder.

The general manager read me a letter from the "Old Man." I obtained permission to copy four paragraphs.

### A Millionaire's Creed

Here they are. What do you think of them as the confession of faith of a millionaire?

"I can honestly say that I have never worked at the business for profit as the main motive.

"My profits have been incidental, though absolutely necessary.

"I have always conducted my business solely for the purpose of what I considered 'public service.'

"Had I conducted my business for the purpose of making profit, I might have made as much money as I have made, although I doubt it. I am sure that I would not have made any more. I am pretty sure that I would not have made a quarter as much."

### A Hotel Man's Basic Rules

I know a man who has grown rich by building and operating great hotels.

I slept in one of his hotels the other night, and in the morning I dropped into my pocket a copy of his book of instructions to his employes. Here are some quotations from that book:

" A hotel has just one thing to sell.

"That one thing is service.

"The hotel that sells poor service is a poor hotel.

"The hotel that sells good service is a good hotel.

"It is the object of this hotel to sell its guests the very best service in the world.

"The service of a hotel is not a thing supplied by any single individual. It is not special attention to any one guest.

"Hotel service means the limit of courteous, efficient attention from each particular employe to each particular guest.

"This is the kind of service the guest pays for when he pays his bill—whether it is for $2 or $20 a day. It is the kind of service he is entitled to, and he need not and should not pay any more."

### Dreams of Service Which Have Come True

It is interesting to note how, in the course of time, the practical men of the world finally come around to the point of view of the world's dreamers.

Napoleon, the practical man, refused to see the dreamer Fulton, with his absurd claim that he could make a boat run against tide and wind.

But today all practical men pay tacit tribute to that dreamer.

For two thousand years practical men have looked with a sort of tolerance on the teachings of a certain Carpenter of Nazareth. What He said was very good, of course, but utterly impractical.

Yet the service idea, which is the big new idea in modern business, was first discovered by that Carpenter:

"Whosoever will be great among you, let him be your minister; and whosoever will be chief among you, let him be your servant."

It is the one solid, practical rule for building a business or a business career.

If you want to know how far you will go in business, take account of stock; find out how much service you are equipped to perform.

If you want to figure what you are likely to get, first figure what you have to give.

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## TAXES OF THE TIMES

An American moving picture company offered George Bernard Shaw one million dollars for the right to produce his plays on the movie screen.

It seemed like a handsome offer. After thinking it over Mr. Shaw refused it. Asked why, he said, "I can't afford it." This was thought to be one of his subtle jokes. But Shaw explained that he was perfectly serious. "I can't afford it," he repeated. "I should be $17,000 out of pocket."

He found that the U. S. Federal income tax on that million dollars, plus the State of New York's income tax on the same sum, plus the British income tax, would amount to about $1,017,000, leaving the author literally $17,000 "out of pocket" besides having parted with his plays for nothing.

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## MISPLACED THE "T"

"We wish to apologize to Mrs. Claire Mead," writes an editor. "In our paper last week we gave an account of Mrs. Mead's tea at her house, and, of course, as French is quite the thing nowadays, we spoke of it as a 'fete.' Unfortunately, the compositor, whose knowledge of French is both general and specific, set and printed the line as "Mrs. Claire Mead's Big Feet."

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# Toys in Hardware Stores

## Makes Opportunities for New Trade Every Day in the Year

MANY a child has thought of Santa Claus as the embodiment of all that is good, true and beautiful—Santa Claus is not only the patron saint of children, but many a full grown man, in his private life, his personal affairs, he too can embody the generous, hearty, jovial, free and loving spirit of Santa Claus, the idol of the Christmas season.

As the prevailing patron saint of Christmas and that of the gifts that come at this time, Santa Claus represents the spirit of the season. To the children, however, Santa Claus is the donor of toys.

K. M. Hayden, western representative of the H. C. White Co., is the distributor of the Kiddie Kars throughout the West, although Mr. Hayden's dealings are with hardware jobbers and with toy jobbers, railroad companies in securing shipments, yet nevertheless his spirit has not yet been dampened by too many recurrences of the Christmas season. Toys should be distributed by one that enters into the spirit of the goods and the spirit of the season.

This year thousands of Kiddie Kars will be shipped west, to gladden many a child's heart, and Mr. Hayden may feel with pride that he has been instrumental in distributing them, although he cannot deliver them in the midst of tinkling bells and falling snowflakes.

Mr. Hayden was formerly a New Englander, having founded his business career in Boston, in the stationery business. For many years he was connected with the harness hardware trade as a manufacturers' representative, this affording him a larger field to work in.

At the present time he is interested in Kiddie Kars, although he handles a side line of collapsible tools, which he sells to the trade and to manufacturers.

### Toys for the Christmas Season

This is the time when foresighted, progressive merchants in the hardware line are featuring especially their toy stock. This article by Mr. Hayden, representative for the H. C. White Company, suggested the advisability of the possibilities of carrying toys in their stock, not only at Christmas time, but all the year around.

However, for the merchant that has not tried toys before, Christmas is the time to introduce them. For the sales are not only in toys, but in other lines to customers who come in for toys.

Every month we hear of new merchants who have taken up the sale of toys, and they rejoice in their decision. We cannot emphasize the possibilities in this line too strongly and we can recommend Mr. Hayden's articles to every merchant for careful reading and studying.

How many hardware merchants are satisfied with the amount of business they are doing? Not many. A satisfied dealer is not progressive, but the spirit of progress and enterprise creates a hunger after more business, resulting in expansion and improvement and naturally adding new lines of such goods that fit well among the already established building material and household goods.

Take for example the old fashioned drug store, of which we find one here and there, carrying simply drugs and medicines, with a little soap, cough drops, combs and brushes, doing a business that scarcely allows the owner enough profit to pay his expenses and the barest kind of a living, and compare such places with the progressive drug store of today, some of the more enterprising approaching the proportions of a department store.

Toys are ignored by many hardware merchants, more through ignorance of the great demand and volume of business to be done, but those who have given the subject the thought necessary to grasp the situation, and have acted wisely in selecting enough merchandise in toys and wheel goods to give the matter a proper showing, have been more than surprised at the possibilities.

There are the various lines of steel and wooden construction materials for boys, produced by many factories and shipped out to the jobbers in carload quantities. These are wonderful toys for fascinating, amusing and developing the boys' minds, teaching them to create a thousand and one things useful and instructive. Blocks and games that teach the letters, geography, travel and mathematics.

Wheel goods in wagons, coasters, Kiddie Kars and skooters are found in infinite variety for all ages, and the volume of business that is done in these things on wheels is simply astonishing. Why, in one little three-wheel affair for kiddies there are many large department stores in the United States that purchase them in carloads.

Why should the hardware dealer overlook such opportunities to enlarge his business and add to his bank account? With a good display of these staple playthings, he will find new faces coming into the store every day, who otherwise pass by year in and year out without ever darkening the doors. Every family in the community is a purchaser of these items, and don't forget that they buy other articles as well once they find the way across the threshold. There is a good volume of trade in toys all the year round, but as every hardware merchant knows, the month of December is a dull month in his staple lines, and here is the opportunity to make a fine and profitable cleanup in that month.

I know of one hardware store in Seattle that started this proposition of carrying toys years ago, and their business in playthings runs far above the $100,000 mark per year, all because they were not satisfied with confining themselves to a few limited lines, but were hungry for more and went right after it.

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After an extensive eastern trip, on which he visited all the eastern cities in Canada and the United States, W. N. Luby, prominent hardware man of Wapato, Washington, reports that he finds merchants everywhere optimistic, looking for an active business year.

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The United Implement & Hardware Company has been incorporated at Dinuba, California, with a capital stock of $50,000. The incorporators are W. F. Day, D. C. Amsden and J. R. Clotfelter.

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The Wendt-Dehler Hardware Co., Spencer, South Dakota, is erecting a new building to hold its constantly growing stock.

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When a customer seems extra grouchy, even up the party by being extra kindly yourself. Patience and good nature is a tremendous asset in salesmanship.

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The true measure of a man's success is the service which he renders, not the pay he exacts for it. The true measure of a man's ability is the power to help others and contribute to their advancement.

—President Hadley of Yale University.

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## OSGOOD MURDOCK WEDDED

It is not often given to us to write of the happy culmination of a romance in connection with a member of the HARDWARE WORLD staff.

While it is a violition of an unwritten, yet nevertheless a well understood, rule of journalism, which in this present day of personal exploitation is manifested more often in the breach, than in the observance of it, yet we shall for this once trespass upon the policy of our editors, and in view of the occasion introduce to our thousands of readers Osgood Murdock, one of our valued associates and co-workers.

The wedding of Mr. Murdock and Miss Doris McLoughlin occurred the fore part of October. Since Mr. Murdock is at present on his honeymoon, we do not have the oppertunity of obtaining a snapshot of him or furnishing our readers with a photograph other than that taken when he was lieutenant in the artillery during the war.

It needs no stretch of the imagination, judging by this photo, taken while under stern military duties, to reveal the fact that even then his countenance would indicate such an object was in contemplation. In fact the romance dates back to school and college days, when they were in attendance at the same institution of learning.

Completing his university course he volunteered for service and upon his discharge became identified with the HARDWARE WORLD as associate editor, in which capacity he has been for almost two years.

We have always counted ourselves fortunate to have as associates men and women of splendid ideals and character who believe in the sanctity of the home. In recent years we have seen both by precept and example, among public men, a spirit that apparently gives too little consideration for affection or true regard for the wedded life, and it must depend upon the youth of America who have had the proper environment and home training to uphold those fine ideals and standards, without which any people will become decadent.

The home has well becn said to be the safeguard and bulwark of America, and associated with the HARDWARE WORLD are those that truly typify what America is and must remain.

That Mr. and Mrs. Murdock will establish such a home, that it will become the expression of that ideal that represents the finest and truest of American life, is taken for granted by everyone who knows them.

We know our large family of readers will unite in every good wish for this happy and deserving young couple.

## BEWARE OF INDOLENCE

Just as "familiarity breeds contempt" so does success tend to breed indolence. Business which has been painfully built up to a position of importance will not necessarily continue to be successful, particularly at this time in the world's affairs, when conditions are changing from day to day.

Currents and cross currents are affecting trade. What we build today may be out of date tomorrow. It behooves the merchant therefore to look to his business just as closely as ever, for although the physical war has ended, the commercial war has begun and the battlefield of trade requires just as much presence of mind and resource as did that in France.

Those who realize this fact and make themselves valuable additions to the force will profit by their foresightedness. It takes mental effort to understand the trend of affairs and farsightedness to keep in the van, but that merchant is indeed fortunate who numbers on his staff dependable, steady workers who do not consider it too much of an imposition to ask them to use their heads as well as their hands.

Because business has come to the store unsolicited when conditions were different and in fact has been turned away because of lack of stock, does not mean that the entire force can now sit down and fold their hands, waiting for trade which must come back.

While the war forced some to the wall, it led others to success with very little effort on their own part and it is these in particular who are liable to have the idea that success is their natural birthright and they need not make any effort to hold it.

Get rid of that idea. The most prominent men of the day are constantly striving to retain what they have gained and to progress a little further. One must either go forward or back. There is no standing still and the indolent "drone" is superfluous.

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Enthusiasm overcomes despondency and generates hope, self-confidence and courage. Enthusiasm stirs up your liver and puts it to work, thereby helping it carry on its vital function of cleansing your blood.

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It's all right to aspire to control others, but have you begun with Number One?

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The most valuable "system" is a good nervous system.

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## PROOF OF IT

He—"I don't think I'd like to marry any girl unless I knew she was self-sacrificing."

She—"But wouldn't marrying you prove that she was?"

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# Make Him Your Ad Man

Here's your opportunity to put the livest retail advertising manager in America at work *in the interests of your store.* His year's advertising campaign is already *written,* his plans are *fully made,* he's ready to get on the job *any time!*

Who is he? *Frank Farrington*—retailer, advertising expert, convincing writer of sales copy. He's condensed his whole campaign complete in a series of *50 remarkable letters* that are all ready for you to use. Every one of them is full of human interest and live, interesting sales points about the leading lines you carry.

Frank Farrington's service and advice as you get it in this set of letters is easily worth $500 to any live retail store. We have conservatively put the price at $100.00—$2.00 a letter—but these letters are *not for sale.*

The complete set with a preface of *sales hints, contest ideas,* and suggestions on *compiling and keeping mailing lists* was written by Farrington at our request to make direct mail advertising easier and *more valuable* for the Multigraph user. The letters are given FREE with each Multigraph retail equipment.

If you want to get rid of "shelf loafers"—if you want your stock to turn over at dizzy speeds—if you want to see your store *grow* to the size it ought to be—*you'll want details about the Multigraph* and the *50 Farrington letters.* The coupon will bring them in a hurry—if you mail it that way.

**THE AMERICAN MULTIGRAPH SALES CO.,**
**1013 East 40th Street, Corner Kelley Avenue**
**Cleveland, Ohio**

**Multigraph Senior** Just the machine for turning out the Farrington letters, for printing labels, folders, booklets, stationery, and the like, and for imprinting manufacturers' literature. An efficient, compact, reliable duplicating device. It does form typewriting and office printing and produces high quality work, adequate for the average business.

**Flexo-Typesetter** It sets real type for genuine printing from printers' ink. Any bright employee can learn to use it, and with a little practice can do the job of typesetting swiftly and *surprisingly well.* The device is light, compact and strong. It not only simplifies the *setting* of the type, but provides for keeping the type in such a way that it is always ready when wanted.

**The American Multigraph Sales Co.,**
**1013 East 40th Street, Cleveland, Ohio.**

Gentlemen:

Please tell me how I can build business with the 50 Farrington letters and the Multigraph.

Name.....

Street.....

Town.....State.....

Hdwe. Wld.—Nov.

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# Let Your Goods Do Some of the Selling



A man was buying a flashlamp in an electric shop. Behind the counter the salesman found out which kind the customer wanted, and as he turned to wrap it up he carelessly dropped a small round object on the plate-glass counter top. The customer picked it up curiously.

"What's this for?" he wanted to know.

"Oh, that?" said the clerk. "Why, that's a radium thingumbob to show you where your pull-chain is at night. You just hang it on the chain and the radium glows in the dark."

"Guess I need one of those," concluded the customer. And the little ball had sold itself.

**"Let the Customer Handle th. Goods"**

"Let the customer handle the goods," seems to be the motto that works wear and tear on the cash register bell. When a man picks up an object his ability to think of it as a some-time possession of his own becomes keen. He has, whether he knows it or not, a partly formed mental picture of himself owning the thing he is handling. That's why goods will help sell themselves.

When asked for his secret, a very successful automobile salesman showed his belief in the same principle.

"I get a customer out on a nice road and then let him slide in behind the wheel," he explained. "Then he has the goods in his hand and I can get him thinking how it will feel to own it."

So leave a few articles out on your counter and give them a chance to do a little selling on their own hook. The seconds a customer waits for the salesman to come to him can be made valuable.

In towns where there is an interurban trolley line it is a good scheme to frame the time-table and hang it up in the central part of the shop, a few self-sellers may be grouped around it, so that our friend the customer cannot miss them.

Another scheme along this line is a Women's Club bulletin board, on which all the women's activities for the city are listed a week in advance. And of course the board is hung over a table of the very latest and most attractive of domestic electrical friends.

Women like to find out how things work. It has been considered funny to throw oral and literary rocks at their lack of mechanical knowledge for so long, that they react surprisingly to the opposite attitude. Assume that they do know about the usual electrical things for the home.

And then when you get an electric iron with a kippy little grip-switch that snaps the juice on and off in a newer and easier way, put a sample of it out on your self-sale table.

Put a sign over it like this:

> JUST TRY IT!
>
> This is the new grip-switch iron you've heard about. Just try it for yourself and see how natural it feels.

There's a dealer in Ohio who keeps a "Try-It" table with a new appliance to try each week; and there is usually an interested group of try-ers around! People have formed the habit of stopping in to see what is new in that store each week. The manager ties it in with his newspaper advertising so that it is subtly insinuated that one really can't be considered up-to-date if one doesn't drop in the Electric Shop at least once a week to see what's new in the line of appliance kinks.

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## AN UNPLEASANT STATE OF AFFAIRS

Unpleasant my lot and heart-breaking my lot;
I'm under a terrible strain;
For the weather is cold when I think 'twill be hot,
And it's dry when I think it will rain.
When I think it will rain, it is horribly dry:
Now where is the mental defect
Which makes me like that? I would like to know why
Things never do what I expect!

How often I notice with envious eyes
The sudden ascent of a stock,
And, thinking it's sure to continue to rise,
Invest with all speed in a block;
Whereat the said stock tumbles down with a crash,
My hopes and my profits are wrecked,
And I am divested of most of my cash—
Things never do what I expect!

When, once in a while, a stock that I own
Reluctantly starts to ascend,
I constantly fear lest it drop like a stone
And give me no profits to spend;
And so I sell out when it's up three or four,
But ere I have time to collect,
I see it go leaping up twenty points more!
Things never do what I expect!

You'd think, when my judgment advises a move,
That I'd move in the opposite way?
I've tried it, my friends; but such facts only prove
That I always move wrong, as I say.
I'm not even right when I think that I'm wrong;
All thoughts I am moved to reject;
For though I may figure for ever so long,
Things never do what I expect!

—Kenneth Roberts in Judge.

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*The Quality Plug*

# 4,000,000 Additional Sales Makers Working for YOU!

THESE two full page advertisements, appearing in the Saturday Evening Post of November 6th and December 4th, bring the total number of selling impressions on the Benjamin No. 92 Two-Way Plug up to *One Hundred and Forty One Millions* for 1920 alone. Think of it!

These two full pages in the Post and the four color page in Butterick Fashion Quarterly will register in two months 5,000,000 selling messages *additional* to the 136,000,000 originally planned for this year, about which you have already been told.

These messages go *everywhere*. Dealers everywhere are cashing in on these sales makers. This is the kind of selling co-operation that dealers appreciate. Dealers are giving co-operation which *we* appreciate. The Benjamin No. 92 Two-Way Plug is going stronger every day. It is a source of profit you cannot afford to overlook.

Get ready! Display the Benjamin Two-Way Plug prominently. We tell them why "Every Wired Home Needs Three or More." You sell them three for $3.50 in the handy three-in-one carton, or $1.25 each. *Your* efforts are worth while, and the Benjamin No. 92, the *Original* Two-Way Plug, brings consumer satisfaction. Order your supply from your jobber now—today!

*Write the Advertising Department, 806 W. Washington Blvd., Chicago*

**BENJAMIN ELECTRIC MFG. CO.**

Factories: Chicago and Desplaines, Ill.

*Sales and Distribution Offices:*

New York Chicago San Francisco Toronto, Canada London, England

BENJAMIN PRODUCTS

**The following are divisions of Benjamin products on which we will be glad to send information: Industrial Lighting Division. Electrical Division (including Benjamin Two-Way Plug). Pressed Steel Products Division. Enameled Products Division. Starrett Panel Board Division**

**BENJAMIN**

**Makers of Things More Useful**

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## WOMEN FRIENDS THROUGH ELECTRICAL GOODS

If you want to befriend the women of your community, show her how she can save time, save labor, and make her home more comfortable and convenient with electrical appliances.

Show her that it is not necessary to spend three hours a day washing dishes when she has an electric dish washing machine. Show her that she can finish her Monday's washing by 9 o'clock with an electric washer. Emphasize the beautiful effects, the soft light and the clean, sanitary fixtures which modern electric lighting provides.

Percolators and toasters cannot be neglected, for they embellish and make easy the breakfast, luncheon and tea. An electrical chafing dish comes at the other end of the day, and is convenient for the after-the-theatre or evening social supper.

Of course the electric iron goes without saying, for nearly every home has this convenience. Other home appliances that have found favor and a ready market with hardware and electrical dealers are electric power sewing machines, electric vibrators and even electric phonographs.

We realize that even though electrical contracting and the installing of electrical wiring is strictly a man's profession, the buying of the appliances is the part of the woman. It is to the women buyers that the successful merchant must make his appeal in selling electrical appliances.

## THE SHIRKER

He toils with one eye on the clock
And notes the minutes swiftly fleeting,
And so he always leads the flock
That throngs the door at quitting.

He hates the starting whistle's chime
That sounds of work and calls him to it,
And never labors over time
Unless he knows he's paid to do it.

Square dealing as a working plan
Is so old-fashioned he would spurn it:
His motto reads, "Get all you can
But give the least you must to earn it."

If he should chance to find a leak
With profits daily wasting thru it,
He probably would scorn to speak
Because he isn't paid to do it.

He loafs along from day to day,
Contented with his low position,
Since drawing his meager pay
Is quite the height of his ambition.

The thing that might be called his brain
Has gone to seed, if he but knew it,
For he avoids all mental strain
Because he isn't paid to do it.

## ELECTRIC GOODS FIT IN HARDWARE STOCK

(By G. E. Garland, Townley Metal & Hardware Co., Kansas City)

One of the principal reasons why hardware stores should carry electrical appliances and squipment, in my mind, is the fact that the hardware line is more or less a mechanical proposition and for merchandise of this kind the people rather look to the hardware merchant as the source of supply for merchandise of this kind.

Electrical household specialties, fans and small motors, and various items that go to the farm that are electrically driven, are being taken on by the wholesale hardware jobbers and sold to the retail hardware dealers for distribution in their community. We find that we are gradually adding item by item until no doubt will have an electrical department, and this in a short time.

The hardware jobbers' methods of distribution affords opportunity to hardware dealers and general store dealers to push whatever they want in the various lines the hardware jobber handles. It is not hard to make up a shipment, as if each line were a specialty in itself. A great many items that are now carried by the retail dealer throughout the country would not be bought if they were only presented to him occasionally. We see it as one of the coming lines in the hardware jobbers' stock.

## "CUSTOMER FIRST"

A very successful small-town store has the following rule in successful operation:

"Customer First." No matter what a clerk may be doing, other than waiting upon another customer, he must drop whatever else he is doing and wait upon the customer.

You might say that all stores have that unwritten rule—but do they? Or is it carried out?

It's needless to add that customers like that "Customer First" service.

## COURAGE

Courage! What if the snows are deep,
And what if the hills are long and steep,
And the days are short and the nights are long,
And the good are weak and the bad are strong.
Courage! The snow is a field of play,
And the longest hill has a well-worn way.
There are songs that shorten the longest night,
There's a day when wrong shall be ruled by right.
So courage! Courage! 'Tis never so far
From a plodded path to a shining star.

Enthusiasm is the spark which touches off that dormant power which is housed in your brain and puts it into action.

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*More Heat? Yes!*
*More Sales? Sure!*

# SIMPLEX SUNBOWL ELECTRIC RADIATOR



## Hottest of Them All

Put one on the counter in **your** store. Point it towards the door and turn on the current. The Sunbowl will do the rest.

*Get Your Stock In Early*

## Simplex Electric Heating Company

**Cambridge 39, Mass.**

**HOLBROOK, MERRILL & STETSON**
675 North Spring St., Los Angeles
6th and Bluxome Sts., San Francisco
Distributors for California, Arizona and Nevada

**M. SELLER & CO.**
Portland, Seattle and Spokane
Distributors for Oregon and Washington


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## IF YOU ARE A PARTNER, OR CONTEMPLATE BECOMING ONE, READ THIS

(Copyright by Elton J. Buckley)

One of the most curious, and in a sense intricate, things known to the law is the relation of partnership. Partnership law holds all sorts of traps and pitfalls for the unwary, and a very large percentage of those who enter into it appear to be "unwary."

In a former article I have pointed out the fact that one of the traps in partnership was that the relation of partner, and liability as a partner, can be created by actions alone and really against the will and intent of the party whom the law later says must be held responsible.

A case has just been decided which shows that the converse of that is also true, and that a man who allows another to hold himself out as his partner may actually have to give up an interest in the firm to that other just because he allowed the claim of partnership to be made.

The case referred to arose in Pennsylvania and is typical of many others which have arisen all over the county. Levi M. Paul and George Heebner were partners in a retail mercantile business under the firm name of Heebner & Paul. Paul withdrew, took his capital out, and started in business for himself under his own name. Later there was some reason to believe that he might have to stand good for some of the debts of Heebner & Paul, and he conceived what he doubtless believed was a very clever idea. He organized a "partnership" with himself, his son Howard and his daughter Sarah, filing the usual certificate giving himself one-fifth interest and Howard and Sarah two-fifths each. The fact was, as developed later, that the whole thing was a fake, that Levi was and continued to be the sole owner of the business, and that the children were simply put in "to make it hard," so to speak. In fact, it was admitted when the thing got into court, that the only reason for organizing the partnership at all was "for the purpose of protecting the property of Levi M. Paul from possible liability for the debts of Heebner & Paul."

The "partners" had a falling out, and Howard, in spite of all the above, demanded his interest in the firm, and asked for an accounting and dissolution of the partnership. His father and sister came forward and defended on the ground that Howard had no interest in the firm, and that the whole thing was done for the purpose I have described above. The court turned the thing inside out and found as a fact that

a partnership was not intended in good faith to be formed between the parties, and that plaintiff (Howard) was aware he was without actual interest in the business or its assets, and at no time asserted an interest until August, 1917, following a dispute which arose between him and his father.

But in spite of all that, the court said, "you must give him his two-fifths, because you joined with him in a conspiracy to defraud the creditors of Heebner & Paul, and the law will not help you out of the entanglement which you created in the course of that fraudulent purpose."

I quote the following from the decision:

A voluntary conveyance made or contract entered into for the purpose of defrauding creditors, though void as to them, is binding upon the parties. This rule is based upon the theory that, the contract being for an illegal purpose, the law will leave the parties where it finds them, and as between themselves they will not be permitted to set up their fraudulent act to avoid their obligations under its terms. In applying this rule, the test is, whether the plaintiff required the aid of an illegal transaction to establish his case, and if he cannot prove his case without showing he has broken the law or participated in a fraudulent transaction, the court will not assist him. The rule applied in this case operates to prevent defendants from setting up as a defense the fact that the stipulation was filed of record for an illegal purpose.

So Howard got nearly half of his father's business, and doubtless had to be bought off by the father, or continued to be a sharp thorn in his flesh. Readers hereof will be quick to note that Howard, an admitted conspirator for a fraudulent purpose, got the big end of the stick. In other words, while the others were penalized for their share in the fraud, he was rewarded. It seems that way, but not by any design of the laws, which pays no attention to parties, but to principles. The first party who comes into court and asks help that he may extricate himself from the muss his fraud has gotten him into, is always the one who loses, because the court will have nothing to do with it. Naturally the other man benefits by that attitude, because it leaves him with his ill-gotten gains in his hand.

The case emphasizes again the extreme care with which business men should go into partnership, or into any relation which could be construed into partnership, with all of its attendant risks and liabilities.

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## OLD STYLE PEP

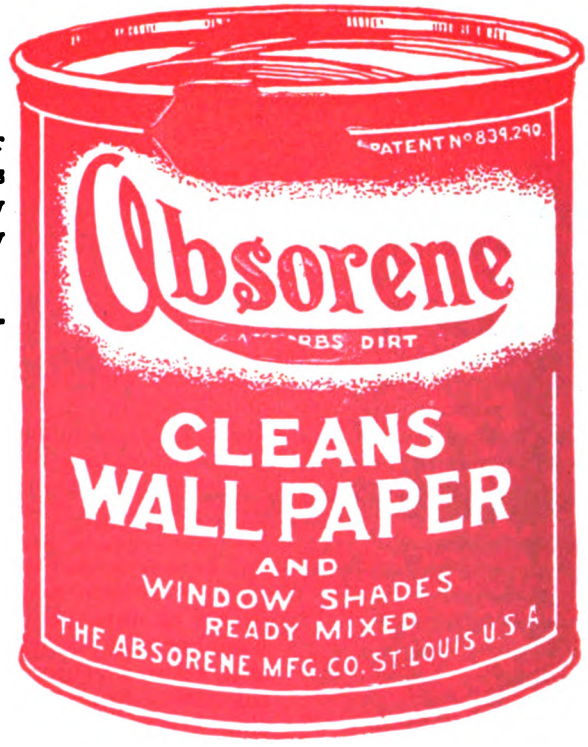
In Montana a railway bridge had been destroyed by fire, and it was necessary to replace it. The bridge engineer and his staff were ordered in haste to the place. Two days later came the superintendent of the division. Alighting from his private car, he encountered the old master bridgebuilder.

"Bill," said the superintendent—and the words quivered with energy—"I want this job rushed. Every hour's delay costs the company money. Have you got the engineer's plans for the new bridge?"

"I don't know," said the bridge builder, "whether the engineer has the picture drawed yet or not, but the bridge is up and the trains is passin' over it."

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60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.




Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.

The Largest Seller on the World's Market Today

Can Be Ordered in Various Quantities to Suit Your Needs

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1920 and 1921.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE

**SPECIAL OFFER ON ONE GROSS TRIAL ORDER**




Order ONE GROSS of HRH from us direct. The price will be $12.00 east of Rocky Mountains and west of New England states—we will allow the freight. Pacific and Atlantic Coast states will require a price of $14.00 to cover freight. With this first gross only, we will give

288 FREE SAMPLE PACKAGES of HRH.
200 four page FOLDERS to advertise HRH.
Several Lithographed SHOW CARDS.
THREE FIBRE BANNERS, size 12 by 40 inches.

**HRH** retails at 15 cents per package and you get twice as many sample packages as your purchase of full sized packages—The samples always sell the goods.

Good for balance of year 1920 only. Only ONE GROSS to a customer—One time only on this deal—Our profit is too limited to sell this trial lot through the jobber. You can't make a mistake on this deal—You could use a gross of HRH in your own home and store within a year, for general house work—As a CLEANSER and Clothes Whitener, etc.

**THE ABSORENE MFG. CO. - St. Louis, U. S. A.**

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## THE DIFFERENCE BETWEEN A SALESMAN AND A WRAPPER BOY

A man presents himself in front of the counter in a paint store.

"Gimme thirteen gallons of light yellow paint and four gallons of white paint."

"Righto," says the wrapper boy as he hands out the goods and names the price.

But a salesman—what does he do?

"I judge from the colors, you're going to paint the house," he observes. "Good idea; can't afford to have any wood or metal work on buildings going to decay nowadays; costs too much to replace them, eh? But haven't you some gutters on that house that would be saved from rust by a coat of special rust inhibitive paint?"

"By Gosh," replies the customer, "I forgot that. Glad you mentioned it. Gimme enough of that for about sixty feet of eaves troughs."

"Any fence around your house, friend?" inquires the salesman. The wrapper boy doesn't know where there is any such thing as a fence.

"Yes—why?"

"Well, you know," volunteers the salesman, "that house isn't going to look as well as it should with a shabby old fence around it. You wouldn't put a nice new picture in an old battered, dingy frame, would you? Besides, fences and gate posts decay, too, if not protected by paint."

"Guess that's right, too," agrees the customer. "I have about two hundred feet of fence. What color d'yu think would look good with that yellow house with white trim, and how much will it take?"

The salesman figures it up, suggests the color and sells the goods. The wrapper boy would have saved himself all this trouble and had time for another cigarette out in front.

"Got enough for your out-buildings?" asks the salesman, "or haven't you any?"

"Um, yes I have a detached summer kitchen and woodshed," says the customer, "but I wasn't calculating on spending any money on that."

"Looks pretty good as she is, eh?" remarks the salesman.

"No, don't look any too good, but, er—say, I guess what you said about that shabby fence and the old picture frame goes for that shack, too. It's one story, tin roof, about 12x16. Might as well do this job right. Gimme enough more yellow and white paint for the walls and some red for the roof."

The salesman adds the cans to the pile. He has sold the man thirty per cent more goods than he expected to buy. A wrapper boy would have spent the time joshing the bookkeeper girl so that she couldn't work either.

There's many a wrapper boy posing as a salesman and drawing a salesman's pay in half the paint stores of the country. They are an expensive luxury for the boss to maintain.

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## SHINGLE STAIN OR A NEW ROOF?

If an intelligent visitor from Mars were deposited on earth today, he would probably look at our shingled-roof, frame buildings and ruminate in a puzzled sort of way:

"I don't understand. There must have been a time, a very few years back when shingles didn't cost much of anything; when carpenters didn't charge much of anything for putting them on, for I see the side walls of most wooden buildings are carefully protected from decay by paint; whereas the roofs—most exposed to the rain and sun, of any part of the building, are left bare and unprotected."

A man born and raised on earth isn't surprised at this. He is used to seeing it that way, but if the Martian should ask him: "Why is it with carpenters getting $1.00 an hour and shingles costing as much proportionately as siding, you let your shingles decay for want of paint or stain protection; while seemingly so careful of your side walls?" he wouldn't know what to answer.

There isn't any intelligent answer. It's just that builders and owners of buildings haven't thought about it. Any of them would freely admit that wood is wood and needs protection from the elements just as much, or more, on top of a house as on the side of it.

You have a great opportunity in your paint and stain department to show your customers and your community that a "coat in time saves nine," and that it is cheaper to repaint the shingles than to renew them.

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## IS YOUR CANCELLED CHECK A RECEIPT?

There is a common expression, "I do not care for a receipt, my check is all that is necessary." Do not place too much faith in the time-honored phrase, for a higher court has recently handed down a decision which is summed up in the last paragraph of their report as follows: "Unless the checks show on their face for what purpose they were given, it is the court's opinion that the burden continues upon the party pleading payment to show that the checks were given in payment of the account."

There are many instances on record where merchants have been losers on account of their inability to prove just what transaction or what amount was to be covered by the issuing of a particular check. The best plan is to demand a receipt for every payment made on account whether paid by check or not, and if you do not consider that necessary, at least write plainly on the face of the check just what it is intended for.

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## "Here's a New and Mighty Profit-Maker for *Kyanize* Agents" —*Winthrop Wise*

JUST what your trade has long been waiting for—a really washable sanitary covering for all walls and woodwork.

**Kyanize** KY-AN-IZE WASHABLE CELOID FINISH

Works like cream under the brush—dries overnight with a satin-like lustre that delights the eye.

**HERE'S YOUR CHANCE — MR. DEALER**

**Kyanize** Celoid Finish is the latest profit-making addition to the **Kyanize** line of Varnishes and Enamels. It is backed by the full advertising force of our proposition. Winthrop Wise, the twenty-four-hour-a-day salesman and other bang-up sales helps are furnished FREE. Only one Agent to a locality can obtain the **Kyanize** Agency. It's a money-maker and if there's no **Kyanize** store in your neighborhood —you'll do well to write us for particulars NOW—today.

**BOSTON VARNISH COMPANY, Everett Station 49, Boston, Mass., U. S. A.**

**Chicago**
**Office and Warehouse**
**519 W. Roosevelt Road**

**San Francisco**
**Office and Warehouse**
**269 Eighth Street**

**WESTERN WHOLESALE DISTRIBUTORS**

**Bogardus, Wickens, Limited**
**Vancouver, B. C.**

**Campbell Hdwe. Co. Seattle, Wash.**

**Timms, Cress & Co., Inc,**
**Portland, Ore.**

**Sunset Paint Company**
**Los Angeles, Cal., and**
**El Paso, Tex.**

**Ogden Paint, Oil & Glass**
**Company Ogden, Utah**




**All These Helps Are Free**

Letters to your Mailing List, Letters to **Painters, Display Stand, Framed Sign, showing actual colors on wood.**

# Kyanize

KY-A-NIZE

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## COURTESY BUILDS PROFITS

How often do we hear people complain that certain business men act as though it were a favor to the customer to allow that customer to spend money with him. This complaint is almost always due to the lack of courtesy. People resent this atmosphere, and the business suffers.

Courtesy costs nothing, but it builds profits. Little acts of accommodation and thoughtfulness for the customer make him feel at ease, and make it easy for him to spend his money.

Courtesy does not mean humility. It does mean treating the customers as one would treat friends. It means treating them as one would like to be treated if he were spending his own money rather than taking money from others.

**Good Cheer Means Good Business**

"A smile is worth a million dollars, and it doesn't cost a cent." Many a man who counts his fortune today by the millions would never have accumulated more than a few thousands of dollars at the most if he had not learned to be cheerful. Smiles and good cheer have attracted people to him, and money and profits have come to him much as a magnet attracts iron filings.

No one likes to spend money in a dark and dismal atmosphere. Instead, people are likely to cling to their money. A bright and cheery atmosphere loosens the pursestrings, and the stream of gold flows freely. Words of cheer cost nothing. It is just as easy to say them as words without cheer, but words of cheer make an immense difference in the annual profits.

It is a fact that those public utility companies that have paid the most attention to courtesy and words of cheer are the most prosperous today. Who can say how much the slogan, "The voice with the smile wins," that the telephone companies have adopted, has had to do with the present prosperity of the telephone company. The transportation companies that we find bankrupt are not the ones which have become famous for the courtesy and cheeriness of their employes and officials. What better proof than this could we find that good cheer and courtesy pay?

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Anything is a luxury until it is used for a time, and then it becomes a necessity.

---

Sunday School Teacher—"What do you understand by suffering for righteousness sake?"

Little Girl—"Please, miss, it means having to come to Sunday School."

---

The conveniences we know today were luxuries yesterday, and they are necessities upon which our daily existence very largely depends.

## TWO ONE-LEGGED MEN

(Copyright by Napoleon Hill)

In the town of Wichita Falls, Texas, I saw a one-legged man sitting on the side-walk begging for alms.

A few questions brought out the fact that he had a fair education. He said he was begging because no one would give him work. "The world is against me and I have lost confidence in myself," he said.

Ah, there was the rub!

"I have lost confidence in myself."

Across the hall from my office is another one-legged man. I have known him for several years and I know that his schooling was slight. He has less training than the one-legged beggar.

But, he is earning a thousand dollars a month. As sales manager of a manufacturing concern he is directing the efforts of fifty men.

The beggar displayed the stump of his amputated leg as evidence that he needed alms. The other one-legged man covered up the stump of his lost leg so it would not attract attention.

The differnce between the two men exists merely in viewpoint. One believes in himself and the other does not! The one who believes in himself could give up the other leg and both of his arms and still earn a thousand dollars a month. He could even give up both eyes, to boot, and still earn the money.

The world never defeats you until you defeat yourself. Milo C. Jones, of "Little Pig Sausage" fame, became a wealthy man out of the sausage business after paralysis had stricken him down and taken away the use of nearly every muscle in his body. He couldn't turn over in bed without aid.

As long as you have faith in yourself and that wonderful mind of yours continues to function properly, you cannot be defeated in any legitimate undertaking. This statement is made without qualifications, because it is true.

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## A PERSEVERING SON-IN-LAW

A New Yorker visiting a New England village one day observed from the windows of his hotel an unusual commotion in the street.

"May I ask what is going on?" asked the new Yorker of the owner.

"We're celebrating the birthday of the oldest inhabitant, sir," said the Boniface. "She's an even hundred today."

"And tell me, who is that sad-faced little man walking by the old lady's side?"

"That, sir, is her son-in-law. He's been keeping up her life insurance for the last thirty years."

---

Cynics notwithstanding, there is more fun in "doing unto others" than in doing others.

---

Notice that "ideas" starts with I.

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# Tamms RELIABLE FIVE Products

**Silver Bond Silica** 25% added to Pure White Lead and Pure Linseed Oil increases the life of the paint and prevents chalking, peeling and blistering.

35% Silver Bond Silica and 65% Pure White Lead thinned with Flatting Oil produces a beautiful soft tone, sanitary Flat Wall finish. Will stand severest washing test.

SILVER BOND SILICA is as smooth and fine as white lead—and mixes easily on account of its extreme fineness.

Prices F. O. B. Tamms, Ill.

6 Barrels—1¾c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Very Important**—Write today for "Silica Catechism," it contains valuable formulas for mixing your own better paint at lower cost.

**Golden Yellow Ochre** insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.

Prices F. O. B. Tamms, Ill.

6 Barrels—2¼c per lb. I barrel—3c per lb. New paper lined barrels extra, $1.25 each.
300 pounds to the barrel.

**Natural Gray Ochre** is a natural, not a compounded color, producing beautiful gray tints of any shade desired. Very finely ground and strong in tinting qualities.

Prices F. O. B. Tamms, Ill.

6 barrels—1¾c per lb. 1 barrel—2½c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Danish Gilders Whiting** is superior to the English Cliffstone Whiting for Kalsomine, Fresco and Putty, because it is finer, whiter and more carefully prepared in grinding.

Prices F. O. B. Tamms, Ill.

6 barrels—1½c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Oran Venetian Red** a very strong, clear Red Color that gives your tints a special individual tone. Very durable.

Prices F. O. B. Tamms, Ill.

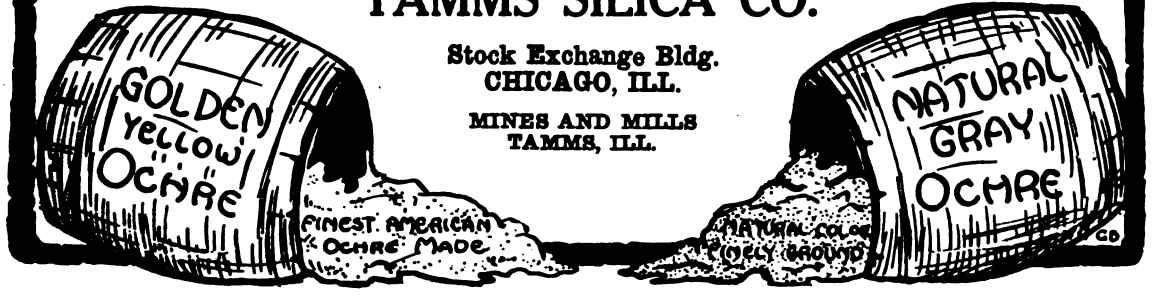
6 barrels—4¼c per lb. 1 barrel—5c per lb. New paper lined barrels, $1.25 each.
400 pounds to the barrel.

**Send us your next order—Buy direct**

## TAMMS SILICA CO.

**Stock Exchange Bldg.**
**CHICAGO, ILL.**

**MINES AND MILLS**
**TAMMS, ILL.**




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# Getting Action With Auto Accessories

A GROWING army of hardware dealers find the phenomenal increase in the demand for auto accessories justifies them in going after this business with all possible vigor. Many dealers are agreeably surprised to find how easily they can sell auto accessories.

They agree that one of the essentials in selling auto accessories is to keep the interests of motorists in mind. They also find it necessary to give advice regarding the necessity of attaching new parts or special equipment which will increase the motorist's safety and pleasure.

The dealer in auto accessories spends his time to good advantage. He advises car owners to overhaul and repair their cars, and suggests supplies they will need.

This list includes wrenches, wheel pullers, vulcanizers, valve grinding compounds, valve grinders, asbestos packing, ball bearings, bearing scrapers, belting and couplings, brake band lining and rivets, cap screws, transmission linings, taper pins, tire repairs, storage batteries, spring spreaders, spring oilers, rust removers, carbon scrapers, clutch compound, cotter pins, copper gaskets, etc., etc.

He makes frequent sales by showing car owners how they can make good use of accessories.

**Take Your "Cue" From Your Customer**

"I don't like to do any work on my car, because there are so many bolts to take out, and some of them are hard to get at," explains a customer.

Taking his cue from the customer's statement, the dealer shows his line of socket wrench sets, ratchet wrenches and angle wrenches. He explains that an up-to-date ratchet wrench set contains a special oval socket for main bearing bolts, a special pressed steel spark plug socket and ten pressed steel stockets. He shows that a set of socket wrenches will enable the car owner to quickly tighten nuts which are hard to reach.

"My car wastes gasoline, and oil keeps coming up into the combustion chamber," complains a motorist. "Do you keep anything which will remedy the trouble?"

"I do," replies the dealer. He knows that worn or defective piston rings waste gas and oil, besides causing loss of compression. He equips the motorist with new rings. Better still, his service department puts in the new rings.

"My car rattles terribly," states a Ford owner. "Is there any way to stop the racket?"

**Relief to the Victim of Rattles**

From his stock of anti-rattling devices the dealer selects the necessary equipment, among which we find a spindle joint anti-rattler, spindle adjuster, clevis silencer and brake rod anti-rattler. He adds a crank holder to the assortment, and tells the customer that most of the noise will be eliminated when the attachments are put in place.

In the meantime another Ford owner drives up. His car misses and knocks, and moves with difficulty. "I'm having an awful time with my spark plugs," explains the driver. "The porcelains keep cracking. What do you suppose is the matter?"

"You need a set of high grade plugs," smiles the dealer. "Try a set of these plugs, which have heavy mica insulation. Lots of my customers are using them, and I haven't heard any complaint."

Another Ford owner appears. "I don't like to drive my car," he explains. "When I come to a hill I take my hand off the steering wheel in order to pull the gas lever down quickly. Then if the road is rutty, sandy or muddy, I lose control of the car. I'm a new driver, and not a good one. Have you anything here which would make my car more convenient to drive?"

**Foot Accelerator Makes Driving Easier**

Replies the dealer: "A foot accelerator permits manipulating the throttle with your foot, and eliminates the necessity of moving the throttle on the steering column continually to vary the speed. Here is the best foot accelerator made; you will find it all complete, ready to install."

"How can I grease my car without getting all dirty?" asks a customer.

"You need a good grease gun," replies the dealer. "Here is a grease gun which works quickly and does away with soiled hands or clothing. It loads and ejects in half a minute. It has sufficient pressure to force old grease and corrosion out of bearings. I can recommend it as one of the most satisfactory grease guns on the market. You will find that regular use of a grease gun gives you a better lubricated and smoother operating car."

"I'm having a lot of ignition trouble," states another Ford owner. "My spark plugs are all right, but the old flivver keeps missing. What do you suppose is wrong?"

**New Life for the Fords**

"Probably need a new timer," replies the dealer. "A worn or defective timer is certain to cause trouble. Here is a timer made with as much care as a fine watch. It will deliver a hot spark to each cylinder, insure even firing and eliminate missing of one or more cylinders. You had better put in new wiring while you are changing timers. It pays to rewire a Ford from time to time, to avoid the possibility of short circuits. This wiring outfit consists of first quality wire, both primary and secondary, cut to correct lengths."

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The Standard Spark Plug of the World






*When Tommy Milton drove his Duesenberg 156 miles an hour he relied on AC Plugs*



*When the Essex cut 12 hours off the transcontinental record, AC Plugs were used*

What does the wise accessory dealer do in times like these? He stocks quick-turn-over merchandise, the kind his customers want.

He reduces his inventory by concentrating on goods that are sure to sell and that will return his money with a good profit.

Foremost among such merchandise are AC Spark Plugs, the only spark plugs with a real record.

Year after year they have been used by the leading manufacturers for standard equipment.

Year after year they have been the choice of the leading racing men.

National advertising has scattered this story broadcast among the car owners of America. Consequently they are the spark plugs which are easiest to sell.

Rid your shelves of off-brand plugs that will not move. Stock AC's which turn over quickly and serve your customers best.

Write today for complete dealer information.

Champion Ignition Company, FLINT, *Michigan*



*When Roland Rohlfs flew the "Texas Wild Cat" 223 miles an hour he used AC Plugs*



*When Gar Wood won the Harmsworth Trophy with Miss America he used AC Plugs*

## These Manufacturers Factory Equip Their Products With AC Spark Plugs

### PASSENGER CARS

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Meteor
Mitchell
Moller
Monroe
Nash
National
Nelson
Oakland
Oldsmobile
Packard
Paige
Pan
Paterson
Pierce-Arrow
Pilot
Pitcher
Premier
Reo
Re Vere
Roamer
R & V Knight
Saxon
Scripps-Booth
Shaw 12
Shaw Taxicab
Sheridan
Singer
Standard Eight
Stearns-Knight
Stevens-Duryea
Stewart
Tarkington
Texan
Vogue
Westcott

### COMMERCIAL CARS

Ace
Acme
Ahrens Fox Fire Trucks
American-LaFrance
Apex
Atco
Available
Avery
Bell
Bett
Bollstrom
Bradley
Bridgeport
Brinton
Brockway
Buffalo
Chicago
Collier
Comet
Dart
Defiance
Dependable
Diamond T
Diehl
Dodge Brothers
Duty
Elmira
Fargo
Federal
Frontmobile
Fulton
F-W-D
Gary
Golden West
Gramm-Bernstein
G & J (Canada)
G. M. C.
Hahn
Hall
Harvey
Hendrickson
Hewitt-Ludlow
Highway-Knight
Hurlburt
Huron
H. R. L.
Independent
Italia
J & J
Kalamazoo
Karavan
Kearns
Keystone
Kissel
Kleiber
Klemm
Koehler
Low-Bed
Marcar
Malbohm
Master
Maxim
Menominee
Moreland
Napoleon
Nash
Nelson-LeMoon
Netco
Noble
Ogden
Old Reliable
Oldsmobile
Oneida
Oshkosh
O. K.
Packard
Paige
Parker
Patriot
Pierce-Arrow
Pittsburgher
Ranger
Reo
Reynolds
Riker
Robinson Fire App.
Rock Falls
Rowe
St. Cloud
Sandow
Sanford
Schwartz
Shaw
Signal
Stanwood
Sterling
Stewart
Stoughton
Sullivan
Texan
Tiffin
Titan
Tower
United
Universal
Ursus
Walter
Ward-LaFrance
Watson
White
White Hickory
Wichita
Wilson
Wolverine

### MOTORCYCLES

Briggs-Stratton Motor Wheel
Excelsior
Henderson
Johnson Motor Wheel

### TRACTORS

Advance-Rumely
A & T
Bates Steel Mule
Beeman Garden
Boring
Buffalo
Bullock Creeping-Grip
Case
Clark
Comet
Dart
Do-It-All
Flour City
Holt
Howell
Knox
La Crosse
Lauson
Linn Road
Minneapolis
New Britain
Oldsmar Garden
O. K.
Pioneer
Samson
Sawyer-Massey (Can.)
Spry Wheel
Stockton
Tioga
Topp-Stewart
Turner-Simplicity
Ursus
Wetmore

### ENGINES

Associated
Beaver
Bessemer Gaso-Kero
Buda
Capitol
Continental
Curtiss
Doman
Duesenberg
Eclipse
Fairmont Railway
Falls
Frisbie
Galloway
Gray
G. B. S.
Hall-Scott
Herschell-Spillman
J. V. B. Marine
Knox
Lathrop Marine
Milwaukee Gasolene Locomotives
Minneapolis
Red Wing Thorobred
Roberts
Rutenber
Scripps
Speedway
Straubel
Union Marine
Van Blerck
Vim
H. J. Walker
Weber
Weidely Bulldog
Wisconsin
Woolery
W. S. M.

### FARM LIGHTING PLANTS

Automatic
Daytonlite
Delco-Light
Dynelectric
Electrion
Fairbanks
Genco Light
Globe Light & Power
Lalley-Light
Lucolite
Meyerlite
Nan-Ki-Vel
Northlite
Owens Light & Power
Perfection
Powerlite
Roco
United
Wesco

### MISCELLANEOUS

Austin Mfg. Co.
Domestic Engine & Pump Co.
Ingersoll-Rand Air Compressors
Koehring Road Pavers
Maytag Washing Machines
Mudge Railway Cars
Perfect Power Sprayer
Sullivan Portable Air Compressors
Vaughan Drag Saw
Wade Drag Saw

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U. S. Pat. No. 1,156,727 April 13, 1915 U. S. Pat. No. 1,214,199 Feb. 13, 1917 Other Patents Pending

The customer paused before he started out with his purchases. "Old man Henton burned out some bearings the other day," he grinned. "The old Lizzie got too hot. Say, is there any way to tell when you have given a Ford all the heat it should be expected to stand?"

"A motometer will keep you informed regarding the condition of your motor," said the dealer. "I advise you to equip your Ford with this device."

The dealer was resting for a moment, when he heard some interesting conversation on the street. "Old lady Jones got tipped out of her buggy and all her eggs are smashed," said someone. "Bill Parks drove up behind her and she didn't hear him coming in time to pull out of the way. Says she didn't hear anything until he smashed into her."

**Sell Them Real Horns**

Later on in the day Bill Parks entered the dealer's store in company with some friends. "I am tired of the little buzzer on my car," he explained. "Have you a horn here which will make a loud noise?"

"Several of them," smiled the dealer. "It is a good plan to have both a hand horn and an electric horn on a car. I know you will agree with me that a reliable warning signal is necessary to avoid accidents. The car owner cannot afford to take chances which may result in damage to his car, and danger to human life. A short circuit or a dead battery may put an electric horn out of commission. A dependable hand horn is then a necessity. Here is a horn which can be heard on a crowded street, and for long distances on country roads; it is a warning signal investment you will be proud of."

"I want a warning signal which is different from the ordinary horn," explains a customer.

"Here is a compression signal whistle which might suit you," replies the dealer. "Its clear, intermittent signal is not objectionable. It is easily attached, and requires no attention save an occasional oiling. Or you may prefer an exhaust horn. Here is a high class exhaust horn; pressure on the pedal causes it to give forth a far-reaching warning signal. Then I have a motor chimes, which is preferred by some car owners. Its musical notes blend harmoniously, while the tone can be varied according to the volume required. Please note that its improved construction prevents clogging."

**Encourage Customers to Do Their Own Repairing**

A customer enters the store in search of a new inner tube. Having made his purchase, he takes time to express his opinion of local tire repair shops. "They charge too high," he explained. "I have lots of punctures; but it don't pay me to keep old tires repaired."

"Have you tried repairing your own tires?" inquired the dealer.

"No. Don't think I could learn how."

"Yes, you could. There isn't much to learn when you have the right equipment. Here is a handy little vulcanizer which attaches a permanent patch in five minutes. You will find it surprisingly easy to repair an inner tube with this outfit. It can be used anywhere at any time with perfect safety."

"Are there any additional tire aids I could purchase which would assist me in getting more mileage from my tires?" asked the customer.

"There are several articles," replied the dealer. "You require a box of tire powder, which keeps inner tubes from sticking to casings. Here is a preparation designed for use on casings. It prevents oxidation and sun cracks, thus adding life to the tire. Here is a tread filler which I recommend for mending small cuts and digouts in casings; it keeps dampness from the fabric and prevents sand blisters. Are you making regular use of a tire gauge? I thought not. Better include one in this assortment; for running your tires under inflated is one of the quickest methods of ruining them, and you cannot make certain of the right pressure by guessing."

**One Need Leads to the Next**

"I'm not much stuck on pumping air into tires," said the customer. "That is why I run them under-inflated when I am away from a free air station."

"Then you need a motor driven tire pump," explained the dealer. "Here is a pump which drives direct from the front end of the motor crank shaft. The outfit is compact, light and clean. I thought it would appeal to you."

Jim Briggs, the auctioneer, entered the store. "I have a long drive to make tomorrow over bad roads. Hope I don't get stuck like I did the last time," he remarked.

"It's advisable to be prepared at any rate," suggested the dealer. "No driver can tell when a shovel may be needed; it is a good practice to carry one in your car. Here is a modern auto spade, equipped with a detachable handle. It is practically non-breakable.

"As you have been stalled in mud holes you will appreciate this new towing chain. It is light in weight and unkinkable. You will find it a handy article to add to your equipment.

"I know you do considerable night driving; this is why I want to show you a new spot light. It throws the light just where you need it, and is the latest addition to motoring convenience. It permits you to inspect side roads before turning the car; it is the ideal spot light for high speed at night."

**Every Motorist Has His Weakness**

Having supplied the owner of a hard riding car with shock absorbers, the dealer took time to arrange his stock of radiator cement, cleaning preparations and auto polish. He finished the task in time to wait on a man who was inspecting the tires and tubes on display.

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# Converse Tires

## *More Miles— Less Skid*

## Two Minute Chats With Converse Dealers—

***No. 1—"How Do Converse Tires Sell?"***

We put the question up to Frank McAllister—one of the biggest, most progressive, tire dealers in New York City. His success is easily traced to two things—never failing quality merchandise and high ideals as to what constitutes dealer service. Naturally enough he's a Converse Dealer.

"Just two kinds of Converse sales," he answered. "The first Converse sale—made on Converse appearance—the 9-times-out-of-10 repeat sales—made on Converse performance."

Here's pretty good backing for our claim that Converse Tires sell themselves. Why not get in line? You'll find the Converse Company a thoroughly-comfortable-house-to-do-business-with—that Converse Tires are **right** tires—that you can definitely insure profits by tying up with Converse. Send for the story of our dealer policy—

***"Dividends for Dealers"***

***A Story With a Wallop***

**CONVERSE RUBBER SHOE COMPANY**
**MALDEN, MASS.**

*Service Branches* { 300 Amsterdam Ave., New York
618 W. Jackson Blvd., Chicago
801 Boylston St., Boston

*Exclusive Distributors:*

Nash Hardware Co., Fort Worth, Tex., and Wichita Falls, Tex.

McGowin-Lyons Hardware & Sup. Co., Mobile, Ala.

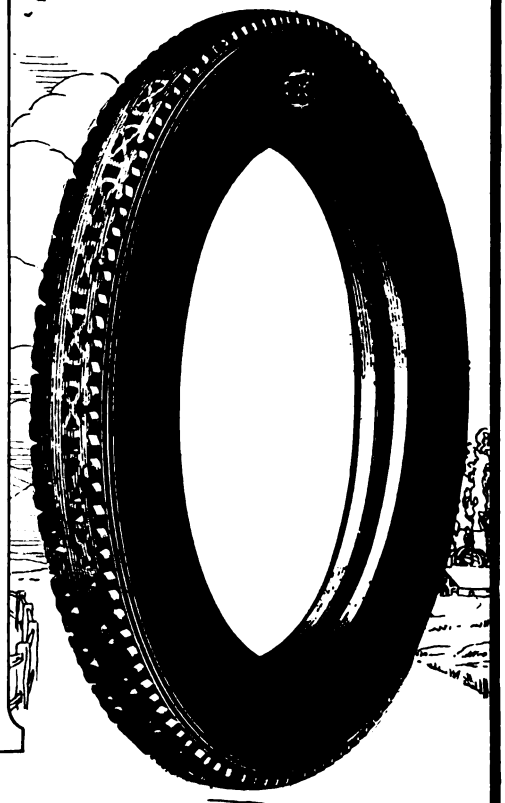
Sloss & Brittain, 77 Beale St., San Francisco, Cal.

Stauffer, Eshleman & Co., New Orleans, La.

Failing, McCalman Co., Portland, Ore.

Stowe-Shaw Rubber Co., 1319 S. Figueroa St., Los Angeles, Cal.

Charles A. Shaeffer, 7 West 19th Street, Kansas City, Mo.



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"Need a new tire?" asked the dealer.

"Yes; but how do I know your tires and tubes are high grade?" replied the customer.

"I carry a line of tires and tubes put out by one of the biggest tire manufacturers in the country," explained the dealer. "The manufacturer's guarantee means just what it says. If you buy tires or tubes from me, I will see that you get the service you have a right to expect. I carry new, fresh stock. My prices are reasonable. Why shouldn't I supply you with tires?"

"I'll take a couple of those non-skids," said the customer.

## HERE'S A TIRE SAVING HINT

Did you ever notice a ragged hole about the size of a silver dollar in the rear tire of a car? This little ragged hole is the result of carelessly turning corners. Many motorists swerve swiftly around a corner without slackening speed. They fail to allow sufficient leeway between the car and the curb in order to clear the rear wheel. When too sharp a corner is made, the rear wheel will often glaze the edge of the curb or climb up on it. This peels off some of the side-wall rubber.

Though little thought of, this injury is often the first cause of a later side-wall blowout. The facts of the case are that the fabric side-wall, having lost its rubber protection against the elements, quickly deteriorates. If taken in time, the repair of such an injury is very simple. The motorist may make a temporary repair by cleaning with gasoline, and then covering with a plastic, self-vulcanizing gum. When an opportunity arises, the casing should be taken to a tire surgeon for permanent repair.

## PRACTICAL EQUIPMENT FOR EMERGENCY GASOLINE, OIL AND WATER

Many a vacation-seeking motorist has had opportunity to thank the inventors of the Service Unit. It has long been customary, among those whose foresight prompts them to prepare against the annoyance and delay of being stalled along the road, to carry with them spare tires, tubes, and extra parts of many descriptions.

Until comparatively recently, however, dealers have been unable to furnish adequate provision for the most probable source of touring trouble—running out of gasoline, oil or water.

The Boyle Manufacturing Company of Los Angeles have effectually provided against any such emergency. The Service Unit, manufactured by them, has made it possible for every motorist to carry ample emergency supplies with greatest convenience. Attractively finished containers, of varying capacity, clamp securely and snugly to the running-board. Filling caps and handles are located in the top and steel channel bar fits over them, preventing rattles, protecting the caps, and eliminating all possibility of loss while traveling. The entire equipment presents a pleasing outfit and is at all times out of the way.

The fact that it so well fills a long-felt need has gained it an instant popularity among motorists and the ready sale, which dealers experience, has proved gratifying throughout the country.

## IMPORTANT DECISION IN RECOVERING LOSS FROM RAILROADS FOR LOST OR DAMAGED GOODS

(Copyright by Elton J. Buckley)

I have just received the report of a decision of the United States Supreme Court in a case involving the amount which a shipper or receiver of freight can collect from a railroad when the goods are lost or damaged. The case is important because it overturns a decision of the Interstate Commerce Commission, which worked so that in many cases the shipper could not collect his full loss.

The provision in the bill of lading which was under consideration here was that

"the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this bill of lading, including freight charges, if paid."

The point was this: Take a case where the market on a certain article at the time it was shipped was a dollar. By the time it reached its destination, the market had advanced to $1.25. In spite of that the owner, if the goods were destroyed, could only collect from the railroad on the basis of a dollar, although his actual loss was on the basis of $1.25. Of course the provision helped the shipper when the market declined, but the road must have had reason to believe that advance happened oftener than decline, or it would not have put the clause in.

In the case decided by the Supreme Court the owner of some grain shipped it from one state to another, under a bill of lading containing the above language. (Virtually all bills of lading contain it now.) When the grain was shipped it was worth $1,200.48, when it arrived it was worth $1,422.11. In some way it was lost, and the railroad paid the owner $1,200.48 and claimed that was all it had to pay. The owner, in spite of the clause in the bill of lading, appealed to the lower United States court on the ground that from every standpoint of equity, a railroad should pay the full value of the goods it lost. The Interstate Commerce Commission had decided the very question before in favor of the road, but despite this the lower court gave the shipper a verdict and when the case was carried to the Supreme Court, that body affirmed, thus settling the question forever.

The heart of the decision is that under a recent act a railroad is liable for the full value of goods it loses and that it cannot limit its liability by any such provision as the one I have quoted. The following is from the decision:

The Cummins Amendment to the Interstate Commerce Act of March 4, 1915, provides that the carriers affected by the act shall issue a bill of lading and shall be liable to the lawful holder of it "for any loss, damage or injury to such property * * * and no contract, receipt, rule, regulation or other limitation of any character whatsoever, shall exempt such common carrier * * * from the liability hereby

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*DEALERS—*
*Write for our book listing over 1500 kinds of Harvey Springs and for details of Harvey advertising helps.*

*An Arch is as strong as its keystone*
*A Spring as strong as its center*

# Harvey Springs are Boltless

THE ordinary spring, weakened by a hole in its center, punched cold to accommodate a bolt, is like an arch with a weak keystone. The vital spot lacks strength.

The Harvey Spring is boltless and has no weak spots. It is as strong at the center as at any other point. Instead of a bolt hole at the center each leaf has an indention on one side and a bead on the other, forged hot in one operation. The bead of one leaf fits into the indention of the next leaf and the whole spring is held together by a strong clamp. No metal is removed and the steel fibres are unbroken.

**This feature, with that of the patented Harvey process of heat treating and tempering, gives the Harvey unexcelled strength and resilience. It adds safety and comfort to the motor car and lengthens the life of the driving mechanism.**

**The Harvey Spring is practically unbreakable, even under unreasonable strains. Once sold it stays sold.**

**Our broad, unconditional guarantee protects both the dealer and the purchaser.**

**Harvey Spring & Forging Co.**
**118B Seventeenth Street** **Racine, Wis.**

GUARANTEED EASY RIDING

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imposed;'' and further, that the carrier ''shall be liable * * * for the full actual loss, damage or injury * * * notwithstanding any limitation of liability or limitation of the amount of recovery, or representation or agreement as to value in any such receipt or bill of lading, or in any contract, rule, regulation or in any tariff filed with the Interstate Commerce Commission; and any such limitation, without respect to the manner or form in which it is sought to be made, is hereby declared to be unlawful and void.'' Before the passage of this amendment the Interstate Commerce Commission had upheld the clause in the bill of lading as in no way limiting the carriers' liability to less than the value of the goods, but merely offering the most convenient way of finding the value. In a subsequent report upon the amendment it considered that the clause was still valid, and not forbidden by the law.

We appreciate the convenienee of the stipulation in the bill of lading and the arguments urged in its favor. We understand that it does not necessarily prevent a recovery of the full actual loss, and that if the price of wheat had gone down, the carrier might have had to pay more under this contract than by the common-law rule. But the question is how the contract operates upon this case. In this case it does prevent a recovery of the full actual loss, if it is enforced. It seems to us, therefore, that the decision below was right, and in our opinion, the conclusion is required by the statute.

The many subterfuges used by the railroads in order to avoid having to make fair settlements with owners of goods lost or damaged en route, have now been pretty effectually smoked out by one court decision after another. There is very little in the bill of lading today which hurts a shipper or receiver, if he will read it and act upon it.

## W. & B. DRILL AND REAMER CATALOG

In accordance with the recent reorganization of Whitman & Barnes Mfg. Co., the new catalog No. 92, which has just been issued by the company, is confined to twist drills and reamers. However, the limitation in the line allows for an elaboration and fullness of detail in describing the twist drills and reamers which has not been possible hitherto.

Screw and drop forge wrenches, which have previously been included in the Whitman & Barnes catalog, will now be marketed by the J. H. Williams Co. in accordance with the reorganization of the companies.

## HAMMERED PISTON RINGS FOR HAWAII

An order from Honolulu for 15,000 piston rings has just been announced by the export department of the American Hammered Piston Ring Co., Baltimore, Maryland. This firm has noted the steadily increasing demand in Hawaii for high grade American made automotive parts. Not even in the tropic breezes of the land of the ukelele, it seems, will motor cars run without piston rings.

Factory expansion in the American Hammered Piston Ring Company's Baltimore plant during the past year has made possible the present output of 50,000 rings per day. This increased production was needed to enable the company to take care of its big demand in the United States.

Regular shipments of American Hammered Rings are now going to foreign markets, which have been more or less neglected by American manufacturers during the past few years.

The Eymann-Suderman Hardware Company of Reedley and Parlier, California, has opened a large store at Fresno, California, where they will specialize on farm implements.

## WHY RIGHT TIRES WEAR FIRST

The fact that tires on the right-hand side of a car wear out faster in proportion to those on the left-hand side, often puzzles motorists. The popular supposition, that this wear is caused by turning many corners to the right, is incorrect. The fact is that the increased wear is actually caused by the pitch of the road, which throws more of the car on the right side than on the left.

The round of the road from curb to curb is far more important in determining the sequence in which tires normally wear out—right rear, left rear, right front, left front—than is gutter wear and abrasions from grinding off and on pavements.

The slope of the road causes the right rear tire to carry more weight than the left rear tire. Thus the right rear wears the faster of the two. The right front also will wear more rapidly than the left front, for the same reason.

However, as the left rear wheel receives a driving pull while the right front does not, it will wear the faster of the two. Under average conditions the right rear tire wears out first and the left front last.

To secure uniform wear from a set of tires, change them around, about once a month. Particularly is it important to reverse the rear tires. After the rear tires are worn down, reverse them with the front.

## CLOVER COMPOUND FOR PISTON RINGS

Compression leaks and the use of Clover grinding and lapping compound, in connection with piston rings, is fully set forth in Bulletin No. 80 of the Clover Manufacturing Company, Norwalk, Connecticut. Just off the press and in the hands of the trade. The bulletin thoroughly analyzes and describes the construction and operation of piston rings and how it is that Clover compound supplies just that finishing touch and last turning that makes a perfect fit between the ring and cylinder wall.

The trade of course has known Clover Compound for some time as a magic aid in valve grinding, lawn mower sharpening; in fact a surfacing and grinding preparation for any knife edge machine tool.

The western branch of the Clover Manufacturing Co., at 559 Howard St., San Francisco, will be glad to send the new bulletin to any merchant who has not a copy.

## MARQUETTE FACTORY EXPANSION

So great has been the demand of the trade for the automotive specialties of the Marquette Mfg. Co. of St. Paul, Minn., that the new company has found it necessary to build and equip a new factory at Minnesota Transfer, where the plant is located. For the last three months the construction and installation has been going steadily on, and October sees the new plant in full operation. The latest improved machinery has been installed, so that with quantity production the company can keep up with the demands of the jobbers and dealers.

The officers of the company report that Marquette luggage carriers and tire tools, and the Little Giant rim tools are being sold and supplied to nearly 80 per cent of the largest hardware jobbers in the United States.

Sales offices of the Marquette Mfg. Co. are located at 681 Endicott Bldg., St. Paul, Minn.

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# Standard Four Tires

## "Chief of the Tire Tribe"

## *The Arrow Makers*

**The arrow makers had to be skilled craftsmen. The very existence of the tribe depended upon their arrows being well pointed, properly feathered and nicely balanced. Without these qualities the arrows would not go true to the mark.**



Standard Four tires are carefully built of the best materials by experienced craftsmen, to the end that every Standard Four tire will shoot true to the mark of the most discriminating motorist's expectations.

Standard Four tire dealers have their business built on a firm foundation. Some exclusive territory still open. Better write or wire today.

Standard Four Tire Company

Dept. T Keokuk, Iowa

*Branches at*

INDIANAPOLIS, IND.
245 N. Penn St.

LOS ANGELES, CAL.
342 W. Pico St.

ATLANTA, GA.
2 Courtland St.

DENVER, COL.
1700 15th St.

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## BUILT UP BUSINESS BY SPECIALIZING

I was mightily interested in reading the account of the business experience of a young fellow in a town in Pennsylvania—in a small city of twenty or thirty thousand people.

He was a clerk—a hardware clerk—but he had a few ideas and energy enough to put them through. He wasn't satisfied with his job; he was discontented with his pay, and the future looked drab and gray, like a foggy morning in autumn.

He studied a long time to get his ideas in concrete form, for he knew he ought to do something, but it surprised him to learn how difficult it was to find out just the right thing to do. He struck upon it at last, however, and then he got busy putting it into effect.

What he did was to persuade the boss of the hardware store to invest five hundred dollars in automobile accessories and give him charge of the "department."

The boss was slow about making the investment, and it took a lot of talking to bring him around, but the young fellow had perseverance in his make-up, and he stuck at it until he had the department.

He took a personal pride in this and backed it up with all his skill and energy. And he made a success of it.

In due time he concluded to open a store of his own. This he did in the most modest manner, for his capital was exceedingly limited. It was an auto supply store, but a different kind from the usual.

It was a specialty store.

He resolved to specialize and only handle one style of a kind, instead of several styles. This allowed him to carry a much larger general line, and he was therefore able to cover the trade pretty well.

He gave very careful study to each item he carried. For instance, he made a study of lubricating oil. There are scores on the market—some way up in price, some very cheap, but poor, some medium price, but inferior quality, and one, two, or three that are bang-up in every way. He selected one of these bang-up oils and carried it exclusively.

He had the house send a salesman who gave him all the history of that oil—its points of merit, and just how and why it was superior to others. And he went over it until he had it pat in his head and could rattle it off to buyers.

Then he united with the house in pushing the oil, and had them assist him all they could with their advertising, which he cheerfully distributed to the best advantage.

As he had done on oil so he did all through his line—handling one style of each kind, which was carefully selected after the utmost care, and working with the manufacturers in selling it.

His business began at once to grow—grew amazingly, grew faster than he could keep up to it with extra space. Today he is a leader of his city in his line.

All because of an idea.

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## CREATIVE MERCHANDISING

Creative merchandising presents wonderful attractions. It is an uncharted jungle in which there are general rules known to successful merchandising, but no fixed routes; because when you go out into the world to create a demand for your goods you deal with the varying minds of the human race whose natures and characters are not to be charted scientifically. You must impress that great force that we call public opinion with the value and attractiveness of what you have to sell in direct competition with other keen minds, offering other things for sale, who are trying to attract the public cash their way.

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## MOTORISTS CRY "HI! HI" IN JAPAN

Motorists thinking of visiting Japan are advised to read and consider seriously the following English-Japanese rules, of the road that govern motor drivers in that country:

At the rise of the hand of a policeman stop rapidly. Do not pass him by or otherwise disrespect him.

When a passenger of the foot hove in sight, tootle the horn trumpet to him melodiously at first. If he still obstacles your passage, tootle him with vigor and express by word of mouth the warning "Hi! Hi!"

Beware of the wandering horse that he shall not take fright as you pass him. Do not explode the exhaust box at him. Go soothingly by.

Give big space to the festive dog that make sport in the roadway. Avoid entanglement of dog with your wheel spokes.

Go soothingly on the grease mud, as there lurk the skid demon. Press the brake of the foot as you roll round the corners and save the collapse and tie up.

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## THREE KINDS OF SALES MANAGERS

There are three kinds of local sales managers—the self-starter, the hand-cranker and the trailer. Figure out your own classification.

"No man's land must be a bare sort of a place now."

"That's hardly possible. I've heard it's covered with duds."

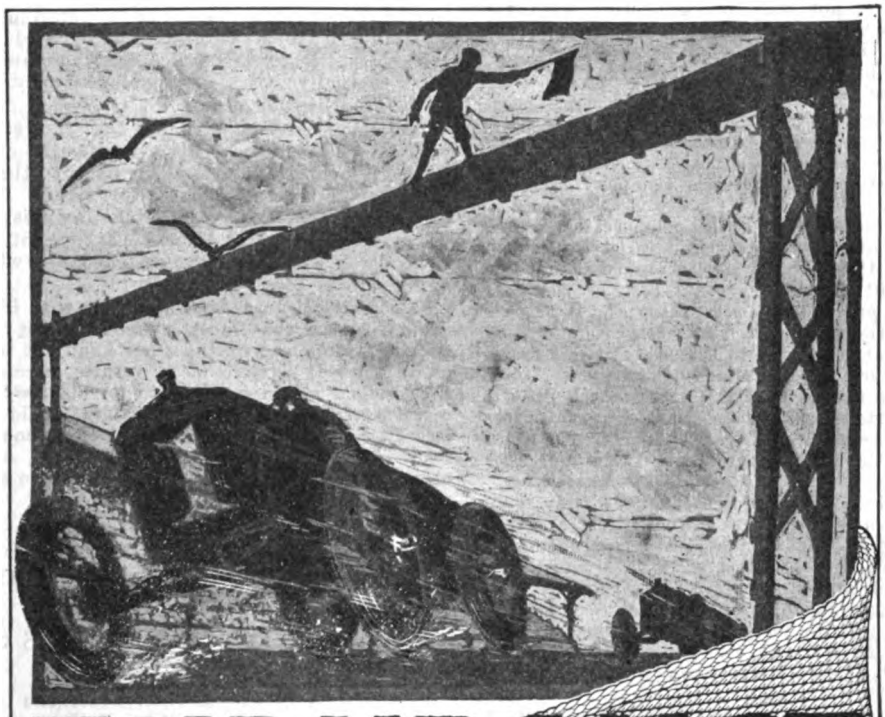
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"Inspiration starts things; intelligence guides things; industry does things."

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When you think you have put one over on the other fellow, remember the shark which swallowed the swordfish and thought he had completed the job.

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ENDURANCE




The will "to stay till the finish" is built into every strand of Viking Brake Lining for Fords. *Viking lasts.*

By expert weaving of high class, long fibre yarn on heavy looms, Viking has been given the strength essential to long life. Viking endures long after ordinary linings have outlived their usefulness.

VOGT MANUFACTURING CORPORATION
ROCHESTER, N.Y.

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## RECOLLECTION OF THOUGHTS AND MEMORIES A PRICELESS POSSESSION

In making announcement in a recent issue of the retirement of Andrew Carrigan from the well known jobbing house of Dunham, Carrigan & Hayden Company, we unintentionally omitted a letter received from Mr. Carrigan, who has always been a prominent factor in the western trade, not only in connection with the institution which has so long borne his name, but who will likewise be long remembered by reason of his interest in retail hardware associations.

His letter is self-explanatory:

Dear Mr. Shearman:

Replying to your very courteous letter covering my resignation as vice president and general manager of Dunham, Carrigan & Hayden Company, beg to reply as follows:

My length of service with this corporation lacked about one month of thirty-four years, during the major portion of which time I had been in practical management. During 1918 I spent a great part of the year in the East and principally in Washington, D. C., endeavoring to aid the emergency war work by impressing upon those in charge of affairs the necessity of maintaining larger stock of miscellaneous hardware, tools and steel supplies on the Pacific Coast for the benefit of the ship builders and other coast manufacturers engaged in emergency war work, owing to the great distance of Pacific coast points from their source of supply.

The work of 1918 with the continuance of my managerial duties commenced to tell, and I felt a strain of which I desired to be relieved. My resignation as vice president and general manager of Dunham, Carrigan & Hayden Company was presented and accepted on July 12, and having been relieved of active service I am now negotiating with one of the remaining interests for the purchase of my own and the majority of the other Carrigan holdings in this company at a price and under conditions satisfactory to myself.

While my resignation severs me from physical contact with the affairs of Dunham, Carrigan & Hayden Company, it can never sever me from the recollection of the thoughts and activities of half a lifetime and the memory of many friendships made in the hardware fraternity during all these years will remain with me to the end of my days. I shall watch with personal pride and gratification the continued prosperity and success of my old company, for the reason that such achievements will be the result of the splendid organization in the building of which I was somewhat instrumental.

With kind regards, I am,

Yours sincerely,

ANDREW CARRIGAN.

## ENLARGED QUARTERS FOR ATKINS SAWS

The plant of E. C. Atkins & Co., manufacturers of Silver Steel Saws, Saw Tools and Machine Knives, has become so crowded that buildings are being enlarged and erected continually.

No sooner was an additional story completed to the handle factory, than a four story addition to the power plant and a three story building was started. The Company needed more floor space to take care of the expansion of the different departments and the two new buildings will give additional floor space of about 60,100 square feet.

The first floor of the power plant building is to be used as an engine room, from which they will generate their own electricity. The other three floors will be used for factory purpose, one for the cross-cut getting-out department and the other two floors for hand saw packing. In the three story building the basement will be used as a grindstone cellar, one floor for cylinder saws and the other floors for narrow band saws.

## BUY CLOSELY, BUT NOT TOO SHORT

Editor HARDWARE WORLD:

We have been advising our trade for some time past to buy conservatively, to push their slow moving lines, and pay close attention to the collection of accounts.

Of course, you understand that the jobber does not like to fill very small orders of the retail merchant, such as many of them are inclined to send in, as it is merely giving retail service at wholesale prices, and often actually costs the jobber money out of the pocket to fill such orders.

On the other hand, we find that the retail merchant who is inclined to overbuy, frequently desires to relieve his overload by shipping back to the jobber any items upon which he is overstocked. This also is extremely expensive to the jobber, as it is the handling of merchandise twice to make one profit. Besides, it is rarely, if ever, in first class condition when returned and re-stocked.

There is no doubt in our minds that if the jobbers could educate the retail merchants not to send in trifling orders and on the other hand not to so overbuy as to find it expedient to return merchandise, that the jobbers would be able to do business on a closer margin of profit and the dealers would receive the benefit, but so long as a few of them continue to use poor judgment in matters of this sort, naturally the other dealers who are more discreet have to suffer the consequences.

Yours very truly,

KIMBALL-UPSON COMPANY,

Sacramento M. N. Kimball, Pres.

## ADVANTAGE OF DEALER'S STORE PAPERS

Sappers, Inc., who, as their letterhead indicates, are dealers in hardware, furniture, farm tools and implements, plumbing, electrical supplies, automobile repairs and accessories—which is typical of a large number of hardware stores throughout the great West handling these various lines, tell us that their house organ, "Sapper's Ink," brought them many direct results, and they know it is paying them, and its accumulative value will be greater as time goes on.

Mr. Otto G. Sapper, president of the company, was recently on a trip to Erie, Pa. He had his entire mailing list sent to him, and each party who was on his mailing list in his store in Oregon received a postal card of some Erie scene, with Mr. Sapper's name attached to each card.

He has found that the receipt of these cards by his customers was very pleasing to them to know that they were remembered, they having stopped him and thanked him for remembering them when he was so far away.

It is this personal touch, this evidence of one's thought and interest in another's welfare, and in their pleasure, that does so much to make for the success of a retail merchant.

Mr. Sapper advises us that he has always been a most interested and close reader of the HARDWARE WORLD, and that he makes a point of going through the advertisements first, then the reading matter, so he does not miss a thing from cover to cover.

**VALUABLE FOR MERCHANTS AND SALESMEN**

We are enclosing renewal of our subscription for the next three years. Your paper is well worth the money. You have many good articles that are valuable to every hardware merchant and salesman.

With our best wishes, believe us,

Sincerely,

Powhattan, Kan. POWHATTAN HDWE. CO.

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# BOYCO PRODUCTS
## INCREASE SALES

In every part of the country, the extreme serviceability and usefulness of Boyco Service Units and Boyco Luggage Carryalls are being readily recognized.

They are practical in design, durable, and in every instance easily attached and easily adjusted for use. Compact and neat in appearance, they make an instant appeal to the customer. They represent a reliable year 'round turn-over; added profits; and increased sales.

**Boyle Manufacturing Company**
5100 Santa Fe Avenue
Los Angeles, California

Send today for the Boyco Canteen and Carrier Booklet, which contains full information as to sizes, weights, and other particulars of interest to every dealer.



**Ask your jobber for Boyco Products. If he cannot supply you, mail us your order with his name and address. Service will be rendered.**

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## SATISFIED WITH ELECTION RESULTS

Before this issue is in the hands of all our readers the national election will have been held and the result known, yet writing three weeks before this election is held, we confidently say we are satisfied with the results of it.

We have no better or other means of information as to who will be elected than any of our readers. The exigency of printing and publishing a magazine of the size and quantity of the HARDWARE WORLD makes it necessary to send our forms to print some time in advance of our issue of the first of the month.

**Majority Should Rule**

We do not claim to possess the gift of prophecy, but in saying we are satisfied with the results of the election we do so because we believe in the right of the majority to rule.

We believe in the well known proverb "in a multitude of counsel there is wisdom," and we believe in the principles upon which our constitution was established.

We believe that the republic of the United States is the best form of government that has ever yet been devised.

We believe that the will and intelligence of the majority are to be considered, and that no one man or a dozen men are capable of unselfishly formulating and directing a policy for one hundred and five million people.

Ours is a representative government, where we choose representatives to make our laws. Surely Congress with its 500 members is not too small a body to direct and formulate the policies that make for the welfare of the whole nation. Hence, it is not so much a question as to who will be elected, as that the majority should rule.

We hope that whichever party is successful the majority for the successful candidate will be so large that there will be no mistaking the will of the people and that when this is known everyone should loyally cooperate to correct the errors and abuses that have gotten into our government by reason of the exigency of the war, or other causes.

The new president, be it Cox or Harding, will need the active sympathy and support of every true American.

It is natural that we should progress in legislation and in movements designed to benefit every condition of citizenship. We should eliminate all group or class influence where it is designed to benefit the few at the expense of many, and should go loyally about our own work and business, carefully considering the welfare of others as well as ourselves.

**Need the Best Independent Thought**

The partisanship of one party who vote their ticket straight regardless of who is nominated, or what it stands for, is probably counterbalanced by the partisans of the opposing party, who do likewise. It thus remains for the independent and intelligent voters to inform themselves on all questions before the country, and not be misled by partisan pleas, either to continue in office or to elect to office, those whose standards of life and morals will not bear the closest scrutiny.

We need to keep our house in order and thus we can best serve the world at large.

We need to set an example to the rest of the world and cannot hope to reform and change old world habits and conditions of thought, which are the growth of centuries, of an environment of which we know little, and could scarcely influence to any appreciable extent.

All progress will come slowly and one of the surest and best methods is by example.

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## TIRES CONTINUALLY ROLL UP HILL

A curious thing about tires is that they continually roll uphill. This is due to what is scientifically termed "traction wave," but what is popularly called "bulge." Both terms mean the expansion of that portion of the elastic carcass of the tire, which by weight and forward pull, is forced just ahead of road contact.

In motion, the tire is continually attempting to run over this traction wave, which, just ahead, always eludes it. Incidentally underinflation increases the wave.

On a plain tread, the wave runs round and round and round the tire. But a tread design with a backbone ribbed or cogged, has been found effective in dividing and in throwing it off each side. Some treads are corrugated; some smooth, some indented, but a purpose of all of them is to provide maximum traction to overcome this wave.

The tread must provide also for minimum road resistance, for minimum injury to the carcass underneath, and for maximum road wear. Like the soles of shoes, a tread must absorb direct wear. Different kinds of service have their individual effects. Scuffing, skidding, spinning, tearing effects of rough roads—all these have a tendency to promote rapid wear.

When a tread is torn or badly worn, it should be taken to a competent tire surgeon. He will tell whether it is worth a repair.

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## PRESENT ATTITUDE OF TODAY

"I'll give you five dollars a day, spot-cash," said the farmer to the tramp who had stopped to beg a meal, "if you'll help me dig potatoes. We'll begin right now," he pointed at the big field, "because I'm afraid the frost will get them."

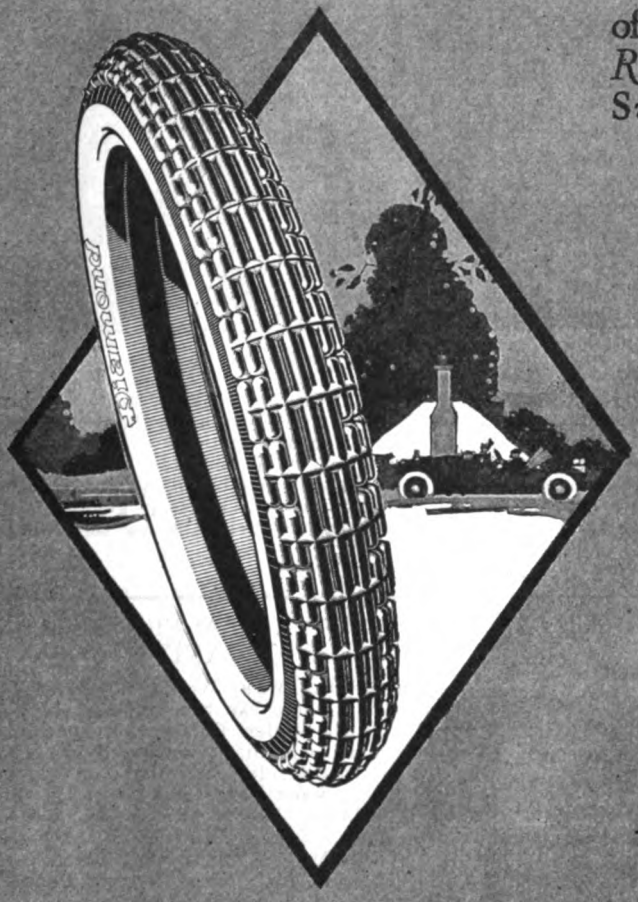
"No," yawned the tramp. "You better dig 'em. You planted 'em and you know just where they are."

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"To fare well yourself, help along the welfare of others."

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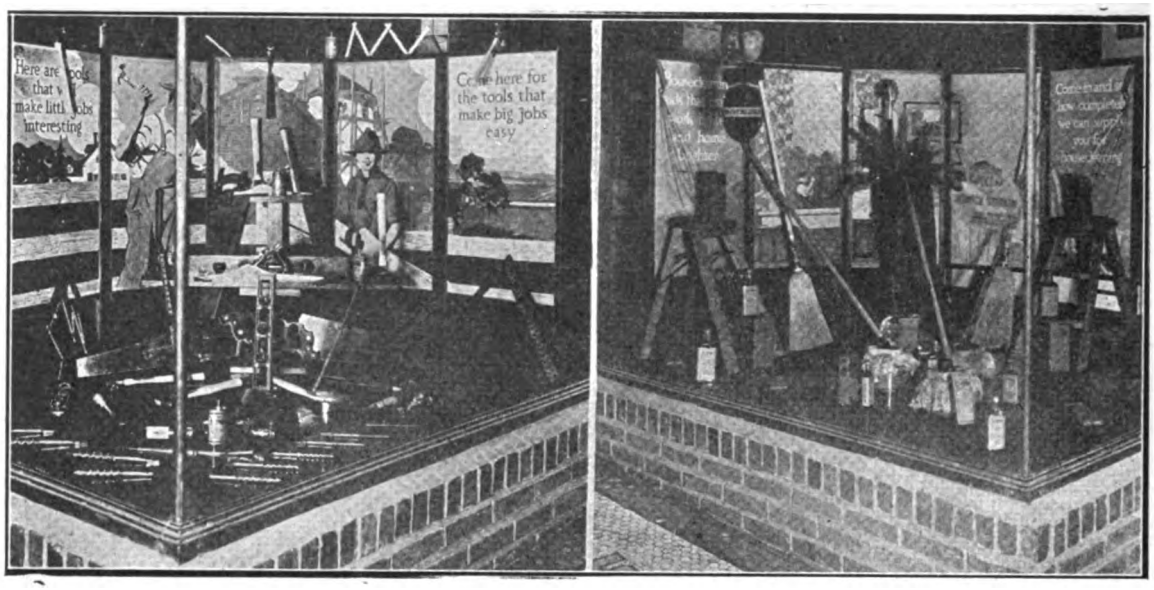
Join the 1921 Procession
of Diamond Dealers
*Results* - Large Sales -
Satisfied Customers




FULL OF LIFE

# Diamond
## TIRES

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## WELLS & WADE OF WENATCHEE

Have put another "W" into their wonderful western combination and that is Windows. In speaking of this enterprising institution it is almost necessary to use "Superlatives" to do justice to these progressive merchants who are not surpassed in putting into daily practice up-to-date business methods.

Their window displays are not only notable in the Yakima Valley, but throughout the Northwest. Here is a window that our representative photographed, featuring tools on the left and household goods at the right of the entrance. Although the perspective is a little misleading, the impression is very genuine. A sharp painted background emphasizes the exhibition in the window, a few articles being shown to illustrate each picture.

The brick and tile set off the window display to a great advantage.

## BUT JOE WELSH PROVED HIS WORTH EVER SINCE

Editor HARDWARE WORLD:

Here is a story for your next issue:

A hardware man puts a sign in his window:

"Boy Wanted"

In drops a newsboy with a bundle of papers on his arm. Pointing to the sign:

"Say, are you the man that wants a boy?"

"Yes, I'm the man who wants a boy, who wants to learn the hardware business."

"How much do you pay?"

"I will pay you $3.00 each week to start on."

"Three dollars a week—Gee! I can make three times as much selling papers!"

"Well boy, let me tell you. When I was a boy I worked in a hardware store two years for nothing."

"Gee! Maybe that's all you was wortn."

PASADENA HARDWARE CO.

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M. W. Tilden has just completed a new building for his stock at Arlington, California. The new structure is of hollow tile and in style with the neighborhood, and is one of the finest in Arlington.

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A. M. Merrifield, factory representative of the American Hammered Piston Ring Company for the states of Colorado, Utah and Wyoming, has been transferred to take charge of special sales work in the central and eastern states, with headquarters at Baltimore.

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A. B. Way, until recently secretary and general manager of The Bridgeport Chain Company, has become affiliated with The Chain Products Company of Cleveland, Ohio, in the capacity of district sales manager for New England, with headquarters at the company's New York office, 150-152 Chambers St.

## HARDWARE DEALERS IN JAPAN ORGANIZE

One of the HARDWARE WORLD subscribers in Tokyo advises us that there has been founded in Tokyo the Tokyo Hardware Dealers Corporation, containing more than 800 members, this membership comprising 200 wholesalers and 600 retailers, being classified according to the various departments and products which they handle as follows: Bronze and Copper Article Dept.; Cast Iron Article Dept.; Cutlery Dept.; Hollowed Ware Dept.; Building Material Dept.; Aluminum Ware Dept.; Tin Plate Goods Dept.; Wire, Netting Dept.; Wasted Iron Dept.

The office of this corporation situates 10 Kodemma-Kamicho, Nihombashiku, Tokyo. Some of the leading members, merchants and importers of this corporation are as follows: S. Okubo, Cutlery, 14 Mikuracho, Kanda, Tokyo; S. Yuasa, Cutlery, 10 Tori-aburacho, Nihombashiku, Tokyo; G. Matsubara, Cutlery, No. 1, 1 chome, Mukoyanagiwara, Asakusa, Tokyo; I. Kato, Cutlery, No. 2, 2 chome, Muromachi, Nihombashi, Tokyo; T. Ito, Cutlery, No. 24, 3 chome, Honkokucho, Nihombashi, Tokyo; S. Kawaguchi, Cutlery, 38 Motoiwaicho, Kanda, Tokyo; C. Kawai, Cutlery, 5. Namikicho, Asakusa, Tokyo; H. Sano, Wood Screw, 14 Teppocho, Nihombashi, Tokyo; S. Okaya & Co., Building, 7 Toriaburacho, Nihombashi, Tokyo; Tsunekawa & Co. Building, Teppocho, Nihombashi, Tokyo; B. Yoneyama, Building, 3 O-demma-shiocho, Nihombashi, Tokyo; Asahi Co., Building, Kajicho, Kanda, Tokyo; R. Hori, Building, Kembocho, Shiba, Tokyo; Abehico Shoten, Aluminum, Hollowed Ware, Asakusabashi, Tokyo; Morioka Genzaburo, Aluminum, Hollowed Ware, No. 28, 1 chome, Honzaimokucho, Nihombashi, Tokyo; Hayashi & Co., Tools and building, 13 Kodemma-kamicho, Nihombashi, Tokyo.

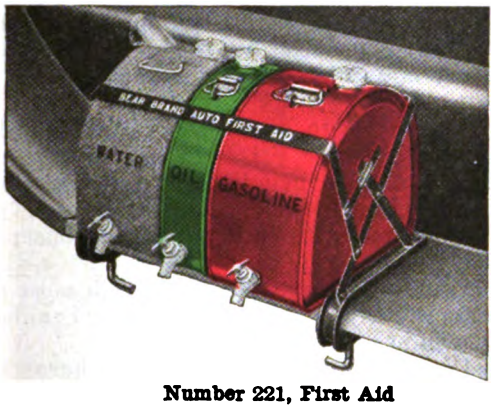
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The Exeter Mercantile Co., Exeter, California, is planning to add a complete line of implements to their line of hardware and housefurnishings.

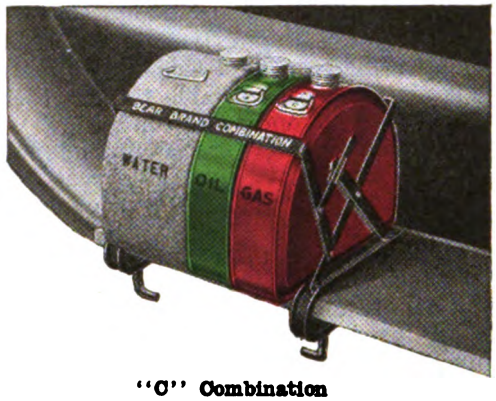
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# YOUR JOBBER CAN FURNISH YOU WITH
# BEAR BRAND CANTEENS

Make a friend and booster out of every customer. When you sell BEAR BRAND Canteens you have sold the best the market affords.




Number 221, First Aid




"C" Combination

## THE BEAR BRAND RUNNING BOARD OUTFITS

The carrier for these outfits holds the canteens firmly and does not allow them to rattle. Our carriers are made of all steel. Four combinations of sizes in each of these numbers.



Blanket covered, polished zinc, cork lined, mouth piece. No metal loops to bend or break.



**Bear Brand**
**Lincoln Auto Canteen Holder**

These flat-bottom water canteens are furnished in all popular sizes, with or without spouts and faucets.

If your jobber cannot supply you, send in your order to us direct and we will place it through any jobber you designate.

## WOOLWINE METAL PRODUCTS COMPANY

**Los Angeles, California**

**SALES OFFICES**

OMER COX, Postal Tel. Bldg., San Francisco
STRIMPLE & COX, L. C. Smith Bldg., Seattle
STRIMPLE & COX, Corbett Bldg., Portland, Ore.
JONES & COX, Newhouse Bldg., Salt Lake City
TAYLOR, YOUNGS & COX, 209 Ideal Bldg., Denver.
SANDS & COX, San Fernanda Bldg., Los Angeles, El Paso, Arizona and New Mexico.

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## SUGGESTIONS TO REMEMBER

A surprising fact in tire conservation is that it is better to run over a rock in the roadway than to hit it a sharp glancing blow. Of course, such obstacles should be avoided if possible, but when the dilemma of a choice is forced upon the motorist, this decision is best.

To hit a rock head-on may cause a severe jolt, and furthermore is likely to stone bruise the tire, but it causes less damage in the end to the tire properly inflated than a sharp blow against the side wall and rim. As explained by tire experts, the reason for this is that the tread of a tire is the part best able to absorb shock incident to normal operating conditions.

Side walls, however, are not intended to be shock absorbers but to give the carcass of the tire strength and shape. Rubber on the side wall is laid on to protect the tire fabric from the destructive action of the elements.

The tread of a tire is thick and resilient and made to withstand the abrasive action of the road. A layer of cords, heavily imbedded in cushion rubber, is specially designed to neutralize and distribute blows.

With tires constructed in this way, the motorist has little choice if unable to avoid an obstruction, than to take the blow on the tread rather than on the side wall. Careful driving should rarely make such a decision necessary.

---

Don't wait for inspiration. Inspiration will come with the act of working and the busier you are the greater will be your inspiration.

## YOUR FAILURE DEPENDS ON YOUR CLOSE ACQUAINTANCE WITH HIM

I am more powerful than the combined armies of the world.

I have destroyed more men than all the wars of the world.

I am more deadly than bullets, and I have wrecked more homes than the deadliest of siege guns.

I steal, in the United States alone, over $300,000,000 each year.

I spare no one, and I find my victims among the rich and poor alike; the young and old; the strong and weak; widows and orphans know me.

I loom up to such proportions that I cast my shadow over the field of labor from the turning of the grindstone to the moving of every railroad train.

I massacre thousands upon thousands of wage earners in a year.

I lurk in unseen places, and do most of my work silently. You are warned against me, but you heed not.

I am relentless. I am everywhere; in the home, on the streets, in the factory, at the railroad crossings, and on the sea.

I bring sickness, degradation, death, and yet few seek to avoid me.

I destroy, crush, maim, take all, and give nothing.

I am your worst enemy.

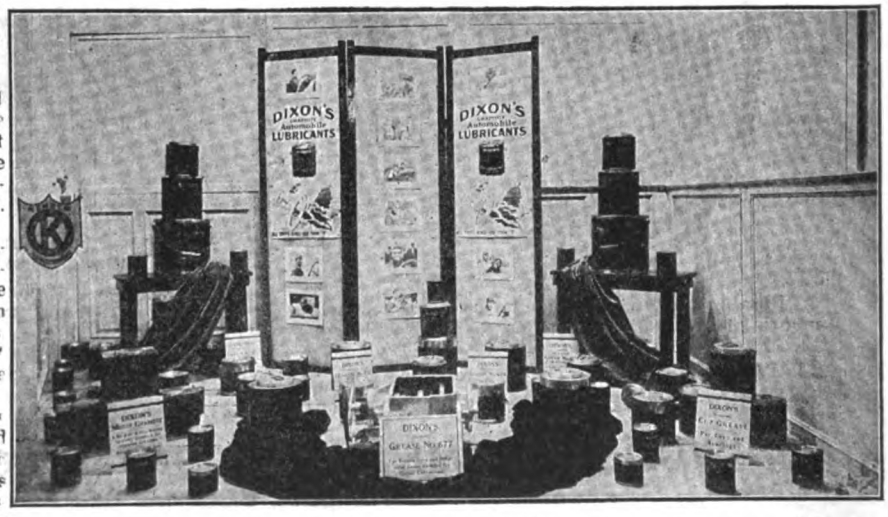
I am Carelessness!

---

A well-filled head leads to a well-filled job.

## BELCHER & LOOMIS HDWE. CO.

**A very attractive display** of Dixon's automobile lubricants was recently staged by the Belcher & Loomis Hardware Co., Providence, R. I. a leading accessory house of old New England. That the exhibit had unusual merit may be inferred by reference to the illustration. The window was dressed by H. C. Crabt.




Considerable skill is required to show a prosaic product like grease without the aid of extra "scenery," such as used by tire companies But this window proves what can be done with simple equipment and a few cans.

The walls of the window were tinted light gray and the floor was covered with mottled light blue paper, thus furnishing depth to the display. The brilliant red cans in which Dixon's lubricants are packed were set off to good advantage by draping rich green plush over the stands and by red plush in the foreground.

Of cource, the aluminum-finished gear case furnished the necessary action and was the center of the exhibit. The color scheme and grouping of the objects were so effective people simply could not pass the window without stopping. Much favorable comment was heard—and what is more important from a business standpoint, many new customers were created for Dixon's lubricants.

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# In the Dead of Winter—

IN the dead of winter you can greatly increase your profits and strengthen the goodwill of your customers by selling "PEERLESS PRODUCTS FOR FORD CARS."

The demand for PEERLESS HONEYCOMB RADIATORS is not seasonal. When other lines of your business become dull and inactive, you can rely on the PEERLESS for strong, steady sales.

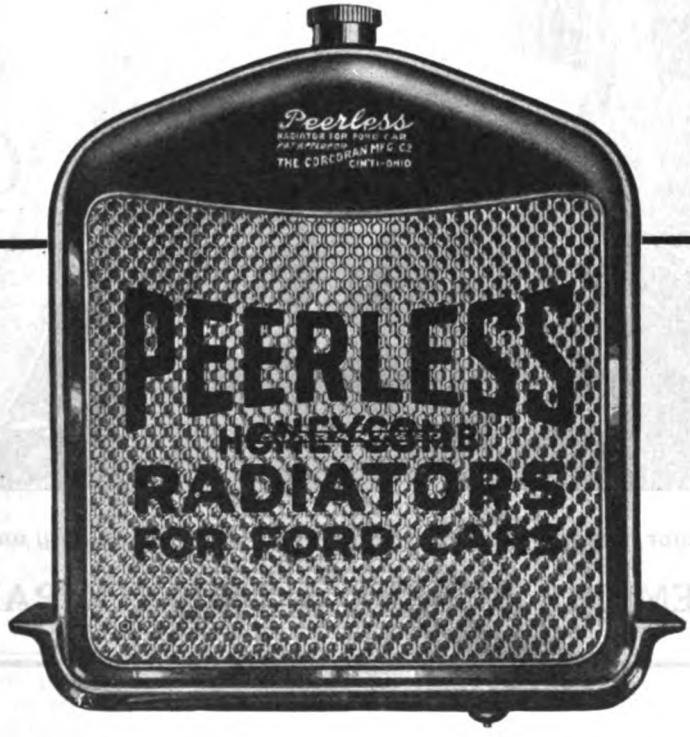
Winter or summer, the reliable Peerless Radiator for Ford cars offers unsurpassed sales opportunities. The ever-increasing replacement of radiators makes ours an unusually good proposition for DEALERS.

**Retail Price, $25.00**

Ask Your Jobber, or Write Direct

**THE CORCORAN MFG. CO.**

Dept. 14, Norwood, Cincinnati




*The Peerless Guaranteed Honeycomb Radiator is designed to meet all requirements for Ford cars. Its unique core construction, which gives it so much cooling surface, also permits of a flexibility that will withstand freezing*


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*A distributor may not have been appointed in your community and we may need each other*

**THE EMPIRE RUBBER & TIRE COMPANY, Trenton, N. J.**

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## HOW YOUR ADVERTISING WILL REACT AGAINST YOU

The test of your advertising is the results it produces; not in the number of persons it brings to your establishment, but in the number of sales it is instrumental in effecting.

The more accurate your advertising, the better your chance of drawing interested customers to your place of business. The less accurately you describe the goods on hand, the poorer your chances are of attracting the customers you require.

Advertising can disappoint about as much by what it fails to say as by direct misrepresentation. And once the customer is misled in this manner confidence in further advertising is seriously undermined.

If the retailer has a special sale on anything in his particular line and sets forth that fact in print in an alluring manner, he will find ready response from people who are in need or at least interested in these very items.

### Don't Pay to Mislead

But if Mrs. Jones reads an advertisement concerning a wonderful sale of clothes wringers, bread mixers, and other things of which she is in need, and puts herself out to arrange her work or social affairs so as to come to the store and make purchases for herself, only to find the assortment offered consists of various things she has no use for and not in direct line with the advertisement, she will be indignant. She will feel that the advertisement has misled and deceived her and caused her to waste time and effort.

It is a far better policy to make each advertisement accurately descriptive of what is offered for sale. By so doing you have a strong chance of winning customers who want those very articles and you run no risk of prejudicing those who will not be interested when they come face to face with these goods.

### An Example in Selling Tires

A case of this kind recently came to notice. A dealer found himself with a lot of odd-sized tires of different qualities on hand. Some were perfects and some were seconds. He decided to get rid of them and earn something of a reputation for himself as a man who would give rock-bottom prices as a matter of principle to his customers. Whether he was striving for a reputation that would do him any good is another matter, which we will not discuss at this time. He prepared a display ad which was extremely indefinite, but which spoke of certain well-known tires as being priced in a most attractive manner.

One man who lived forty miles away happened to see the advertisement, and put himself out greatly, thinking to be able to get six or eight tires at a distinct saving of money. He made the trip in pouring rain, only to find there was not a tire in the lot that he could or would use.

He was highly indignant, and told the dealer what he thought of his advertising methods, and that he would never put any stock in another of that firm's ads.

At the close of the sale only about thirty per cent of the goods had been disposed of, and the advertising had been expensive.

A controversy arose between the dealer and his partner. The partner insisted on running a second sale and in stating in the advertisement exactly what was on hand to be sold. This was done in a painstaking and honest manner and all the goods so offered were sold out before the week was half gone, for the simple reason that people who wanted tires of the sizes and kind specified came to the sale, knowing what they would find.

### Either Increases or Diminishes Your Good Will

Every time a person comes into your place of business and fails to find that the goods you have advertised are what he has been led to expect, you have decreased the good will of the business, and good will is a big asset. Sometimes it is not wise on the part of those with goods to sell to praise them too highly for fear of arousing doubts or suspicions, nor should those goods be damned with faint praise. A sensible middle course is what is demanded. State the facts, and if possible give proof of these facts. Advertising of this kind is convincing, and even if the customer who reads it is not in need of the articles described, he will gain confidence to the extent that when he has needs which you can fill he will come to you as a matter of course. This is the real secret of the tremendous business built up by many of the country's biggest retailers.

The customer who comes to your establishment and finds that the goods are all and more than you claimed for them will prove one of your best advertising mediums.

---

## ECONOMY RUNS

"I went twenty miles on a gallon yesterday."

"That's nothing. I went two months on a quart."

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The E. M. Cope Co. of Redlands, California, has just purchased the stock of the Redlands Hardware & Stove Company.

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The Kline Hardware Company at Turlock, California,, are enlarging their store on South Center St. So great has been the hardware business that the plumbing line is being discontinued so as to make room for a larger hardware stock.

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J. L. Jordan is the new proprietor of the Allen & Dealy Hardware Store at Santa Fe, New Mexico. Although a young man, he has been graciously received by the community, and is making plans to expand the business.

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## NEW SOUTHERN CALIFORNIA JOBBERS CLIFTON AND CROW OF WACO

Texas is not only the largest state in area but at its present rate of growth bids fair to rank among the first in its manufactured products at no distant day.

The cotton producing center in the United States is moving west gradually, and although we have not the statistics at hand, we believe that the center is now in Texas.



A. T. CLIFTON
President of the Clifton Mfg. Co., who is doing his full share to put Texas on the map in a manufacturing way.

At any rate the Clifton Mfg. Co. has taken advantage of the superior advantages of Waco for its production of natural cotton and also for an abundant and sufficient labor available there to locate what is probably the largest factory for canvas goods in the United States.

It was our privilege to meet President A. T. Clifton recently and we cannot refrain from passing on a word to our readers. Accompanying him was Secretary L. M. Crow and here he is also, but by no means an old Crow. He is a typical Texan and the thoroughbred secretary for the Clifton Mfg. Co.

Mr. Cilfton organized the company some twenty years ago, and its growth and development is a tribute to the president and its founders in their activities and foresight. Mr. Clifton's father, W. R. Clifton, a banker and stockman in Texas, is vice president, and has aided in its finances, but has never been active in its management.

Being in the midst of the cotton producing region, naturally the company's factory was ideally equipped to manufacture canvas and fabric goods.

Within the last few years the automobile accessory industries have opened up a new field for their products, and they are now large producers of auto fabric equipment of all kinds, including seat covers, tops, top recovers, tire covers, combination tents, etc.

Its representatives are located in such centers as Chicago, St. Louis, Denver, Phoenix and San Francisco. The factory at Waco employs 250 people during the height of the season. J. C. Austin is general manager of the company.



L. M. CROW
Secretary of the Clifton Mfg. Co., who is making the products and the name known throughout the far West.

Their products have earned a splendid reputation wherever known and they plan to make them more generally known.

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Lowman & Son, Wallula, Wash., have just moved into their new concrete building and have increased their stock considerably to take care of their growing business.

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Murray Hardware Co., Richland, Wash., successor to Fred Bier, report business is good. They recently added tires and auto supplies to their stock.

**VALUED BY SPANISH BUYERS**

We consider the HARDWARE WORLD as a most excellent hardware friend, from which we can obtain a vast amount ot useful information, hence we are instructing our American representative to send you remittance to cover renewal of subscription.

We represent in Spain a number of American manufacturers, and to any hardware manufacturer who desires to introduce his lines in Spain we will be pleased to give all the information and cooperation they may desire.

ALBERTO ESCUBOS & CO.,
Officinas Jose A. Clave, 25 Bajos, Barcelona, Spain

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# FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

**EMPKIE-SHUGART-HILL COMPANY**
**WHOLESALE HARDWARE**
**COUNCIL BLUFFS IOWA**

GET FULL MEASURE OF SPRING
WEAR

The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage *back* of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 1141, Racine, Wis.

NO BOLT—NO HOLE—NO HUMP—NO JOLT

# There are Many Reasons

**FOR THE CONTINUED AND INCREASED GROWTH OF OUR TRADE**

If you are one of our customers you know them.

If you are not one, we want the opportunity of showing you why it will be to your interest to send us your orders.

## NASH HARDWARE CO.

**(WHOLESALE ONLY)**

**SHELF AND HEAVY HARDWARE**

FORT WORTH
WICHITA FALLS

**At Your Service Since 1872**

# Satisfaction Guaranteed

YOU would suppose that a concern which won its reputation on the quality of its products would be content to rest upon its laurels. Not so the makers of

# "HEXALL" Socket Wrenches

**Trademark Reg. U. S. Pat. Off.**

"Keep Faith"—they say, "with the tens of thousands who rely upon the unfailing dependability of **the best socket wrenches in the world.** Make Assurance of Quality Doubly Sure."

Therefore, every "HEXALL" that goes to the shipping room carries this guarantee:—

***"Break Any Sedgley Wrench and We Repair It — No Charge"***

—a policy that Guarantees Satisfaction and makes the sale of a "HEXALL" the quickest and easiest sale you can make. "HEXALL" is **there** in every sense of the word—you know it—and if, for any reason, it doesn't "make good," the guarantee will.

***There are 7 Sets—a "HEXALL" for every need***

Here is the most practical, reliable, **small** revolver on the market —"**BABY.**" It measures but 4 inches overall; weighs only 6 oz., and shoots 6 .22 caliber, short, rimfire cartridges. **DISPLAY IT!**

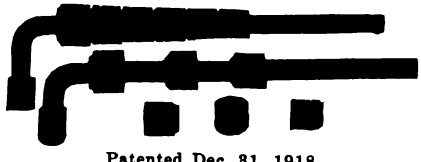
## R. F. SEDGLEY, Inc. *Est. 1897*

**2311-13-15 North 16th St., Phila., Pa.**

**Pacific Coast Representatives: McDonald & Linforth, San Francisco**

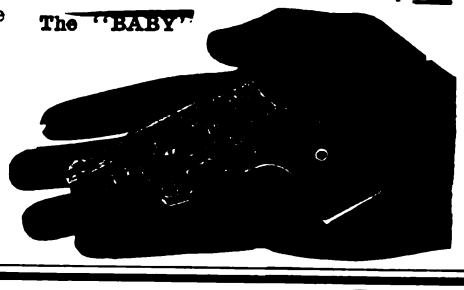



Patented May 1, 1917
"HEXALL" Ratchet Socket Wrench No. 2
11 pieces

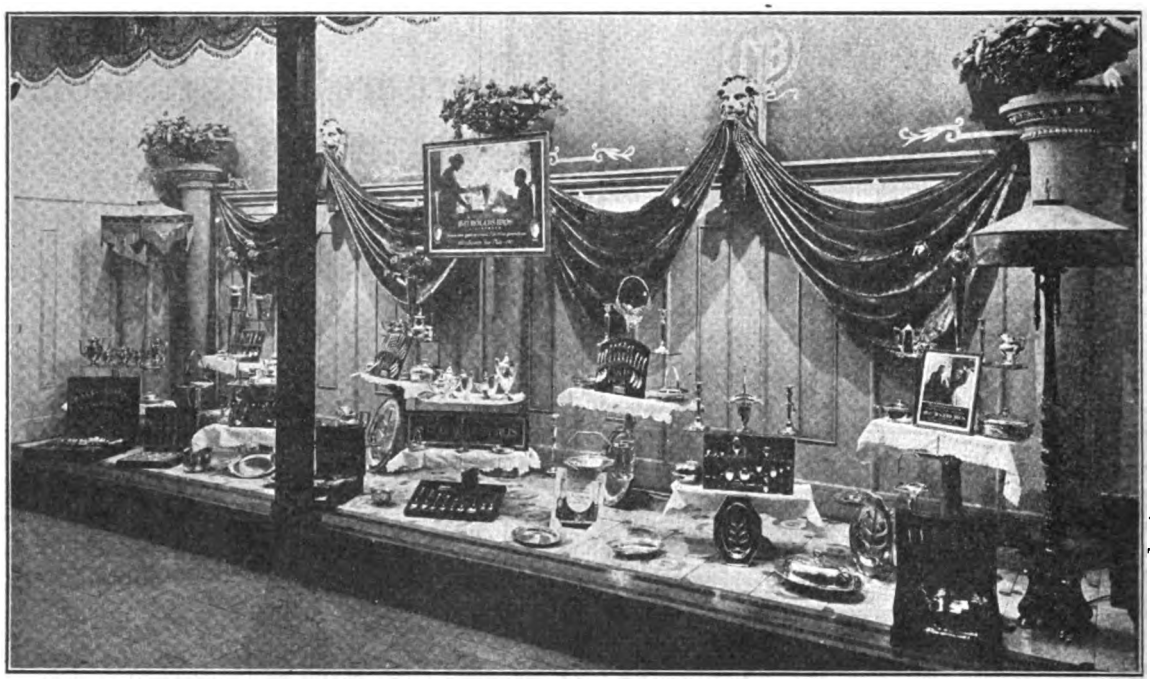


Patented Dec. 31, 1918
**"HEXALL" Socket Wrench No. 5—8 pieces**

The "BABY"




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## MOST EFFECTIVE DISPLAY FOR 1847 ROGERS BROS. SILVER

The attractiveness and possibilities for display of the International Silver Company's 1847 Rogers Bros. Silverware somewhat detracts from the credit due a merchant who makes an attractive display of this line. The Maison Blanche Co. of New Orleans had a most wonderful window display, and it is good enough to bear reproduction. So we are glad to pass it along to our readers, so they, too, may find it suggestive and inspiring.

The window can certainly be used by merchants throughout the country as a model.

The window-trimmer made liberal use of various display helps which the company distributes to the trade, including trade mark signs, reproductions of advertisements, pictures, window cards, display racks, etc. The ware itself, however, is the main feature, and is by no means subordinate to the printed matter which was used merely to set it off.

The makers of 1847 Rogers Bros. ware were pioneers in the field of dealer cooperation in supplying trade and display helps. They believe in working with the retailer.

The International Silver Co. has a very active sales promotion department which works hand-in-hand with its advertising force to be of real service to the retailer.

The Maison Blanche are one of the largest retailers in the South, and are large factors in distributing household goods, hardware, accessories, etc.

## FOUR FRIENDS

For greater gifts I would not pray,
Nor ask the gods to send my way,
If I could have four friends a day.

A friend of better days than this,
Of brighter sun and golden bliss
Before the times had gone amiss.

A friend of worse days, dark and drear,
Who shared the hours of storm and fear,
Before the skies began to clear.

A friend new made who shall afford
Adventures of the unexplored,
A friend with happy future stored.

An old friend who has stood the test,
Has known the worst and known the best,
Alike in both forever blessed.

---

When you trip, try to fall forward and get up nearer your goal.

## TO PARAPHRASE LINCOLN'S FAMOUS LINES

You can sell all of your stock below cost part of the time; you can sell part of your stock below cost all the time; but you can't sell all of your stock below cost all the time!

## HARDWARE MAN A GOOD CONTRIBUTOR

"Did you ever contribute to The Atlantic Monthly?" asked the sweet young girl of a Chicago dealer.

"Not monthly—daily," replied the dealer.

"Daily?" echoed the girl in surprise.

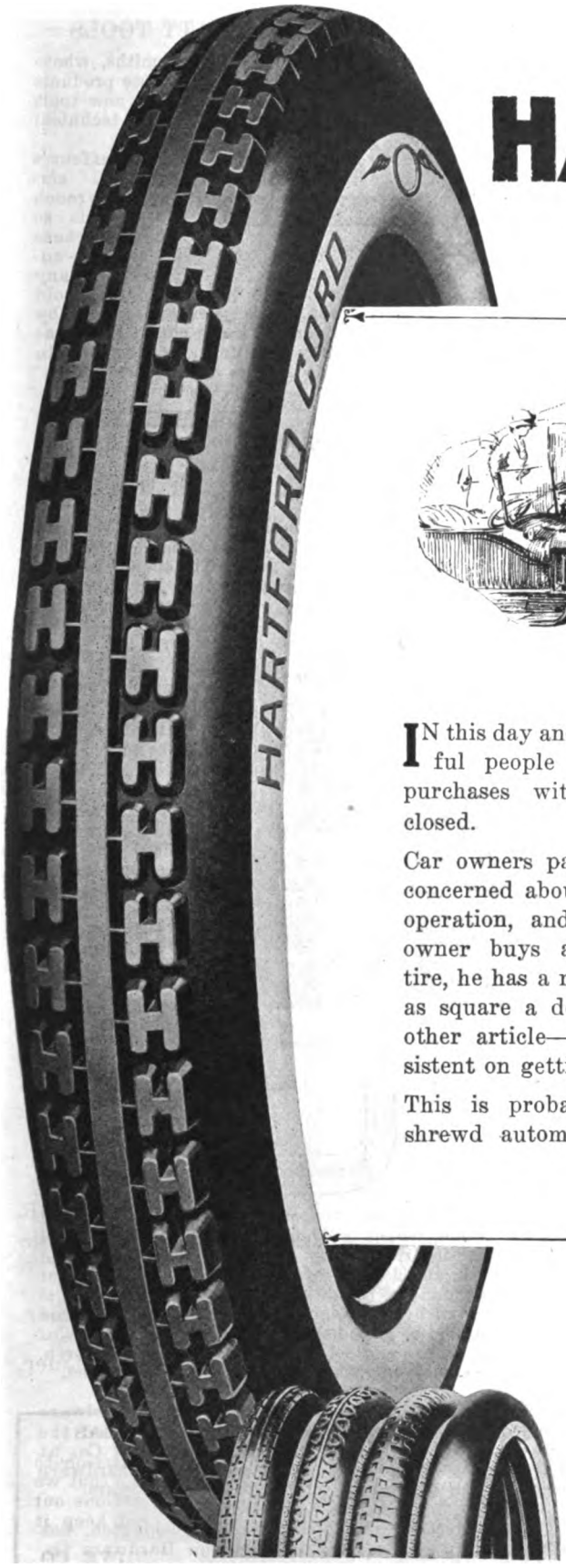
"Yes," said the dealer sadly, "last summer, when I crossed to Europe."

**GET MANY HELPFUL BUSINESS IDEAS**

We are enclosing renewal of our subscription to the HARDWARE WORLD, and want to tell you that we get many ideas and business-getting suggestions out of its pages each month. So be sure and keep it coming, as per our check enclosed.

Montrose, Mo. WELLING BROS. HDWE. CO.

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# HARTFORD TIRES




IN this day and age, thoughtful people seldom make purchases with their eyes closed.

Car owners particularly are concerned about economy in operation, and when a car owner buys an automobile tire, he has a right to expect as square a deal as on any other article—and he is insistent on getting it.

This is probably why the shrewd automobile accessories dealer is going to greater extremes in behalf of reliable tires every year.

Giving the public the benefit of long years of Hartford Tire building experience is one way of dealing in service and satisfaction—that satisfaction that comes from the **unswerving** policy that every HARTFORD TIRE, no matter what the size, must be as **good as can be built.**

HARTFORD TIRES

**Hartford Rubber Works Company**
**1790 Broadway**
**New York**

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## GOOD ADVICE FROM ARKANSAS

Our readers no doubt have heard and read with interest of the "Arkansas Traveler," but here is the "Arkansas Fisherman," not one, but a goodly group. This picture was taken on the John S. Williamson plantation on the banks of Maddox Bay in eastern Arkansas, the greatest bass and perch fishing section in the country.

We are indebted to our good friend Hamp Williams for the group. Hamp Williams is in the center of the group; here is his account of the fishing in that region, with a good word of advice to the merchants that do not know the pleasures and profit of the recreation of the rod and reel.

"To catch these fish, you must use energy, alertness and great care. Even after they have been caught, it requires good judgment to land them, but this is the kind of sport and recreation business men need. You do not catch any of these fish with set hooks. They are very much like many people. It takes an attractive bait, well displayed and moving to catch their eyes.

"The first day we caught seventy-five pounds of bass and perch, no bass weighing more than three pounds. The last day we caught more than 150 pounds, the largest weighing five pounds. The longer we fished, the more successful we were—just the same as men grow in business.

"Every day each man learns more and more how to fish and how to land them. A good merchant makes a good fisherman for game fish. We have too many merchants, however, fishing with set lines. Get a rod, a reel and a few flies and hike away to some good fishing place and give your clerks and family a rest and yourself and look into another world."

---

Some officials seem to have the sleeping sickness when it comes to giving the public information as to the real cost of the war—including the waste and graft.

## FOUR NEW GOODELL-PRATT TOOLS

Goodell-Pratt Co., the Greenfield toolsmiths, whose boast used to be "1500 good tools," but whose products now far exceed that number, announce four new tools especially designed for the automotive and technical workman.



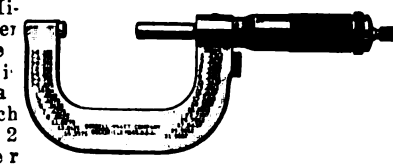
**Chauffeur's** Universal six-inch Wrench No. 595 is so named because it is self-adjusting for any size square or hexagon nut up to ⅝ inch, and will hold round pipe up to ½ inch. The jaws are opened by pressing the trigger and automatically closed by means of a spring. It will firmly grip any size piece within its capacity. The announced price is $2.00.



**Offset Socket** Wrench No. 482 can be used many places that no ordinary wrench will reach. It will be found particularly useful on several places in a Ford car. The handle is polished steel, knurled to give a good grip. The socket is very strong and is broached to exact ⅝ inch hexagon size. The length over all is 10½ inches, net weight, 11 ounces. Price, each, 90c.




**Gimlet Bit** Set No. 577 consists of twelve bits, 1-32 to 12-32 inch, put up in a handy round wooden box, where they are always readily available when desired. This will be found a most convenient outfit upon any woodworker's workbench. Each one of these bits is hand-forged from crucible steel, carefully hardened, oil tempered, and sharpened by hand. Weight, 1½ lbs. Price per set, complete, $2.80.



Two-inch Micrometer Caliper with Ratchet Stop, No. 20R, is graduated to read by 1-1000 inch from 1 inch to 2 inches, either lengths or diameters. Decimal equivalents are etched on the frame, which is drop-forged from a solid steel bar. An eccentric locking device is provided to hold the screw in any desired position. It also has a ratchet mechanism on the thimble in a position where it is easily reached by the fingers of the operator. The end of the thimble is provided with a speeder by means of which the screw can be rapidly run back and forth. Every necessary compensation for wear is provided.

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W. W. Howell, formerly of the Valley Hardware Company, of Yakima, Washington, has purchased the interest of M. Lentz in the Lentz Hardware Co. at Yakima. Mr. Howell has been a leader in the hardware trade of the Northwest for the last twelve years.

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R. A. Byrkett of White Salmon, Washington, has sold his interest in the White Salmon Hardware Co. and will engage in the implement and powder business.

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K-9 Adjustable Wrench

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

## A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

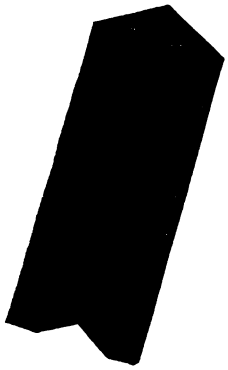
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

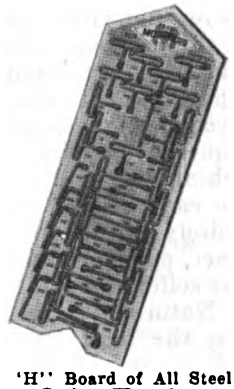
The Mossberg reputation for strength and service helps you to make your sales — it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE,
President and General Manager
FRANK T. CHASE,
Treasurer and Sales Manager
EVERETT L. FORD,
Secretary and Superintendent.



"600" Board, Assortment of Ford Necessities



"H" Board of All Steel Socket Wrenches



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## WHEN YOU'VE GOT A GOOD DEAL ON DON'T GIVE THE OTHER FELLOW ANY CHANCE TO SLIP OUT

(Copyright by Elton J. Buckley)

The following inquiry, and the discussion of it, should serve to impress upon business men that when they have a contract that they want to hold, such as a particularly good order, they should be extra careful to comply with every part of it themselves, lest they give the other party a chance to slip out. It applies in any line—hardware or anything you buy. Everybody doesn't do that; I have seen many beautiful deals lost that way:

Cincinnati, Ohia.

Please give your opinion on this. About a year ago we gave an order for ———— to a New York house, which was glad to get it because it looked then as if the market might be going to ease off. The order would have taken about nine months to complete, and we gambled a little on it and as it turned out, gambled right. The market has advanced and shows us a clear profit of $1,200 on our order, when all delivered.

The contract contains a provision for so much delivered each month, payment to be made by the 10th of every month for all shipped the preceding month.

Some of these goods were shipped to us in September, 1919, October, 1919, and on up to last February, and we paid by the 10th of the following month. On the March shipment, however, we did not keep to the contract, because we were short of funds at that time and our relations with these people had been so pleasant that we thought they would grant us a little leeway. So on the 10th of April instead of sending the customary check, we sent a little note stating that we were pressed and would take it as a favor if they would allow us an extra fifteen days. Not hearing from them we believed it all right, and thought no more about it until in about five days we received word that the contract was cancelled because we did not make payment as was set forth in the contract. The biggest part of the contract is still to come forward and if they can do this we stand to lose several hundred dollars. Please advise, suppressing name. R———— & Bro. Co.

Now that is the sort of case I mean. Here was this correspondent with a deal on that would have netted him over a thousand dollars, yet he is so careless that he violates his own contract and gives the other fellow the chance to squeeze out, which he had doubtless been watching for.

In cases where an order for goods provides definitely and clearly for payment in a certain manner, payment must be made in that manner, or the seller can call the balance of the contract off. Naturally he would never want to do this unless the buyer was getting the best of it, which is, of course, the very sort of contract which the buyer should protect.

This rule of law, which is very well settled, applies to all cases where one man sells another a certain quantity of merchandise, for a certain lump sum, shipment to be made from month to month. It does not apply to what are known as severable contracts, that is, contracts or orders which are really a number of orders in one.

For instance, A takes an order from B for 100 cases of canned tomatoes to be shipped during January at $2 a case; 100 cases of canned corn to be shipped during February at $1.50 per case; 100 cases of canned peas to be shipped during March at $1.75 per case. While the whole deal is for 300 cases, there are really three separate and distinct orders of 100 cases each. Therefore, if the buyer fails to pay for the first 100 cases, there is not sufficient reason to cancel the contract for the second and third; the seller must go forward and deliver them because they are practically separate transactions. But if the original order had been for 300 cases of tomatoes, one-third to be shipped each month, and paid for, failure to pay for the first third would then have been sufficient cause to cancel as to the rest.

Sometimes these contracts can be saved. I remember a case in which there was a sale of hardware to be shipped so much a month for four months, payment to be made by the 10th of each month (if I remember correctly) for everything shipped and received during the preceding month. The buyer paid for the first month's installment, in accordance with the contract, but asked for more time on the second. There was some correspondence about it, without any definite decision either way, until one day the market on this product suddenly advanced. The seller then declared the contract cancelled because the buyer had not paid his bill as the contract provided. The buyer took the matter into court, and won—the cancellation was upset. The court ruled that there was some reason to believe that the seller hadn't cancelled because payment had not been made on time, but because the market had advanced, and it sent that question to a jury to decide. The jury said the cancellation was only hinged on the non-payment, its real reason was the advance, and they decided the case in the buyer's favor. In such cases cancellation must be in good faith based on the failure to pay.

If I had a deal on for merchandise which was worth more than when I bought it, which would of course mean that the seller would be delighted to find a way out of it, I should carefully read and re-read the contract or order blank, in order that I might become letter perfect in all that I had to do under it. Then I should sit up nights, if necessary, to do it in exact accordance with the agreement.

**NO WONDER "READ FROM COVER TO COVER"**

We are enclosing renewal of our subscription to the HARDWARE WORLD for three years, and we want to tell you that the HARDWARE WORLD is the one publication we always make a point of reading just as soon as we receive it. There is a personality about it that we greatly enjoy, and the business-getting ideas and suggestions that we receive from its pages are worth a great deal to us. No wonder it is taken home at night and read from cover to cover, for it is valuable to every merchant and salesman, as well as to every manufacturer.

Cotton Plant, Ark. W. E. LEE.

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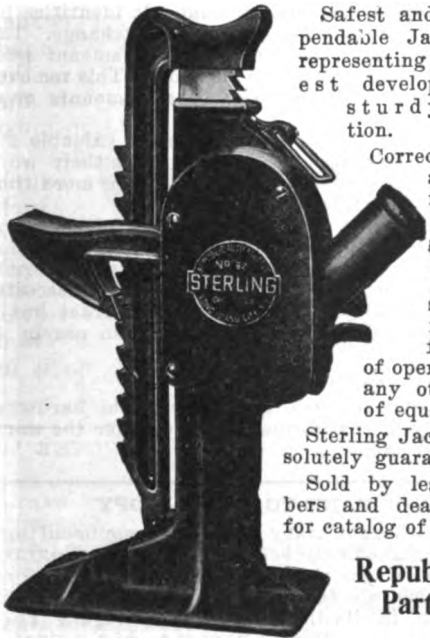
# LOCKWOOD Open-With-Door Side Curtains



These curtains actually open with the door just like a Sedan or Coupe. Exclude wintry drafts and make driving in cold weather warm and comfortable.

LOCKWOOD MFG. CO.
NEW YORK KANSAS CITY - BUFFALO CHICAGO

# Sterling Jacks Never Fail




Safest and most dependable Jacks made, representing the highest development of sturdy construction.

Correct design and workmanship insure greatest capacity durability, safety and more perfect ease of operation than any other Jacks of equal size.

Sterling Jacks are absolutely guaranteed.

Sold by leading jobbers and dealers. Ask for catalog of 14 sizes.

Republic Auto Parts Co.

81 Tenth Street Long Island City, New York

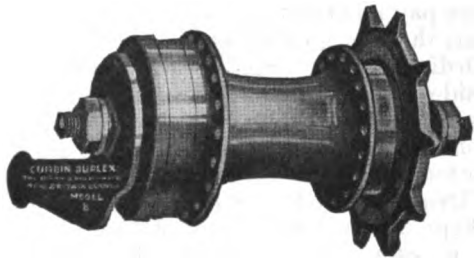
A SIZE FOR EVERY CAR

# *Fred St. Onge Again!*

We are pleased to announce the glad tidings that Fred St. Onge has renewed his contract with us for another year.

As heretofore, he will continue to demonstrate the utility of the bicycle and the

# CORBIN DUPLEX COASTER BRAKE



Nothing in the last twenty years has done more to stimulate interest in bicycling and promote the sales of bicycles than has the splendid work of St. Onge.

Backed by this able work and its reputation of twenty years' universal service-satisfaction, plus an aggressive national publicity campaign, can you do better than get aboard and

*"Specify Corbin Equipment"*

**CORBIN SCREW CORPORATION**
American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers of Corbin Duplex and Two-Speed Coaster Brakes, Corbin-Brown Automobile, Motor Truck, and Motorcycle Speedometers, Corbin-Brown Tachometers, and Corbin Automatic Screw Machine Products

*Ride a Bicycle*



Contributor to National Publicity Campaign


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## TIRES AND MEN SHOW SAME SIGNS OF AGE

When numerous small slits and cracks appear in a tire, it is a sign of the approach of old age. A strange thing about auto casings in this respect is their similarity to men and women. While they don't get grey haired, they do become wrinkled and cracked, often chalky white in appearance.

The fabric in an old tire gradually becomes brittle and hard, so that it breaks easily. Like the bones of old people, it is difficult to knit. The tire surgeon's work increases in difficulty with the age of the casing.

Like individuals, those whose strength is conserved do not so readily show their age. The best way to preserve their usefulness is to take care of them.

To hide the effects of age and wear, motorists frequently "doll them up," painting the side walls and washing with cleaning solutions. Others pay no attention to their appearance and permit them to go shabby.

Ordinarily the small cracks appearing on the side walls do little harm, unless they penetrate through the rubber covering to the fabric underneath. It is well worth the motorist's attention to have his casings regularly inspected.

Tires age fastest when lying around. They are kept in best condition in actual service. If it is necessary to store them, they will retain their life longest in an even and moderate temperature and light.

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## IT'S ALL IN THE STATE OF MIND

"If you think you are beaten, you are;
  If you think that you dare not, you don't;
If you think you would like to win, but can't;
  It's almost a cinch you won't.

"If you think you'll lose, you've lost;
  For out in the world you find
Success begins with a fellow's will,
  It's all in the state of mind.

"Full many a race is lost
  Ere even a step is run
And many a coward fails
  Ere even his work's begun.

"Think big, and your deeds will grow,
  Think small and you'll fall behind,
Think that you can and you will,
  It's all in the state of mind.

"If you think you're outclassed, you are;
  You've got to think high to rise;
You've got to be sure of yourself before
  You can ever win a prize.

"Life's battles don't always go
  To the stronger or faster man,
But soon or late the man who wins
  Is the fellow who thinks he can."

## CASH REGISTER WRITES SALES SLIP

A cash register which prints an itemized and totaled receipt has been placed on the market. For years merchants have needed such a machine. The new register stops mistakes in adding the items of a sale. It also saves the time of clerk and customer, and gives the merchant protection and information about his business.

The old way of adding up the items of a sale by hand, brain and pencil has long been a stumbling block to efficiency in retail stores. With this method, when several articles are purchased, it is necessary for the customer to wait while the clerk adds the items and makes the change. The time required for this work when multiplied by the number of transactions every day, amounts to many hours. It greatly adds to the expense of operating the store.

Then, too, clerks are only human and mistakes will happen. Errors mean losses. If an overcharge is made because of wrong addition, the merchant may lose a customer. If an undercharge is made, the merchant loses the profit on the sale.

### New Machine Saves Time and Work

With the new machine, each item is registered separately. By turning an operating handle, a receipt is printed and issued by the register. This receipt shows the printed amount of each item sold and the total amount of the sale, which has been added by machinery.

The total of each transaction is also printed on a paper roll inside the machine. There are other features that are found in all high grade cash registers. These include adding counters to show the total amount of scales, and the number of customers waited on. The amount of every item sold is shown between glass at the top of the machine.

This register provides quick and accurate service for customers. The items are added and recorded at one operation. In many stores the use of a written check is eliminated by the itemized receipt. The figures are indelibly printed and cannot be changed. Customers have confidence in machine-made records and additions.

### The Receipt Prevents Disputes

The receipt prevents disputes regarding overcharge for any item or for the total amount. It identifies by price any item that may be returned for exchange. The receipt makes public the record of the amount paid for every article bought by the customer. This removes temptation from employes, because all amounts must be correctly registered.

Clerks are finding the new machine a valuable aid in increasing their efficiency. It makes their work easier, lessens responsibility and gives them more time for selling and progress.

The perfection of this register has solved many difficult problems for merchants. It saves time and work and stops mistakes in adding. It gives information and protection that are necessary for the successful operation of a store. Although on the market but a few months, already the new machine is in use in 44 lines of business.

---

Otto B. Lee is now sole proprietor of the hardware business at Blythe, California, hitherto under the name of Lee & Kunzman.

**DON'T WANT TO MISS A COPY**

We have thought many times of complimenting you on your exceedingly helpful HARDWARE WORLD. We don't know how you get out such a publication as you do. We are enclosing our renewal for three years, which in itself tells how we regard the HARDWARE WORLD. We don't want to miss a single copy.

HARRINGTON BROS. HDWE. CO.
Pawnee City Neb.

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# For the Christmas Trade

## KAMP KOOK KIT



Four-Party Suit Case Outfit

Get your stock early and be prepared for the holiday rush.

Hundreds of people are preparing to motor to Florida or California for the winter. They'll need Auto-Kamp-Kook-Kits—particularly the Four Party Suit Case Outfit. This includes complete equipment which is packed together with a two-burner Kit in a large suitcase. It's just the thing for these long trips.

Auto-Kamp-Kook-Kits are being advertised in the leading outdoor publications. The demand has been created—you will have many calls for them. Stock up now and be prepared.

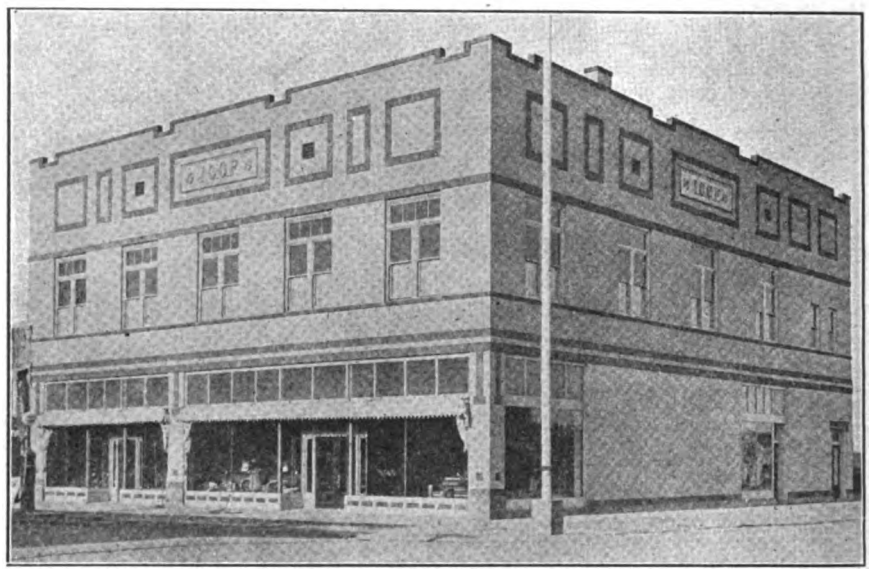
**Prentiss-Wabers Stove Co.**
**18 Spring Street**
**Wisconsin Rapids, Wisconsin**

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## TYPICAL OF PROGRESS IN THE INLAND EMPIRE

In 1900 H. S. Fender moved to Prescott, Wash., and purchased a small stock of hardware, harness and drugs, the entire stock amounting to about $1500, with a floor space of 1500 square feet.

In contrast and showing the record of progress in the twenty years we are publishing herewith a photograph of the exterior and interior of the store of H. S. Fender & Son at Prescott, Washington. The business is housed in the Odd Fellows building, a modern brick structure 68x80 feet. Our readers will agree that such a plant as that of H. S. Fender & Son is thoroughly typical of the progressive western merchant and does credit to the trade and to the community.



One glance at the exterior suggests order, permanence and leadership in the community. When a merchant houses his stock in a solid, modern building that stands out among its surroundings as does the store of H. S. Fender & Son, that institution commands the respect and confidence of his community.

On entering, the visitor's first impression is borne out in every respect. In accordance with the opportunities and obligations which Prescott places on her merchants, the stock of H. S. Fender & Co. is of a general nature and includes a full supply of household goods. These are not stowed away in a rear shed, or a dark balcony, but are arranged on the main floor, so that the householder will be attracted as he enters. Thus a want is created and supplied at the same time. He who enters to buy a screw-driver leaves behind him an order for a rocking chair or a phonograph.

There are few merchants whose stock includes more items and a more general assortment than that of H. S. Fender & Son, yet the store does not have the crowded appearance. This is because everything is in order, because the reserve stock is kept off the floor and the shelves, and because every member of the organization is working to make the store attractive.

Much credit for the development and progress of the business is due to Mr. Fender's son, C. M. Fender, or "Monte" as he is known. He has been manager since 1909, and in 1918 was made a member of the firm. He is known throughout the Inland Empire as one of the shrewdest, well posted men in the hardware business, and his own hard work and earnestness has been an inspiration to other members of the organization.

One of Mr. Fender's right hand men is W. W. Winkle, an alert, bright, enthusiastic young man who takes as much pride in the business and in the hardware trade as though the business were his own. Mr. Winkle represented H. S. Fender & Son at the last convention of the Pacific Northwest Hardware & Implement Association, and it is through his cooperation that we publish the views this month. All in all, the spirit of H. S. Fender & Son and the advances they have made in the trade should be an inspiration to any merchant.



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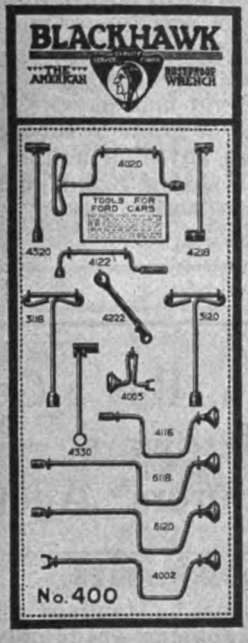
# BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF

A-1

# WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Safe guarded against rusting by a patented rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

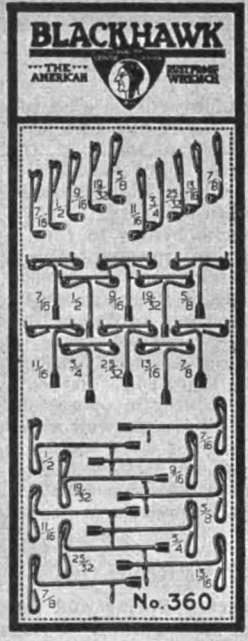
Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

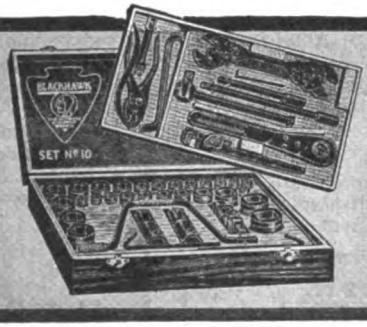
Represented by
**C. N. & F. W. JONAS**

OFFICES AT
Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle
524 Forsythe Bldg.....Atlanta













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## INTRODUCING R. J. ROCHE

Our readers will be glad to meet through our pages before they meet him in actual flesh, R. J. Roche, the newest member of the A. C. Riddell organization, whose headquarters will be at Los Angeles and whose territory will include southern California, Arizona and the mountain territory.

Mr. Roche brings to this rapidly growing firm of manufacturers' representatives his intimate knowledge of the electrical sales, which will be invaluable in developing the electrical account of the company, as well as handling their hardware lines.

For the last fifteen years, since his graduation from college as an electrical engineer, Mr. Roche has been storing up knowledge and experience, both as a construction engineer in operations and a theoretical man in electrical lines, as well as a merchandiser and salesman, not only of electrical equipment, but of electrical installations and service.

He has lately been with the Economy Fuse & Mfg. Co., at San Francisco, in the sales department.

## HARVEY SPRING CO.'S CHICAGO BRANCH

The Harvey Spring and Forging Co., Racine, Wis., makers of the Harvey Boltless Auto Spring, have opened a Chicago branch at 3020 South Michigan Boulevard.

T. H. Van Horn, sales manager of the Harvey Spring and Forging Co. says the new Chicago office is in no sense a service station, and will not compete with dealers. It is a factory branch, made necessary by the greatly increased demand for Harvey Boltless Springs.

A corps of representatives sufficient to give adequate service to the trade has been transferred to Chicago from the home office at Racine.

---

John Smith Co., Walla Walla, Wash., have their new building almost completed and will move into it very soon, giving them more room and a display floor that should be a big asset in their implement business.

**WOULDN'T BE WITHOUT IT.**

**Be sure and continue my subscription to that splendid paper, the "Hardware World." I wouldn't be without it.**

**A. H. GRISWOLD.**

## NEW APCO PRODUCTS

Two new Apco products, a Transmission Tool and a Gasoline Reserve Valve, are the newest items added to the automobile accessory line of the Apco Mfg. Co., Providnce, R. I.

The Transmission Tool consists of a clamp which holds the transmission band together in perfect alignment and also a drop forged wrench, milled to the exact size of the adjustment. It is attached to the clamp chain and cannot be lost in the transmission case. List price, $1.00.

The Gasoline Reserve Valve holds one gallon of gasoline in reserve and can be put to use by throwing valve spring over a quarter of a turn. When this reserve gas is used the tank cannot be filled until the valve is reset, which is done by turning the valve spring back to its original position.

The Gasoline Reserve is listed at $1.50.

## WHERE THE SHOE FIT

"No," said the old man, sternly, "I will not do it. Never have I sold anything by false representations, and I will not begin now."

For a moment he was silent, and the clerk could see that the better nature of his employer was fighting strongly for the right.

"No," said the old man again, "I will not do it. It is an inferior grade of shoe, and I will never pass it off as anything better. Mark it "A Shoe Fit for a Queen," and put it in the window. A queen doesn't have to do much walking."

---

Do, but don't overdo.

**I Want to Buy a Good Hardware Manufacturers' Agency**

**REQUIREMENTS:**

Accounts must be standard and sell to the **Jobbing Trade only.** Can handle territory from Denver west—or any part of it. If you want to sell out, write me at once.

***Also would like to hear from factory agencies who have assigned to them but do not cover either San Francisco or Los Angeles, or both. I have offices in both cities with salesmen continually covering the hardware and accessory jobbing trade. On a standard line I could offer sub-representation for Northern or Southern California that would be mutually profitable.***

ADDRESS

**HARDWARE WORLD**

NEAREST OFFICE

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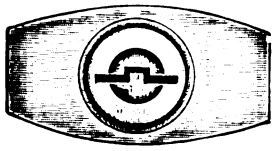
## King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need









Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

**THE KING LOCK CO., CHICAGO, ILL.**

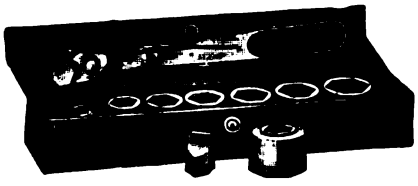
SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

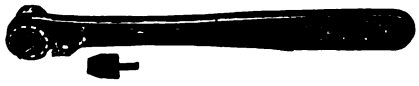
## WALDEN WORCESTER WRENCHES

# FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

**WALDEN - WORCESTER**
INCORPORATED
WORCESTER, MASS.





# LANE'S Ratchet Socket Wrench Sets and *"SUPER-UNIQUE"*

UNIQUE

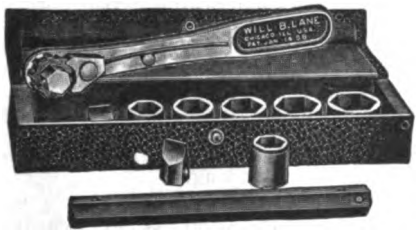
(Trade Marks Registered)

**DEALERS: NOTE THESE SELLING POINTS:**

Round Sockets, Turned from Solid Steel Bar
Broached Hexagon Openings. Guaranteed Against Wear and Spreading

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by
**Will B. Lane Unique Tool Co.**
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

W. H. WILBURN,
Western Representative
602 Williams Building,
Mission and Third Sts.,
San Francisco, Cal.





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## THE BOYLE MANUFACTURING COMPANY OPEN OFFICE AND SALESROOM IN SAN FRANCISCO

The Boyle Manufacturing Company of Los Angeles, Willis J. Boyle, Sr., founder and president, announces the opening at 21 Sutter Street of general offices and salesrooms, where they will occupy the entire third floor, under the charge of Thomas M. Gardiner. A full and complete line of Boyco products will be on display at all times for the benefit of the jobbing trade and their customers.

Boyco products, being leaders in their line, are sold by practically every hardware, auto accessories, sporting goods and other jobbers of the United States, and need no word of praise as to their quality and construction. The opening of their new offices no doubt will be welcomed by the buyers of the West.

In addition to the display of their Canteen, Luggage Carrier and Service Unit line, will be carried a full line of oil companies' gasoline station and garage equipment; riveted and welded high pressure air tanks; steel oil, lime and cement shipping barrels; garbage cans and other nationally known Boyco products.

From the many inquiries coming in to their office, jobbers and buyers of the far East and southern states, as well as Canada, are looking forward with interest to making their purchases for their 1921 needs in Chicago, where Boyco products will be on display at the Automotive Show, to be held at the Coliseum, in Chicago, from November 15 to 20, which will also be visited by most of the prominent buyers of the West, who no doubt will enter many contracts with this progressive institution.



## DIPPERS, CUPS, FUNNELS IN IRON LINE





The Rochester Can Co., of Rochester, announces they have just added to the Iron Horse Line a new assortment of non-rust dippers, cups and funnels. The dippers are made with long and short handles, and run in sizes from No. 700, with one pint capacity, to No. 703, with three quart capacity. The cup is an exceptionally heavy one, made from heavy galvanized sheets, with wire reinforcements at the top, the bottom double seamed on.

The funnels are made from heavy galvanized metal, carefully seamed and hand-soldered, and range in capacity from one pint to four quarts. These items of course are in addition to the complete line long known to the trade. One of the features of the Iron Horse Metalware is the complete line of garbage system for the home. The indoor sink garbage pail and outdoor underground garbage pail.

W. H. Dunlap, formerly of the Holley-Mason Company, has taken the retail agency in Spokane and Hillyard Counties, Washington, for the Monitor Stove Company, of Cincinnati, Ohio. The Holley-Mason Company are jobbers of Caloric furnaces in eastern Washington and northern Idaho.

## NEW SOUTHERN CALIFORNIA JOBBERS

The American Ave. Hardware Company at Long Beach have entered the jobbing business in southern California territory, specializing in builders' hardware and tools. John F. Haasis, president, has been with the business since 1917.

They plan to discontinue the retail business and confine themselves altogether to the wholsale business. Seeley B. Mowe and E. C. Hutchinson, formerly with the Union Hardware & Metal Company, have been added to their force.

Mr. Hutchinson was sales manager for the Union Hardware & Metal Co. the past year, and will fill the same position with the American Ave. Hardware Co.

Seeley B. Mowe, secretary of the American Hardware Co., will continue his former position as buyer.

Other officers of the company are: Theo. L. Haasis, vice president, and Roy W. Orris, treasurer.

## ARE YOU OBSERVING GENCO WEEK?

Just to remind the trade that the week of November 8th to the 13th, is Genco week, dedicated to the Geneva Cutlery Corporation in featuring the Genco Razors.

The prizes will be $1000.00 in cash, which will be distributed for the forty-six most attractive window displays during the week. Aside from the cash prizes merchants who participate will find an increasing trade in all lines.

## MAKING DOMES OF SILENCE ELOQUENT

The display of merchandise is always a problem to the merchant. This is particularly true of what may be called incidental articles. Small in themselves, such items do not always readily lend themselves to display, with the result that they are pushed aside for more showy lines. This is many times a mistake, for such lines often carry a very good margin of profit for the retail merchant.

The distributors of Domes of Silence realized this difficulty and have recently made up a display which is now being used by a number of New York stores, in our judgment one of the best of its kind that we have seen.

It is simple in construction, packed in a felt lined case, so that it can be shipped from point to point and is readily erected by the display man or clerk. The background of the display is a three fold screen with a lighting fixture back of it to assure attraction value. The two sides of the screen show what Domes applied to furniture will do for the housewife.

The center background is decorative, with a center panel of an everyday family scene. The whole is executed in oils and the size of this screen opened is 6 feet 5½ inches, and the height is 4 feet 8½ inches.

## DIXON'S PASTE BELT DRESSING AND LEATHER PRESERVATIVE

Dixon's Traction Belt Dressing preserves the leather and restores the lost efficiency and clinging power of neglected belts. It likewise gives new belts elasticity and flexibility, so that only a heavy over-load can cause them to slip.

Dixon's Traction Belt Dressing imparts clinging power, not stickiness; does not readily gather dust, and thoroughly waterproofs the leather.

In paste form, to be applied warm in small quantities. One pound of dressing should put 80 square feet of leather belting in proper order.

It is also an excellent dressing for manila transmission cables (except those having a metal core). It penetrates into the cable, waterproofs the fibres, keeps them flexible and prevents rotting.

The Ballinger Hardware Company of Boardman, Oregon, has moved into new quarters, and report the outlook for the year particularly promising.

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# DISPLAY THEM




## You Sell Them

**Reichert Emergency Tire Chain**

**No. 220**

Esily and quickly adjusted when you are in trouble. So simply constructed a child can install them. Place the malleable clamp on the spoke, then slip the chain over the tire and hook the snap in the loop—that's all. No jacks or tools are required.

A set of four chains, packed in a bag, is suffifient to pull you out of the mud, sand or snow. No car complete without this accessory. It is cheap safety insurance.

Write for full information and trade prices.

*Write us for name of your nearest distributor*

**IMPERIAL BIT & SNAP CO.**
RACINE, WIS.

# KNICKERBOCKER FISHING TACKLE KIT

**CARRIES A COMPLETE TACKLE OUTFIT**

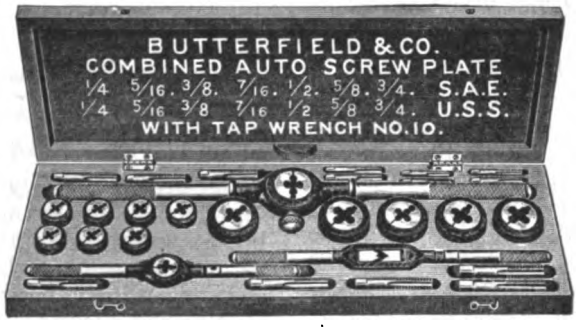


**KNICKERBOCKER CASE CO.**
Clinton St. at Milwaukee Ave., CHICAGO, ILL.

# "BUTTERFIELD" "Combination" Screw Plates

**Are An Absolute Necessity in Everv Garage**

U. S. STANDARD
1/4x20 5/16x18
3/8x16 7/16x14
1/2x13 5/8x11
3/4x10




S. A. E. STANDARD
1/4x28 5/16x24
3/8x24 7/16x20
1/2x20 5/8x18
3/4x16

In one case you have all of the regular United States Standard pitches together with the S. A. E. or Automobile Standard, making it possible to handle any kind of a job that may be brought in; you can do it; it will not be necessary to carry the work to your competitor.

**BUTTERFIELD & CO. Division**
Union Twist Drill Company
DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street
PACIFIC COAST REPRESENTATIVE
V. S. Walsh, 560 Mission St., San Francisco, Cal.


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## DO YOU KNOW ABOUT TIRE CONSTRUCTION?

Why does the motorist never oil his tires? Road wear, chafing and constant flexing would seem to demand oiling. Automobile bearings and all working parts of a car are oiled against friction. Why no oil for a tire?

The fabric carcass of the tire is much like the human body. For one thing it is self-lubricating during its life. The breaker strip is its back bone. Plies of fabric are the ribs, and the rubber between them, like muscles, hold all parts together. The fabric carcass gives strength and shape. Friction gum is the lubricant.

Like the human body the tire may look good on the outside, but be "shot" inside. Its greatest enemy is under-inflation. Abusive treatment causes so much bending, flexing and chafing, that the carcass, in spite of its enormous strength, is unable eventually to bear up and is broken and torn.

In the fabric tire, the carcass is constructed of inter-woven strands of cotton. Fabric is built up layer upon layer, each thoroughly impregnated with rubber. The number of these plies, each of which is cushioned, depends upon the size of the casing. The earliest successful tire was a fabric.

The cord carcass is constructed of layers of cords which run parallel in each ply and are not inter-woven. The number of plies, each of which is run at right angles to the other, varies with the size of the tire. So strong are the carcasses that they are able to stand blows that mount well up into the tons.

When the motorist takes care of his tire, he is keeping the carcass to perform its duties properly. The tread will give him maximum wear; the side walls will protect from the elements; the beads anchor the carcass to the rim; and the breaker strip will break the force of the blows.

## McGINNES GOES WITH INDIA CO.

J. E. McGinnes, widely known in the tire field, has been placed in charge of sales promotion work for the India Tire & Rubber Co., of Akron. He brings to his new position extensive experience not only in the development of tire distribution but also in the executive department of sales work. He was formerly branch manager for The Firestone Tire & Rubber Co. in Milwaukee. He also established a wide acquaintance in the trade as manager of tire sales for The General Tire & Rubber Co., of Akron, Ohio.

## SHOWING THEM WHAT WAS WHAT

New Curate: "What did you think of the sermon on Sunday, Mrs. Jones."

Parishioner: "Very good indeed, sir. So instructive. We really didn't know what sin was till you came here."



## R. W. EASTLICK ABSORBS ORDERS FOR ABSORENE

One of the livest representatives of eastern manufacturers who have become identified with the West is Ross W. Eastlick, of the Absorene Mfg. Co., St. Louis, Mr. Eastlick has vision enough to realize that he has a chance in more ways than one in "cleaning up" the West, in his own interest and that of his company, and he is going about it in the right way.

It has been only recently that his work took him West with Absorene; previously the bulk of his experience was in the grocery line. For fourteen years he was a representative of the James C. Smith Co. of New York and Chicago, traveling throughout the Mississippi River Valley, selling fancy groceries. Later he was located in St. Louis as general sales agent for several foreign concerns. Two years ago the condition of Mrs. Eastlick's health made it necessary for them to move to California and Mr. Eastlick settled in Pasadena. From this point he conducts his business, placing Absorene wallpaper cleaners and H. R. H. paint and woodwork cleaners in hundreds of retail and wholesale grocery, paint and hardware houses throughout the West.

Only the shortage of goods prevented a further distribution of the Absorene powder. Absorene powder is used extensively in cleaning "not only wallpaper," but for window shades, white and other delicate shades of painted woodwork, straw and felt hats, and kid gloves.

Their interesting announcement is found in our pages.

## WHY IS A SAD IRON "SAD"?

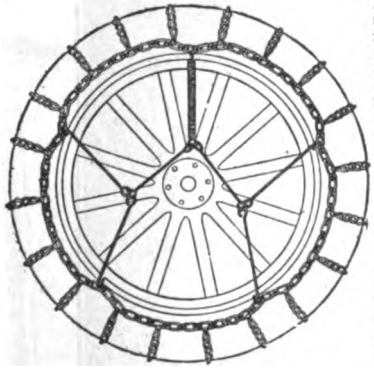
Because it's heavy. Sad is an old English word and one of its meanings is heavy. Whoever first adopted this word to the domestic flat iron must have done so on account of its compact and ponderous character.

Items of interest about your merchandise is the greatest help in creating and holding attention of a customer during your sales talk. Tell him something that he does not know about the merchandise and he immediately gives you his attention and your arguments take on weight.

The Industrial Hardware Company is a new firm at Torrence, California. Manager H. C. Gardner has had many years' experience in the hardware business in southern California.

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**SAVE YOUR FENDERS** Merchant's Anti-Skid CHAIN TIGHTENER



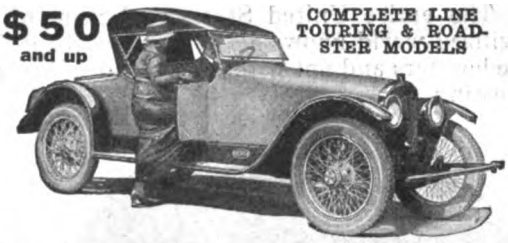
Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

**Stylish Fidelity Bodies for Fords**

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, AUTOMOBILE ACCESSORIES send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

# THE ROMORT AIR & WATER STATION

## Twice the service in half the time

### *There Is One Thing Certain*

The more service you provide for the convenience of the motorist—the more friends you will make, the more business you will get and the bigger your profits will be, that's why

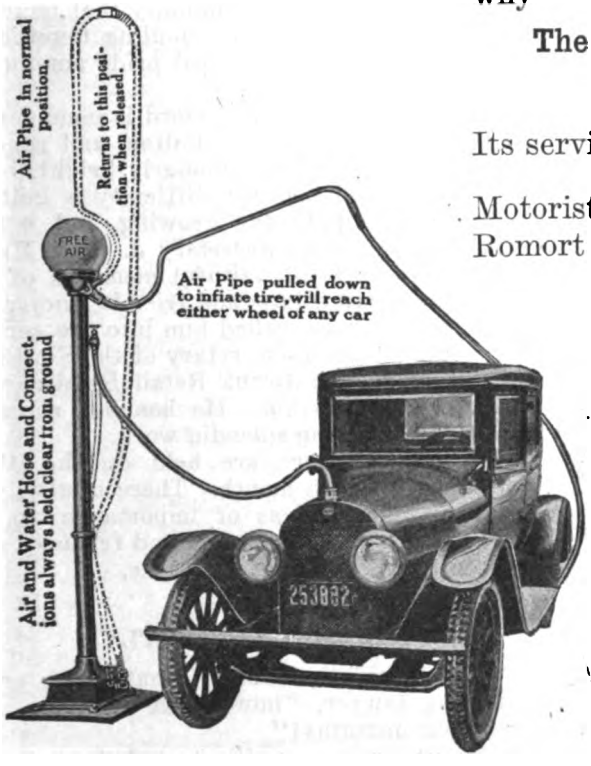
**The Romort Air and Water Station is a gilt edged investment.**

Its service is unparalleled.

Motorists go out of their way to use the Romort Air and Water Station, for they know the air hose will be free from dirt and grime, and water service will be available without trouble and loss of time.

It widens the path to profits.

A postal will bring full details.




Manufacturers
**THE ROMORT MFG. CO.**
Oakfield, Wis.

Sales Dept.
**THE ZINKE CO.**
1323 Michigan Ave., Chicago, Illinois


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## QUARTET OF THE SUNNIEST SOUTHERN CALIFORNIANS

The entire United States and most of the civilized world knows all Southern Californians are boosters and not without just cause for their boosting.



E. S. CAMPBELL

We are glad to introduce visually to the hardware trade some boosting Southern California hardware men. Every one of these men are fountains of energy in themselves. They are boosters of the most approved, healthy and sunny variety.



WILLIAM SCOTT



E. F. HARFORD



J. G. MARKS

President E. S. Campbell, of Campbell & Ward of Los Angeles, and Vice President William Scott of the Scott Hardware Co., Los Angeles, are two representative and wide-awake hardware men who have the added advantage of doing business in a community that is noted for its aggressiveness, for "pulling together," and for cooperation and local pride among all of its merchants.

Vice President E. F. Harford is manager of the Hub Hardware Co., at Colton, and reports the outlook at Colton particularly bright, business is brisk and the only difficulty is getting hardware to supply the growing and active community. Former Secretary J. Glen Marks is one of those loyal, faithful members of the trade, whose enthusiasm and friends among the hardware fraternity called him into the service of the entire trade as secretary of the Southern Division of the California Retail Hardware & Implement Association. He has but recently resigned, after doing splendid work.

Monthly meetings are held on the third Wednesday of each month. There is always a discussion of problems of importance to the retail dealer, as well as social and friendly contact for the members of the trade.

---

## THE QUIP SPRIGHTLY

"You there in overalls," shouted the cross-examining lawyer, "how much are you paid for telling untruths?"

"Less than you are," retorted the witness, "or you'd be in overalls, too."

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ONE-HAND-Y KESCO ELECTRIC DRILLS

*Do it with the*

# ONE-HAND-Y DRILL



## The Lightest Efficient Electric Drill

Compact and durable.

Operated and controlled entirely by one hand.

Chuck and bit concentric with hand-grip and thrust.

Weight three pounds — evenly balanced in hand when in service.

Pure aluminum housing.

All bearings in bronze bushings—spiral cut gears.

Universal type motor — developing 1-6 H. P.

Switch always under control of thumb—cannot run idle.

Should be in every garage, machine, electric and wood-working shop.

Every mechanic needs one — a labor saving device.

Several users have reported that it has paid for itself in two to three days' use.

Equipped with Goodell-Pratt or Jacobs chuck.

**JOBBERS, ATTENTION**

**The One-Hand-Y drill is distributed exclusively through the Jobbing trade. It is a "best seller" in the mechanical tool line.**

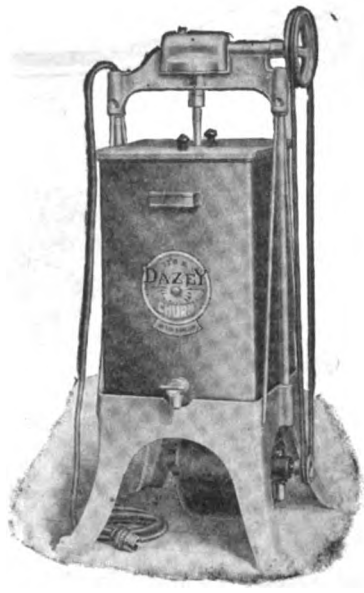
***Write for Complete Information***

**KNIGHT ENGINEERING & SALES CO.**

**210 West Seventh Street, Los Angeles**

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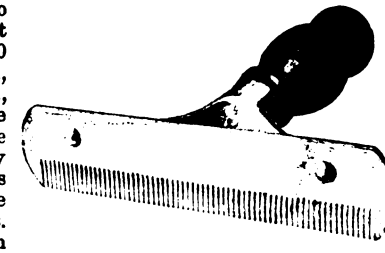
## DAZEY ELECTRIC BUTTER CHURNS




The new electrically operated churns which have recently been put on the market by the Dazey Churn & Mfg. Co. of St. Louis, are built along the same lines and embrace the same features of the Dazey hand churns.

The motor churn has a higher base than the hand churn for the purpose of mounting the motor underneath the churn. This high base also allows space for a bucket to be placed beneath the faucet for catching the buttermilk. The gears are enclosed in an easily removable housing. The extension cord from the motor passes through one of the side rods, keeping it off the floor and out of the way. The receptacle and dasher are removable for convenience of cleaning. Finished in blue enamel and aluminum bronze—a very attractive color scheme.

## CATTLE COMB A FRIEND OF STOCKMEN



The Chicago Flexible Shaft Company, 5600 Roosevelt Road, Chicago, Ill., manufactures the "Stewart Cattle Comb — a timely article in this season of cattle shows and sales.

This high grade comb is substantially made, heavily nickel-plated, highly polished, and fitted with "easy grip" ebonized wood handle.

With this comb the herdsman or caretaker of cattle can greatly improve their appearance by causing depressions in the coat or filling out where needed, and shaping the entire outline so as to effect a perfect and symmetrical blending of all parts.

---

The patrons of Race & French, progressive merchants at Lindsay, California, are congratulating them on the fine new quarters, which were specially constructed for their requirements. Besides a large storage basement, and cement-floored storage room in the rear, the store itself has every modern convenience and latest equipment.

---

Fiorio & Figoni of 1351 Grand Ave., San Francisco, have opened a branch store at 4799 Telegraph Ave., Oakland. They will handle a full line of builders' hardware, housefurnishings, paint, auto accessories, etc. They will handle the Russell & Erwin line of builders' hardware.

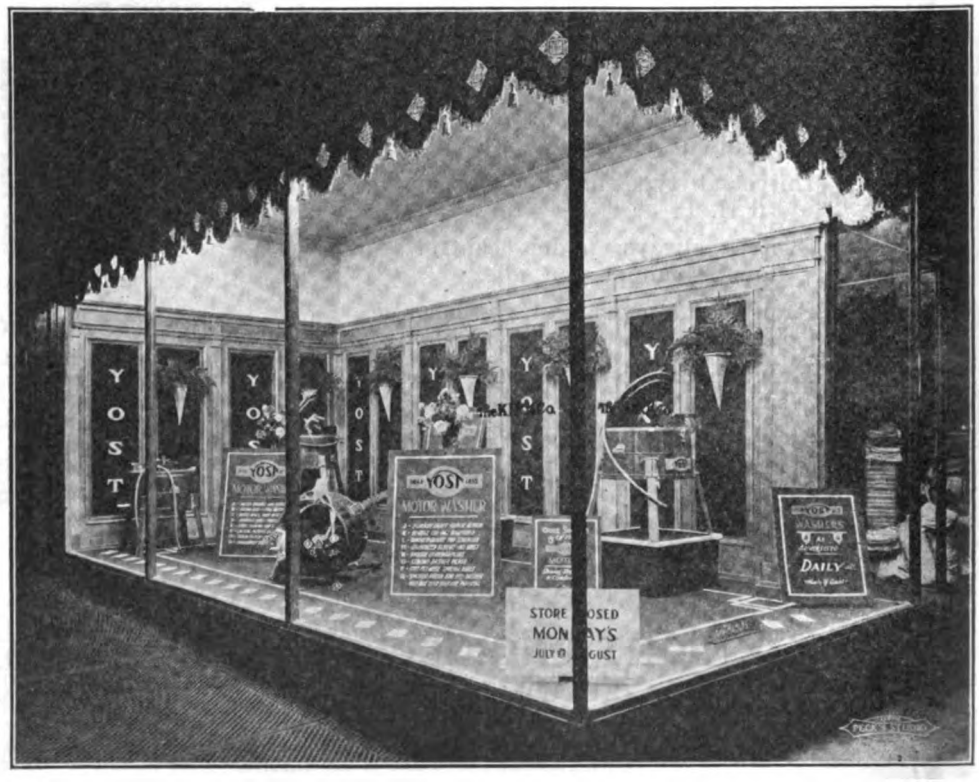
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## "CASHING IN" ON THE WASHER TRADE

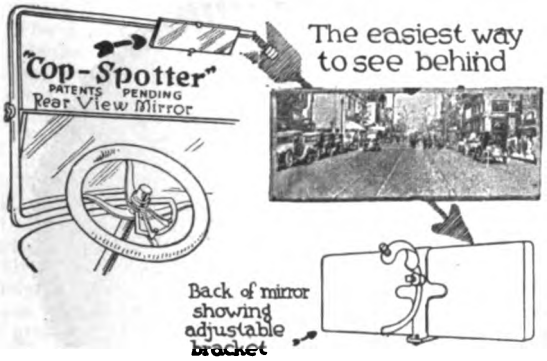
This window display recently made by the Kirk Company at Akron, Ohio, is one of many similar displays that have resulted in popularizing the Yost Gearless Motor Washer, thereby producing satisfactory sales and attractive profits.

Charles K. Gross is the advertising manager of the Kirk Company and gives these features his special attention by co-operating with extensive newspaper display advertising. When the increase in sales is considered, this advertising effort is more than justified.

Mr. Gross will surely be glad to answer any questions you may have regarding this line of publicity. The opportunities are just as good for every dealer as they are for the Kirk Company. It is simply a question of "Cashing in" on them.




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KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A

# "COP-SPOTTER"

**Rear View Mirror**

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

**Price $4.00**

Jobbers and Dealers

We have an interesting proposition for you.

Manufactured by

**BERGER & COMPANY**

208 W. 11th St., Los Angeles

# It's Easy — BEATS-ALL Way



Supply your trade with either

**BEATS-ALL Liquid or Powder RADIATOR CEMENT**




Two Sizes } Liquid, at 50c and 75c
Powder, at 35c and 50c

Why resort to a soldering iron — use BEATS-ALL.

It's SAFE AND DEPENDABLE. When left in Radiator acts as a preventive for new Leaks.

Guaranteed to repair Leaks quickly and permanently.

Dealers — Write today for our remarkable proposition.

Manufactured only by the

**AUTO SPECIALTIES MANUFACTURING CO.**

40 Elm St., Buffalo, N. Y.

Branch Factory, 320 Market St., San Francisco, Cal.




# UNITED AUTO SUPPLY CO.

Jobbers and Factory Distributors

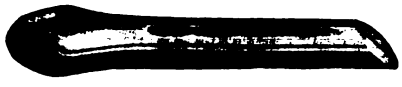
**Automobile Accessories**

711-715 MISSION STREET, SAN FRANCISCO

*Send for Our Latest Complete Accessory Catalogue*

# The Efficiency Cotter

**This Is an Age of Specialists**



When sick, you consult that physician with special training on your particular ailment. He is a specialist.

When you want a man to handle a new line, you choose carefully, and select one with more than ordinary knowledge of the merchandise. He is a specialist.

When your Flivver refuses to go another foot you call up one of Mr. Ford's assistants. Another specialist.

**THE OHIO WIRE GOODS MFG. CO.**

AKRON, OHIO

Specialists in the Manufacture of Cotters

| Western Representative | Other Branches: |
|---|---|
| J. M. JACKSON, | 180 No. Market St. Chicago. |
| 320 Market Street, | 29 Murray St., N. Y. |
| San Francisco, Cal. | Nashville, Tenn. |

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100%
Interchangeable

And you can depend upon it that New Era would not be the popular seller today unless quality of material and workmanship dominated all manufacturing efforts.

You can sell New Era 'Better' Spring Bumpers—front and rear—with less sales resistance, greater profit to yourself and absolute satisfaction to your trade.

New Era dealers have helped build our present large plant, and it looks as though they'll build another.

Write for catalog.

**New Era Spring & Specialty Co.**
65 Cottage Grove Ave.
Grand Rapids, Mich.

**NEW ERA** — "Better" — SPRING BUMPERS

$1.00 An Unbreakable Oil Gauge for your Ford




ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

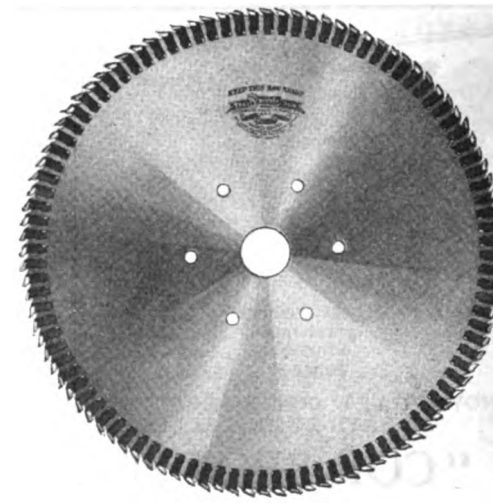
Apco Mfg. Co. - Providence

**Nationally known tire concern, thanks to certain fortunate circumstances, is able to take on the manufacture of a special brand tire with any tread design desired.**

Fo further particulars address

**RUBBER CORPORATION OF AMERICA**
240 West 55th St., New York

**Important to Every Reader and Advertiser of Hardware World**
We are Wholesalers and Jobbers of Everything our name implies. For prompt and future shipment.
WHAT DO YOU WANT TO BUY OR SELL?
Put us on your mailing list.
U. S. A. Merchandise, Supplies & Material Company
"Straightforwardness—Sticktoitiveness"
Office: J. C. HIRSCH
6800 Manchester Ave., St. Louis, Mo.



## AN INSERTED TOOTH METAL SAW

An inserted tooth metal saw which promises to meet a long felt demand, has been invented, and is being placed on the market by the Simonds Manufacturing Company of Fitchburg, Mass. This saw which is designated as No. 000, was especially designed to meet the requirements for a saw to cut structural iron, I-beams, channels and stock with thin walls that could not be cut as successfully with other saws of similar design, because the pitch or spacing of the teeth was not fine enough to keep two teeth in the cut at all times in this work.

This new saw, through its arrangement and closer spacing of teeth, provides for smoother running and eliminates chatter which is often noted where the teeth are placed further apart in the plate. It is a fast cutting saw and is fitted with as many teeth as it is possible to securely fasten into the plate in the Simonds proven method of holding, and at the same time retain the perfect alignment of teeth and strength of plate necessary to stand up and cut true. These saws are being made from 10 inches in diameter with kerf of ¼-inch and maximum of 40 teeth, to 50 inches in diameter, 15-32-inch or 7-16-inch kerf with 210 teeth as the maximum number.

## BUFFALO STANDARD HEATER CATALOGUE

Catalogue No. 460 of the Buffalo Forge Company treats with an admirable thoroughness the standard heater lines of the company. It has been prepared with a view of making it useful to architects and engineers in figuring heater requirements with the fan system of heating and ventilation. It not only contains an account of the Buffalo Heater, but with various dimensions and detailed analysis of system, and is also a valuable table and graphic chart of great assistance to the heating and mechanical engineer.

It is in reality an engineer's formal hand book, dealing partially with heating appliances of every nature and particularly with the Buffalo line. No engineer should be without it.

## POPULAR SOCKET AND ANGLE WRENCH INVENTED

Louis Berk of Alstown, Washington, has invented and perfected a new socket and angle wrench especially adapted for use by automobilists in removing rim and hub nuts. Although only 24 years old, Mr. Berk has done considerable inventing. He recently built a farm tractor from miscellaneous materials, on the farm where he does all the repair and mechancial work.

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## WOOLWINE PRODUCTS WIN

There is a certain personality connected with the Woolwine Metal Products Co., manufacturers of the "Bear Brand" sheet metal products, whose announcement appears elsewhere in this issue.

That personality and stamp of individuality is Wood R. Woolwine, president, general manager and founder of the company.

The history and growth of the company is interesting, Mr. Woolwine being a southerner, grew up and lived in Nashville. He knew nothing of the sheet metal business, or the allied trade. He moved west a little more than ten years ago and decided to enter business. Looking about him, he decided to enter the sheet metal business as there was no manufacturers of stamped steel ceilings in Los Angeles at that time.

He took the advice of a mechanical engineer, erected a plant, installed machinery to make ornamental steel ceilings, galvanized pipes, elbows, etc.

About three years ago the name was changed to the present one of Woolwine Metal Products Company. The growth of the company was steady until the last year or two, when it became phenomenal. Additions to the plant have doubled its capacity until it covers several thousand square feet of floor space, employs 100 workers. It is equipped with modern machinery, and turns out a line of sheet metal and allied products that is as complete as it is distinctive. Besides ceilings and pipes which were formerly and are still made, they manufacture galvanized pails, cans and various metal products. The latest addition is the Bear Brand Lincoln Auto Canteens for motorists. The diffe ent grades of canteens are of galvanized metal, double seamed and soldered, which i the strongest possible construction. The sizes run from one quart to ten quarts.

The new improved "Bear Brand" canteens are double seamed to the body, which makes the canteen very strong and does away with soldering. The base of the canteen is reinforced by an extra piece of metal which is fastened into the channels formed by the double seaming of the sides. This double bottom gives extra strength to that part of the canteen which receives the greatest amount of wear.

The Omer Cox organization, with offices in the principal western cities, are the enterprising sales representatives, and through their aggressive campaigning are obtaining a nation wide distribution. They will gladly give full information to anyone interested.

## NEW UNION SALES MANAGER

A. B. Stewart has been appointed sales manager for the Union Hardware & Metal Co., at Los Angeles, succeeding E. C. Hutchinson, who has resigned.

Mr. Stewart has been the chief assistant in the sales department for some time and is thoroughly familiar with the trade..

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Chas. Greenclay is the new proprietor of the Broadway Hardware Co., Denver, Colorado. He is an experienced merchant, formerly of Las Vegas, New Mexico.

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Howard Haley, manager of the Wasco Hardware Co., of Bakersfield, is on leave of absence on account of his health. Arthur D. Fry of the Bakersfield Hardware Co. is the temporary manager.

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Berton Fox, who has been connected with the government dredge work in and around Portland, Oregon, has accepted a position as floor salesman for the Walla Walla Hardware Co., Walla Walla, Wash.

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Grim Reality—the feeling of a young married man when purchasing a dozen safety pins for the girl for whom he used to buy roses.


**IMPORTANT**

**SUPPLY HOUSES:**

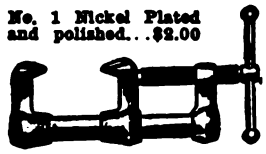
Write for our Exclusive Agency Proposition (HW) for your locality.

**ALERT TOOL COMPANY**

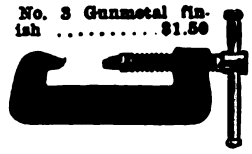
237-39-41 North Sixth St., Philadelphia, Pa.

**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished...$2.00

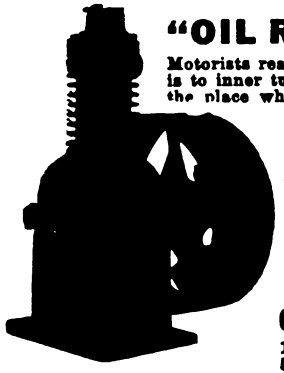


No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.



**"OIL RUINS TIRES"**

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

**CURTIS AIR—FREE FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

**Curtis Pneu. Mchy. Co.**

1512 Kienlen Av., St. Louis

530-L Hudson Term., N. Y.

**MOTOR MERCANTILE COMPANY**

**Wholesale** **Exclusively**

**Carrying Complete Stock of Automotive Parts Equipment and Supplies**

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

**MOTOR MERCANTILE COMPANY**

115-117 South West Temple Street, Salt Lake City


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## AN ICE CREAM FREEZER WITH A HOLDER



Rugg's Freezer Holder will appeal to many practical housewives, for it makes ice cream freezing easy.

The holder is simply but strongly made of hardwood, with an oil finish. Metal parts are galvanized to prevent rusting.

The freezer is firmly fastened to the holder by screws and an iron hoop at the upper end of the posts. It is made by the Rugg Mfg. Company, Greenfield, Mass.

The Canadian company, known as the Rugg-Ball Mfg. Company, Ltd., Ayers Cliff, Quebec.

The Rugg Mfg. Co. also manufactures hand, hay and lawn rakes, vine supports, handles delivery and fruit crates and a full line of snow shovels.

## VACUUM CLEANER GUIDE BOOK ISSUED BY LANDERS, FRARY & CLARK

Landers, Frary & Clark realize that their work is not over when a dealer sells a Universal Electric Vacuum Cleaner. They have published a very valuable booklet, "How to Use and Care for the Universal Electric Vacuum Cleaner," which has inspired much comment from the distributors and trade in general, and it has helped make sales and backed up sales with service.

The book is liberally illustrated with views showing the different uses to which the cleaner may be put, and also how to take care of the cleaner.

## NEW ELECTRIC WRINGER WITH WASHER

A new Federal Electric Washer has been placed on the market. After long and patient research and experimentation, the "Roto-Phor" swinging wringer, with which the washer is equipped, was perfected.

A strong nickel-plated lever sets the electrically operated wringer in motion, either forward or reverse. Another lever permits it to swing easily in any direction and it automatically locks in any of the working positions.

The Federal Electric Washer employs the most efficient principle of washing. The rocking wooden tumbler, suspended in a tub full of soap-filled water and the swirling suds flowing through the perforations, quickly removes the dirt from the clothes. The body is made of Armco Ingot Iron, which resists rust. The tumbler holding the clothes always stops with the cover on top. The addition of the "Roto-Phor" wringer to the Federal gives it distinct points of merit. The Federal Electric Company still makes washers with the stationary wringer.

## PASSING OF A. H. STUTSMAN

The hardware trade of Los Angeles lost a strong and able member in the passing of A. H. Stutsman, president of the Stutsman Hardware Co., last month.

Although Mr. Stutsman has been long in the hardware business, nevertheless was a comparatively young man, and his death was in all respects premature.

A scratch on his hand developed an infection and blood poisoning set in and his death was sudden. It was a great blow to his many friends. The Southern California Hardware & Implement Association at Riverside, paid him a just and touching tribute.


Profit by Big Christmas Sales of

National STEAM PRESSURE ALUMINUM COOKER



With the approach of Christmas, women everywhere are looking forward either to giving or receiving NATIONAL STEAM PRESSURE ALUMINUM COOKERS as holiday presents. National advertising, as well as thousands of satisfied users, have sold them on this remarkable cooker, which saves time, labor, and fuel.

Dealers who take advantage of this by displaying the NATIONAL STEAM PRESSURE ALUMINUM COOKER in their windows and on their shelves, are cashing in big.



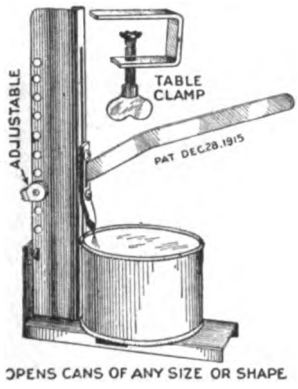
The modern housewife has only to see the National to want it. She does not need urging—she buys on sight.

Hotels, restaurants, hospitals, boarding houses, in fact, all institutions where food is served, also offer a ready market for the sale of this great utility. On one burner, over a low flame, a whole meal—meat, vegetables, and dessert—can be deliciously prepared in the NATIONAL STEAM PRESSURE ALUMINUM COOKER. Steam, driven by a pressure of from one to thirty pounds, rapidly penetrates the food and completes the cooking process in one-third the time, and with one-fourth the fuel ordinarily consumed.

Take advantage of the big holiday demand. Get in touch with your jobber. If he cannot supply you with NATIONAL COOKERS, write us direct and we will take care of your order, allowing generous discount on prices.

**NORTHWESTERN STEEL AND IRON WORKS**
603 Spring Street, Eau Claire, Wisconsin


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OPENS CANS OF ANY SIZE OR SHAPE

## A WORTH WHILE CAN OPENER

United Royalties Corporation, 1133 Broadway, New York, have long made five different can openers and say they believe they fully realize that no can opener yet marketed for a few cents, has been satisfactory to users. They now bring out Saturn Stationary Can Opener and a glance at the cut will show it is the simplest thing in the world to operate. Not necessary to have an assistant hold the can, but simply set it on the platform, adjust the cutting blade to its height and work the pump handle, turning the can with the left hand. Cans of any size or shape are quickly cut without any possibility of accident. They say their experience proves that nothing the kitchen uses, has been more demanded than this kind of an opener.




## 365 SHAVES WITH ONE BLADE

A new razor, the Leslie Shaving Outfit, claims a blade that lasts a year at least, and in fact far longer. The manufacturers have produced a blade that has a diagonally stropped hollow ground cutler's edge, made of molybdenum alloy steel.

The use of molybdenum alloy steel for razor blades is new and of interest. Molybdenum had been used for some years abroad for high-speed steel, but as it had never been discovered in commercial quantities until a very few years ago, it was classed as a rare or semi-precious metal in its early development. The location of a vast quantity of molybdenum-bearing ore in Climax, Colorado, that will supply steel manufacturers with all they need for thirty years or more, gave new impetus to the development of molybdenum alloy steel.

A fine tribute to the broad-minded and considerate policy of Geo. H. Webb, proprietor of the Webb Hardware Company at San Diego, California, in guarding the interests of his employes, recently appeared in the Labor Leader, the union labor paper of San Diego. Mr. Webb makes a point of employing union men and selling goods with a union label on them whenever it is possible.



## A PROFITABLE PERCOLATOR

The percolator manufactured by the Illinois Pure Aluminum Company, Lemont, Illinois, herewith illustrated, is one of their specialties. It is an article that is handled by all the leading house-furnishing stores of the country. It is used frequently for special sales. The old reliable Illinois Pure Aluminum Company, make a specialty of aluminum percolators and are prepared to turn them out in unlimited quantities at exceedingly attractive prices.

The aluminum percolator illustrated is only one of their line of popular department store specials and it is well worth any dealer's time to get into communication with them or their jobber for further information pertaining to their full line of "American Maid" Aluminum Ware, whose advertisement you will find in this issue.

## OH-KAY SCREW DRIVER ASSORTMENT

The Bridgeport Hardware Mfg. Corporation, through C. W. Gause Co., their western sales agents, report that the trade is showing particular interest in the Bridgeport Oh-Kay Screw Driver, which is said to be a strong, reliable tool, retailing at the popular price of twenty-five cents. The No. 55 assortment consists of two dozen Oh-Kay Screw Drivers, 8, 4-inch; 8, 5-inch, and 8, 6-inch, packed with an attractive, heavy cardboard stand, which displays one dozen at a time.

## PROMPT DELIVERIES ON STAR HEEL PLATES

The Star Heel Plate Company, Louis Sacks, Inc., 357-391 Wilson Avenue, Newark, New Jersey, report that they are in position to make prompt shipments of their well known Star as well as Boston and Victor Heel Plates, also guaranteed stands and lasts, cobbler outfits and shoe repairing tools. O. A. Gilmore, their western traveling representative, has just made a successful trip throughout the territory.

**The BIG FOUR Stropper**

**For Gillette Blades**



Manufatured by
**The Novelty Stropper Co.**
New York

**For Sale by your Jobber**

Best for customers
Best for your profits

**Western Sales Rebesentative**
**W. H. WILBURN**
602 Williams Building
San Francisco

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## NEW AUTOSTROP SETS




Silver-plated Set No. 700

Two new AutoStrop sets have been announced by the AutoStrop Safety Razor Company as ready to go on the market.

As illustrated herewith, the silver plated set is compact in a flat top case. The case is engine turned with a ribbon pattern and is velvet lined. The razor is silver plated, with twelve blades in a plated blade box, and selected strop. The silver plated set retails for $10.00.

The sterling silver set No. 800 is in a genuine leather case of black or brown calf skin, velvet lined. The AutoStrop razor is sterling silver with 12 blades in a sterling silver blade box. The sterling silver set retails for $25.00.




Sterling Silver Set No. 800

## EDUCATIONAL WORK BY WASHINGTON MERCHANTS

The retail merchants of Washington are strongly organized into the Washington State Retailers Association, which is looking after the interests of merchants during these critical times. The association was recently formed in Seattle.

A feature of the association's work has been an educational campaign throughout the state. Dr. W. J. Hindly, educational director for the association, has appeared before 103 audiences in all parts of the state, familiarizing the people with the problems of the retailers and urging improvement in the present system of distribution, rather than its tearing down and setting up of an untried system.

## NEW WESTERN REPRESENTATIVE

The Cincinnati Tool Company of Cincinnati, Ohio, announces that A. C. Riddell will henceforth represent them before the wholesale buyers of the West as a direct factory reprsentative, with offices in San Francisco and Los Angeles.

## FAR WESTERN MADE HARDWARE

Another of the manufacturers who are finding it well worth their while to manufacture hardware lines in the far West are Niesson Bros. & Co., whose factory is at 3155 Army St., San Francisco. Their line includes fiber washers, cylinder keys, snap latches and cylinder locks, etc. All these goods are made by modern machinery.

John and Rupert Niesson are the proprietors. Sales Manager Oscar Oppenheim, who was for many years representative for the Columbian Hardware Co. in the far West, and later with A. W. Pike & Co., for the last five years has been connected with the Niesson Bros.

Jones & Jones have taken over the Bixler Hardware Store at Des Moines, New Mexico.

B. F. Wells of Oskaloosa, Iowa, and George S. Uebele of Tomah, Iowa, are the proprietors of the former hardware and furniture business of J. W. Hockaday at Ontario, California. The firm will be known as Uebele & Wells.

Charles L. Featherstone western representative and distributor for the Globe Stove and Range Company of Kokomo, Indiana, is now receiving his stock of stoves, ranges and pipeless furnaces and will be located at N. 813 Monroe St., Spokane, Washington.

The Filer Hardware Co., at Filer, Idaho, was one of the heaviest losers in a recent fire, their losses being estimated at $125.000.

Moran & McWhinnie Hardware Co., Hermosa Beach, California, expect to move into new and enlarged quarters soon, which are rapidly being finished.

The hardware department of the Parish store was purchased by R. E. Hyde of Visalia, and will be conducted under the name of the Visalia Hardware Store.

A. H. Skinner & Co., at Chula Vista, California, do effective advertising in their local paper by taking space to insert items concerning recent sales, naming the purchaser.

J. L. Jordan is the new proprietor of the Allen & Dealy Hardware Store at Tucumcari, New Mexico. He was formerly a traveling salesman for a wholesale hardware house in El Paso.

E. L. Palmetier & Son are enterprising tire and accessory merchants at Douglas, Arizona. They recently moved into larger quarters. They expect to carry a larger stock of accessories.

### APPRECIATION FROM PACIFIC NORTHWEST SUBSCRIBER

Although I am at present out of the hardware business, I am enclosing you renewal for my subscription. I want to tell you one of the good things about the HARDWARE WORLD, and that is, even if a man is not in the hardware business, it is most interesting for everyone. It is a splendid piece of literature.

Anyone who has ability, ambition, and desires to rise in the world, finds the business-getting suggestions and ideas in its pages more than worth while. Certainly there is a great deal to stimulate, encourage and develop initiative and ability in it. and there is more good reading matter than in any publication I know of .

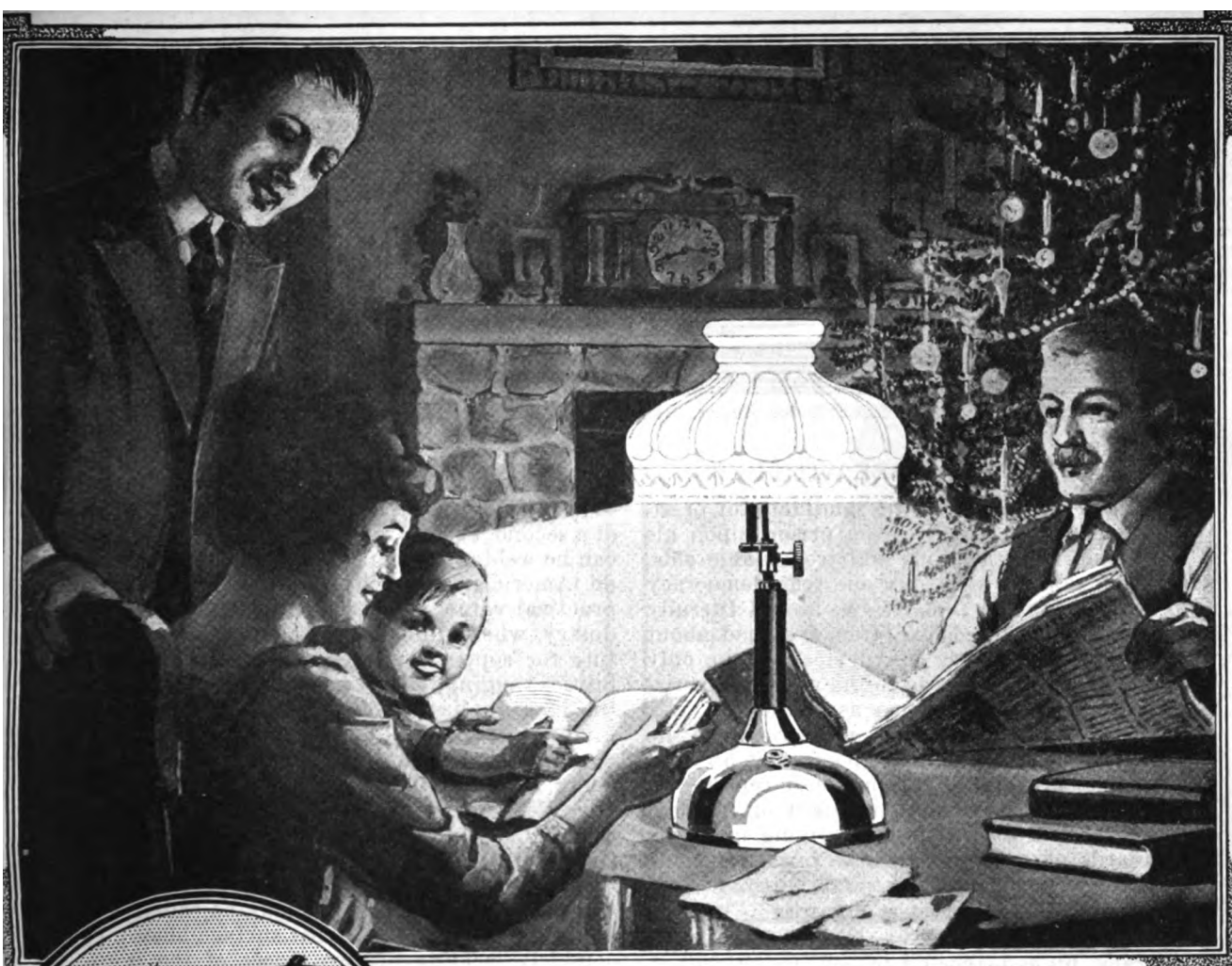
I have found so much of good in both prose and poetry, that it has developed my thoughts toward reaching the goal. Life would be gloomy and hard indeed if we could not read.

I am writing this to you with a feeling of gratitude, and if I do not pay up promptly, let me know.

Believe me, yours very sincerely,

RAY I. HOLLINGER.

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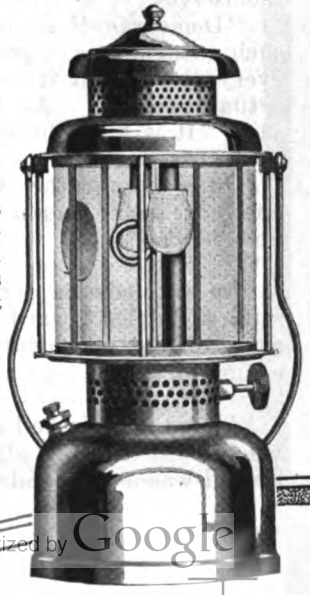




# *Just the Thing for Christmas!*

COLEMAN Quick-Lites make the finest kind of Christmas gifts. They benefit the whole family. They brighten the home. They make it happier—at Holiday time and all the rest of the year. They are the most practical, most sensible and handsomest gift you can offer your trade.

## Coleman Quick-Lite Lamps and Lanterns



Easy to sell. Just light them (with common matches) on your counters and in your window displays. Their brilliant white, yet soft and restful light of 300 candle power is absolutely the best Christmas Salesman you can put to work in your store this season. Nationally Advertised all this month, in the leading Farm Papers and Magazines as "Just the Thing for Christmas."

*"The Sunshine of the Night"*

*Your jobber has Coleman Quick-Lite Lamps and Lanterns waiting for you. Send him your Christmas order today. Write us for your Quick-Lite Window Cards, Advertising Circulars and other helps.*

## The Coleman Lamp Company

WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES
ATLANTA CHICAGO

Canadian Factory: Toronto

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# Plumbing and Heating

## FOR ONCE WE AGREE WITH DEBS

Eugene Debs, Socialistic candidate for presidency, confined in a Georgia prison, upon his conviction for traitorous and treasonable acts, has well said there is only one true democracy in the world, and that if "we would literally follow what has been so often preached about making the world safe for democracy the only nation that really is true to the name is Russia, and that we must become as Russia."

The United States has not grown to its present position by holding up any such an ideal or standard, rather as a republic or representative form of government, its light of freedom has been shed abroad through living up to its standards of a republic whose laws are made by elected representatives.

**An Experiment at Primaries**

We have, in a way, experimented with democracy, by endeavoring to get our citizens to select candidates for office at primary elections rather than leave it to the old convention method, which was so often dominated by professional politicians, but in every section of the country results have been the same: the total vote at the primary is less than half the regularly registered voters. It would seem to indicate that not half the people take sufficient interest to express their choice for candidates at primary elections. They either are indifferent or they do not want to take the time to inform themselves.

"Democracy" sounds well in theory and such a slogan has of recent years been in almost every mouth, but it does not seem to work in actual practice. As Grover Cleveland once said, "It is a condition and not a theory that confronts us."

Do we want the democracy which means another chactic Russia dominated by men of the Soviet class?

---

An enthusiastic person, when guided by a sense of justice toward others, is usually a great asset in any organization, business, family or community.

---

A man in Ohio had a strong civic spirit, and when he died he left all he had to the city. All he had was a wife and nine children.

## THE WELDING OF ALUMINUM

Provided it is all done in the thousandth part of a second, exactly as if by lightning, aluminum can be welded perfectly. This late discovery of an American research laboratory has a wide practical value, most of all in the electrical industry, where aluminum is adopted as a substitute for copper, and has manufacturing possibilities ranging from jewelry to cutlery, because the idea applies to the welding of almost any kind of metal.

Aluminum welds are an old story, scores being announced every year, but the experts have not conceded complete success to any of them. Usually these welds have seemed fine at first, but have displayed weakness after a few months. Aluminum in the air forms almost instantly a thin coat of what may be called rust, and the presence of this rust surface blocks the complete welding of two pieces of the metal. The new welding idea is to have the operation all over before the air can get in and do the damage.

Under this new system the two aluminum pieces—wire, for instance—are placed in a drop hammer. One wire end is held stationary at the base of the hammer and the other wire is attached to the drop, so that when the hammer drops the two ends will jam together.

An electrical apparatus is attached which will send through the wires a very heavy charge of electricity exactly at the instant they touch, but which will not last much more than one ten-thousandth part of a second. This is a close imitation of ordinary lightning.

Thus when the hammer drops the wires come together with a bang, the electricity shoots through, and the ends of the two wires are melted instantly into a vapor. The melting, however, applies only to the very ends of the wires, and as the current does not continue the melting stops in a fraction of a second.

—Saturday Evening Post.

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Enthusiasm is contagious! Unconsciously you pass it on to those with whom you come in contact and it arouses them to act and think as you do.

---

"Listening pays better than talking."

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FAULTLESS QUALITY MLK PROMPT SERVICE

**The M. L. Kline Co.**

WHOLESALERS

**PLUMBING, HEATING. MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

Would you appreciate a dependable, positive and long-lived Forcing Pump?

C O H O RED RUBBER




EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco

**GAS or OIL or WATER or STEAM**

*is absolutely safe* where

# Rhode Island

**UNIONS** are in use




The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters' Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

**RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island**

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# Bathroom Fittings Good Selling Line

**Interior Displays and Advertising Will Sell a Highly Profitable Line**



Bathroom fixtures are always in demand and the dealer who keeps them where people can see them and who occasionally lets the public know through his advertisements that he has a good stock from which to choose, finds no trouble at all in keeping them moving.

There is an unceasing demand for bathroom equipment. Dealers state that they find people not only willing to pay a fair price for quality fittings, but demanding them. The dealer who is in a position to show the man who is building a new home an assortment of bathroom accessories that will make not only for beauty, but for service and comfort, can cash in on some good trade and one that carries a nice profit.

Those dealers who got busy and studied the building situation in their district and then stocked accordingly have done well with bathroom equipment. Some of the larger firms have found it an excellent plan to arrange a model bathroom showing the fixtures in position. By taking home builders in and showing them exactly how the fittings would look when installed, they aroused an immediate desire for possession, and the only thing that remained was to make the selection.

Other dealers in districts where the building conditions did not warrant carrying such an extensive stock rounded up a lot of trade by arranging store and window displays and using newspaper space.

### Make a Fine Showing

The better the fittings the better the display. Dealers state that they show off as well at night as in the day time and that they find a large percentage of householders, aside from those who are building new homes, interested in the goods. They come and ask about the prices and frequently take home a towel bar, a soap dish or some other piece.

Besides the lines usually stocked, some dealers have found that it pays to push such goods as bath brushes, bathroom mirrors, sprays and even manicure sets.

### Sell Themselves

Keeping these lines well displayed, the dealers say, is half the battle in keeping them moving. Once people know where they can get them they become regular buyers.

The splendid appearance of many of the articles very often causes people to "sell themselves" on them. They realize at once that this or that piece would add that touch to their bathroom that they would like to have, besides giving real service to the users.

Many dealers report a steady development in this business as a result of the enterprise of manufacturers in getting out new designs and in keeping pace with the demands of the public for quality articles.

### Good Talking Points

Aside from their splendid appearance, the majority of the bathroom fixtures give the dealers real talking points to emphasize. It is obvious that they are well made and well finished. Many of them are nickel-plated, and as they are made of brass may be guaranteed not to rust or corrode. They are easily kept in good condition and looking nice. Many a house builder these days is breaking away from the old-time idea of putting the bathroom in some obscure part of the house, under a stairway or hidden away at the back. The new idea is to make the bathroom one of the most useful and attractive rooms in the house. Dealers state that many home builders now state that they want to be as proud of their bathrooms as they are of their drawing rooms, and that with this idea in mind they want fixtures in keeping with the costly equipment they are installing.

### Means Good Business

This idea is apparent in the money that is being spent on equipping bathrooms in hundreds of the better class of houses that are now being built, and it offers some splendid opportunities for business for the dealer who can supply the goods. A great many of the plumbing firms are realizing it and are cashing in on the opportunities offered. A big share of the business is secured because they have learned the value of letting people know they have the stock, and of keeping it well arranged in their display rooms and windows.

Dealers also state that even in the older houses the owners are good buyers of the new fixtures. They say that the new lines carry a strong appeal to buyers because they help to make for better bathrooms no matter where they are installed, and the smallest bathroom can be greatly improved by the installation of handsome new fixtures. People realize this, the dealers say, and buy the equipment.

## PIONEER WHOLESALE PLUMBER PASSES AWAY

In the death of Albert H. Bush, at Los Angeles, the hardware and plumbing trade lost one of its strongest, oldest members, a merchant of Los Angeles for more than 30 years. Mr. Busch was president of the A. H. Busch Company, a wholesale plumbing institution that is a worthy perpetuation of his name.

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# Straight—from—the—shoulder!

The guarantee behind Pacific Plumbing Fixtures is not weak-kneed. It is stated in simple, forceful language in every advertisement that we place before the public. There are no "reservations" in this guarantee. Here it is:

**"Every Pacific Plumbing Fixture is guaranteed forever against defects in workmanship or materials."**

We stand firmly back of this guarantee.

**PACIFIC**
**PLUMBING FIXTURES**

**FOR SALE BY ALL JOBBERS**

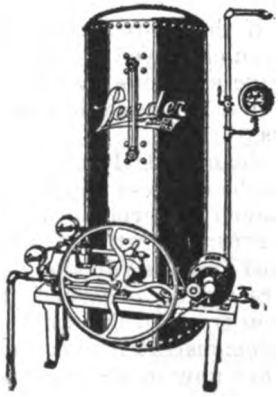
**Main Offices: 67 New Montgomery Street, San Francisco**
**Factories: San Pablo and Richmond, California**
**Branches: Portland, Los Angeles and Salt Lake City**

GENUINE
## ARMSTRONG STOCKS and DIES




PIPE CUTTERS
Malleable Iron Pipe Vises
MANUFACTURED BY
**THE ARMSTRONG MFG. CO.**
276 Knowlton St
**BRIDGEPORT, CONN.**
New York Office: 248 Canal St.

TRADE *Leader* MARK
## WATER SYSTEMS




**FULLER AND JOHNSON ENGINES**
**STAR WINDMILLS AND HOOSIER PUMPS**

**PACIFIC PUMP & SUPPLY CO.**
853 Folsom Street
San Francisco, California
Sole Distributors


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## CLEANLINESS IN THE PLUMBING SHOP PAYS IN INCREASED BUSINESS

There are two reasons why the plumber should keep both his shop and his store clean. One is because it has a better effect upon the public. The other is that cleanliness means orderliness and orderliness means that work can be done quicker and cheaper and that less material will be lost. Both of these two things increase the profits of the business.

**Prospects Largely Influenced by Appearances**

The householder is not nearly as likely to keep putting off a job that ought to be done if the plumbing shop looks clean and orderly, as he will if it does not. A dirty, disorderly place of business gives rise to visions in the mind of the prospective customers of the mussed up condition his house will be in if that plumber does a job there. Consequently these people keep putting off having work done as long as possible.

If the shop is neat, clean and orderly, the inconveniences of having work done around the house or the plant are not made so vivid and there is greater chance that an immediate decision will be made. In this way the business is increased.

**Draws Better Class of Trade**

People also who have the most money to spend usually care a good deal about appearances. Consequently they are going to spend their money with the man whose place of business presents the best appearance. All that is necessary is to look inside the office of the plumbing shop to gain an impression of the kind of jobs that it gets. If the place looks clean and neat, if everything is orderly, one at once forms the conclusion that this shop is getting the best business in town. This impression that it conveys makes it just so much easier to get that business.

On the other hand if the shop is dirty and disorderly, the impression conveyed is that only the poorer class of business is done by the concern. This makes it just so much harder to secure the best business.

Men who work in clean, orderly surroundings are not so likely to be careless and are not so likely to waste so much material. In addition, if there is a place for everything, everything is kept in its place and the rules of neatness and orderliness are rigidly observed, it is very much easier to keep track of the stock.

This fact is being demonstrated every day. Manufacturing plants are now much more neat and orderly than they were a generation ago. They are that way largely because it has been found that keeping them so actually cuts down the cost of manufacture.

Therefore, keeping the shop and the store neat, clean and orderly has a threefold advantage. It attracts more business, it makes it easier to secure the better class and more profitable business and it lowers the cost of doing business. Each of these three things adds a little to the annual profit.

## DON'T BE AN ECHO

When you were a youngster you liked to go into the woods or among the hills and to "holler" just to hear the echoes mock you. We all did—but even then we did not take the echoes seriously, for we knew that they could do neither harm nor good. They were merely hollow imitations of a real voice. There are lots of people today who are mere echoes. They have no original ideas of their own, but they are ready to rubber stamp whatever they hear someone else say which sounds plausible. These are the folks who are constantly kicking and kicking about hard times, and high prices, and war taxes, and the probable coming slump in the market, and lowered production, and disturbed industrial conditions.

Grant that all this may be true! What good is it going to do to whine about it? Let's set to work and make the most of every day to entrench our own position more strongly. Besides, after we keep echoing all the dismal things we hear, we will only succeed in impressing our associates with our timidity, our lack of resolution, and our probable inability to overcome real difficulties when we meet them in our path. Finally we will grow into mere "fraid-cats" sure enough. Let's echo something strong and fine. It's lots more fun.

**You Will Have to Dig**

If a man is going out to look for some nuggets of gold—he will have to dig. If he expects a better job now or later than he has at the present time, he will have to do some digging to prove that he is a worker of merit, or to locate that job for himself. Even if someone comes and offers him a larger salary, it has been observed by someone that he is a good digger. If you want more business you will not get it by lamenting the methods of your competitors. You will have to dig up some methods of your own and set them to work.

If you covet a position of power—it will not come and grab you by the shoulders, you will have to qualify for the job. The best diggers are the most successful people. And the most successful people are the ones who keep digging when other folks have grown discouraged. You and I may not know that such ones are digging, but believe me, they keep their goal constantly in sight, and spend many an hour digging when others least suspect it. Don't forget that!

The Sanitary Plumbing Company, of Long Beach, California, has purchased the property where their store is located and will soon double its present size.

H. L. Sweeney & Sons, formerly of Seattle, have opened a plumbing shop at 32 West Cota St., Santa Barbara, California, where they will maintain a large stock of equipment and supplies.

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CAPITAL $25,000.00

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White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

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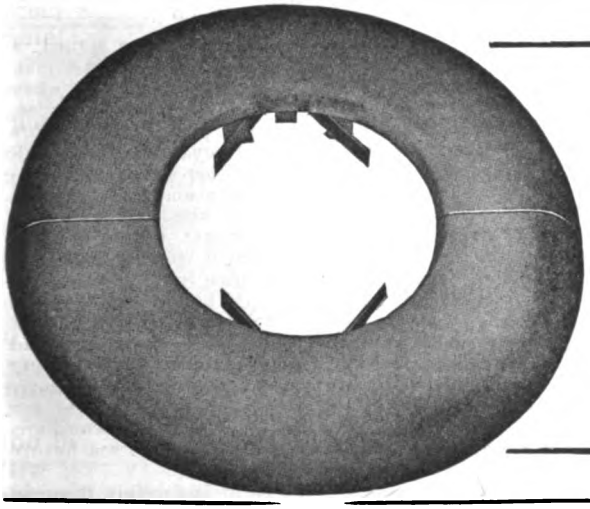
Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.





**THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.**

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No. 32 Torch
List price
Each $16.00
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to put your stock in condition to supply the demand for C. & L. Fire Pots and Torches is NOW. You cannot afford to let your stock run low on these popular tools. Be ready and you will be assured of good business this Winter. C. & L. Fire Pots and Torches are made by expert skilled labor and from the best materials obtainable. They are sold under the maker's guarantee. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**

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## A WORD TO THE WISE

Order your winter requirements **NOW** so as to insure delivery. Bear in mind that there will again be a shortage of torches and furnaces later. Also consider that orders are filled according to the date they are received.

When you order, specify the "ALWAYS RELIABLE." You will then know that satisfactory results will be obtained at the lowest cost.

**OTTO BERNZ CO., Newark, N. J.**
Manufacturers of
**"ALWAYS RELIABLE" TORCHES AND FURNACES**

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## REAL COSTS OF PLUMBING INSTALLATION

Each of the two partners of a plumbing company, which is not by any means large in size, draws a salary of ten thousand dollars a year in addition to his share of the profits at the end of the year. One of these men devotes his attention to the completing of contracts, to seeing to it that the work is done in a satisfactory manner and at as low a cost as possible.

The other man stays in the office. He figures contracts and analyzes costs. It is the firm conviction of each partner that the work the man in the office does is well worth the money it costs. That man knows to a cent just what a given job ought to cost if conditions do not change before it is completed. He knows just what should be figured into each job as overhead. He knows costs so minutely that every contract, every job taken shows a real and not a fancied profit.

This man doesn't guess. He knows. He doesn't take the statements and the figures of someone else in regard to costs. He takes only those that he has found by experience to hold true in his own business.

### Know Your Own Overhead

"If you are going to make money in this business," said this man, "you can't rely upon any system of figuring costs, you can't use rule of thumb methods, you can't use a set of figures that someone else has worked out. You must study and apply your own individual costs. If I showed you all my costs, if I explained in detail the system I have worked out for this business and you gave all the information to other plumbers, it would mislead them rather than help them unless they analyzed their costs as carefully as I have mine.

The costs in no two concerns are exactly the same. The same system will not even work unless that system is adapted to the size and the kind of business. We are making money because we know our costs. There are today in this city men who are losing money. I know they are, because I know something about the prices they are charging and what it actually costs them to do the work. These same men, however, think they are making money. They have not analyzed their costs and there are some things that they are overlooking.

My partner and I are getting more out of the business than any other plumbers in town and we are doing so because we know our costs to a cent. I am able to save the firm a great deal more than my salary every year. If I went out on the job and tried to figure contracts at night, it would not be many years before we would be out of business."

Judging from the prosperity of this concern and the comparative poverty of others where everyone is too busy to analyze costs, the opinion of this man is well worth giving serious consideration. Today, more than ever before, it is necessary to analyze costs to know what each separate item costs and to be sure that all the items of cost entering into a job are included in the price charged for that job. A capable person in the office who is responsible for this work adds a great deal to the prosperity of the business.

Already there are too many concerns doing this to make it at all safe to neglect it. It is becoming harder and harder to offset any losses on one job by increased profits on another. It is likely to work the other way around. The concern that analyzes costs will get all the profitable jobs, while the concern which pays less attention to costs gets the unprofitable jobs.

The only safe way, according to this man who has made a success by doing so, is to keep a detailed classified account of overhead and operating expenses, a perpetual stock record, and frequently check up results by means of inventories and trial balances. Incidentally, as this man says, this makes it lots easier to borrow money at the bank to finance jobs that the firm would not be able to handle without this aid. This firm has found that studying and analyzing costs has been worth more than ten thousand dollars a year to it.

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## ANOTHER ACCOUNT OF TREACHERY DURING THE WAR

A few months before the armistice was signed, a Hamburg liner, owned and operated by a German agency, was interned at an American port and taken over by the United States Government for war service.

The lack of reluctance on the part of the ship's officers when leaving the ship, at once aroused suspicion and served to intensify the inspection given interned ships. Preliminary investigation failed to justify our officers' belief that the vital parts of the ship had been tampered with; however, after days and weeks of examination, during which time not an inch of the ship was overlooked, it was found that every ninth or tenth rivet on the ship's boiler had been removed and wooden pegs substituted. These wooden pegs were the same shape as the steel rivets and had been painted to match. Only by tapping and noting the unmetallic sound were they discovered. Experts said at the time that the boilers might have held for several hours before bursting. No doubt the Germans planned to allow the ship to get well out to sea before their labor would bear fruit.

However that may be, the point is forcibly brought out that ship rivets, whether in the boiler or hull plates, are the most vital parts of its construction. If of improper chemical analysis or driven while at the wrong temperature, immeasurable trouble and delay, is bound to result.

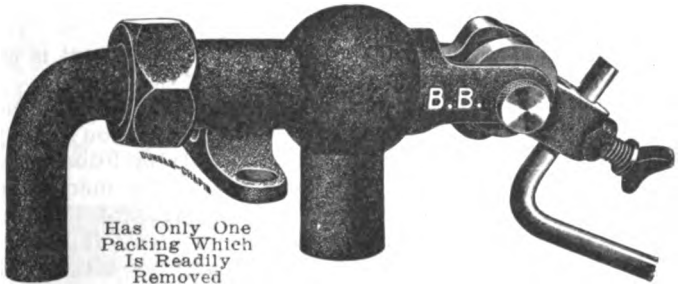
At the Hog Island ship yards, several years ago, in order to speed construction, premiums were given the workmen on the number of rivets driven; needless to say, it had a marked effect, but upon final inspection hundreds of rivets were condemned and consequently had to be removed, causing great delay and expense, condemned for the most part, however, because they were improperly heated and driven.

One manufacturer of rivets has made a scientific and exhaustive study of their peculiar requirements and in addition The Falls Rivet Company has endeavored to instruct customers in the proper method of heating and driving.

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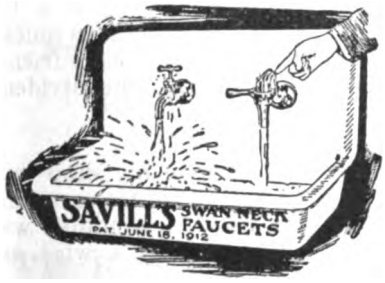



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

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**Full-stream flow** in a fraction of a minute.
**Gentle half-turn** either way operates.
**Protective Stop** on handle. Saves pinching.
**Best red brass**, 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

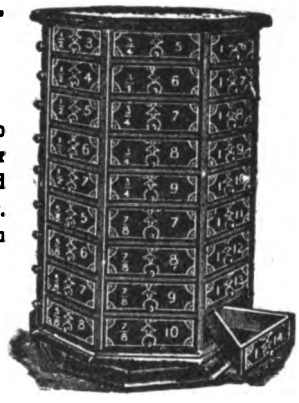
**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**
Send postal card for catalogue showing 23 styles.

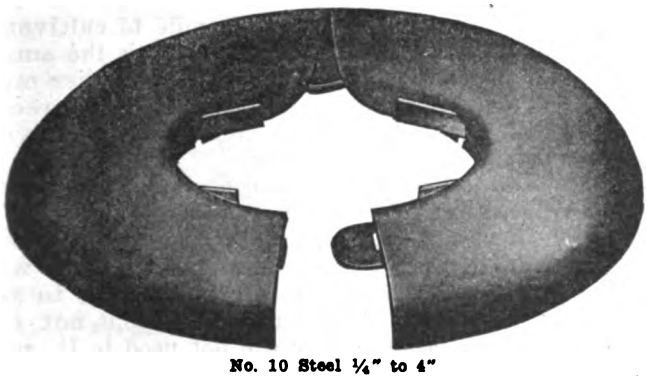


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# Actual Money Value of a Smile

(By Harry G. Nye)



You may shy at this, Gentle Reader, and flip the pages and pass it by with the comment:

"Oh, rats! That's one of those darned 'smile' articles again."

If you do, you are the very fellow who ought to read it. In the first place, it isn't going to be one of the usual kind, and even if it were, you could probably use it in your business, anyway.

What I have in mind to say isn't so wise that it hurts my head and I don't have to get rid of it to prevent headache; but I am going to try to take a new slant at this "gospel of the smile," and I would like it and appreciate it if you would go along with me and see what we can figure out together.

I say "figure" advisedly, because what I would like to do is to figure out the actual money value of a smile. Men who run everything from blacksmith shops to national banks have been advised by a thousand convention orators and a thousand conventional writers to "smile." But one thing I have observed about these speeches and articles is that they advise you to smile at the customer—to greet him with a grin and show him to the door with a snicker.

That isn't the kind of a smile I am talking about at all. Smiling at the customer is undoubtedly advisable, and, if she is a good-looker, very easy. There isn't any question about the selling power of a smile and the value of looking good-natured, although inside one may be biting nails.

### Smile for Home Consumption

But the smile I am talking about is the smile for home consumption, the smile for the shop and not for the shopper, for the fellow at the bench and not the dame at the door. I don't think I can quite figure out how much goods a good grin will sell, or whether you can add an extra five per cent if you throw in a laugh with it. But I do know just how much money you can make in your own shop with your own men in your own way.

"Charity begins at home," said the old saw, and it is true of a smile. Your shop is your home, your business home, and there is where you spend most of your days (and some of your nights). I never thought much of a religion that was for only Sunday wear, and I don't think much of a smiling policy for the public but not for the boys at the bench.

But what we were talking about was the money value of a grin as opposed to the handicap of a grouch—for a grin is an asset in any shop and a grouch is a liability.

Well, if you have a machine in the shop, you oil it once in a while, don't you? Why? Because it operates more easily and does better work. Well, then, why not oil the men around you and under you with a pleasant look that will make their work easier? Isn't it likely to make them work better, just as oil will the engine?

I rather think so. I try it once in a while myself, and it seems to work. I never knew a good smiler yet (unless he was just a fool grinner, who would grin at a funeral as quickly as he would at a show) who didn't have friends. And there is nothing that pays the dividends that friends do.

### Being Human

I'll like to have the men in my shop think of me not just as an employer but as a regular human being. Do you know, I wouldn't want to have a reputation for being a wise guy, even if I could? Of course, there's no chance, but anyway, I'd rather have the fellows around me think I was just about as likely to make a mistake as they are, just as likely to pull a boner, or say the wrong word, or do the wrong thing. I'd like to feel I was one with them and of them, not over them.

I wouldn't care if they thought I tried hard not to make breaks, just as long as they knew that I occasionally did. Then they'd know I wasn't a loafer, by the way I tried, and yet they would know I was human because now and then I failed.

I needn't tell you that that smile has to be from inside out, and not from the outside only. There is one thing that seldom gets by, and that is a counterfeit smile. If we could detect phony money as easily as any of us can spot phony good-fellowship, there would be a lot of needy counterfeiters in this world.

Because the smile I am talking about, after all, is not the smile for effect. I have no use for the professional smiler, who smiles for revenue only. The kind of smile to cultivate, and the only kind that will work, is the smile that you mean. If you want to make other men feel good, you must first feel good yourself. If you want to make other men like you, you must quit hating yourself.

But I haven't said much about the money value, after all. But it is easy to figure. I'll bet if you are a grouch and will set down your production per day per man; and then you will quit the grouch and get a grin on, come in for a while with a "Good morning" (but not too suddenly, because they are not used to it, and will suspect you) and will figure up your pro-

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**For Air, Gas and Liquids**




Pneumatic and Storage Tanks

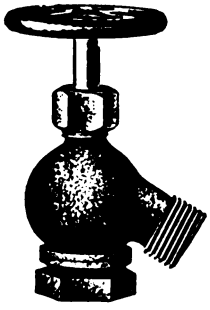
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# Garden Hose Valves
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**Nye the Die Man**
**Candidate for the Office of Die Maker to the American Plumbing Trade**

# My Platform

A league of nations using Nye Dies.

Government ownership of Nye Dies (in government shops).

The right of laboring men to demand Nye Dies.

Help for all disabled soldiers, and Nye Dies for all plumbers.

Freedom for Ireland, to use Nye Dies.

Encouragement of the merchant marine and of the use of Nye Dies.

A mandate in Armenia making Nye Dies mandatory.

Decrease of taxes, and increase of Nye Dies.

Better postal facilities—to speed up orders for Nye Dies.

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**Nye Armstrong Die**

**The Nye Tool & Machine Works**
**108-128 No. Jefferson St.**
**Chicago, Ill.**



**Nye Solid Die**


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duction per man per day again, you will find that a smile pays all the way from $1.89 to $87.54 a day, according to the size of the shop—and the smile.

And what it will pay you—in feeling a little happier and a little more human yourself—well, I can't figure that.

## EFFICIENT PLUMBING MOST IMPORTANT PART OF A HOUSE

There is nothing in a building that adds more to the comfort and convenience of the occupant than does a simple, efficient and economical system of plumbing. Did you ever attempt to realize what would happen to your city, if all your buildings were deprived of a plumbing system?

The thought of deprivation is terrible when you think about the insanitary condition that would follow and the nuisances that would result, also the increased number of breeding places for flies, mosquitoes, rats and other carriers of communicable, contagious and infectious diseases.

The modern home, factory, school, theatre, office building, hospital, hotel and public institution of today, would not and cannot be successfully operated without a system of plumbing and drainage. The removal of infectious material from buildings is of value to public health. The mental and physical health of the occupants of a home is dependent in a great measure upon the sanitary conveniences.

They are essential to the cleanliness of both the person and the apparel. The cleanliness of the body is simplified by the bath tub and shower bath. The cleanliness of the apparel is simplified by the laundry trays. The cleanliness of the hands, by which many diseases are transmitted to the mouth, is simplified by the lavatory. The sanitary condition of the kitchen and the cleanliness of the cooking utensils and food is in a great measure dependent upon the kitchen sink.

The sanitary drinking fountain has eliminated the danger inherent in the use of the common drinking cup, and the sanitary water closet is the safest method of removing human excrement and urine, which are the greatest hazards to man. This modern convenience has eliminated thousands of foul, germ-producing privy vaults, the chief breeding place of that disease-carrying pest and menace, the common house fly. The elimination of the privy vault has also removed one of the homes of the rat, another pest which is a very expensive boarder and a disease carrier.

F. J. Kantz is a new plumbing merchant at 554 E. Fifth Ave., Pomona, California. He has had experience in Indiana, as well as in California, and is well equipped to render the best of service.

## SHOW THIS TO YOUR TRADE

The Clayton & Lambert Mfg. Co., Detroit, Michigan, are manufacturers of the No. 71 Gasoline Fire Pot herewith illustrated. It is noiseless in its operation and burns perfectly, producing an intense heat without smoke or odor, and it is claimed that it is the hottest fire pot made. (See opposite page.)

The salient features of special interest to the mechanic are as follows: The extremely high generating power of the burner and low cost of operation, as fuel is saved to a remarkable degree, and the lightness of the construction of the fire pot, which makes it easy to carry around. The burner has a great generating power and is made with two heating surfaces, which burn from each side to the center and is protected by a hood with cover so that the flames are not affected by severe wind or cold weather.

This fire pot is equally satisfactory for outside work as well as for indoor uses. A pot of lead can be melted and a pair of 12-lb. soldering coppers can be quickly heated at the same time. The sub-flame for the generator allows the heating flame to be turned low, thus saving fuel expense, and the maximum heat can be secured instantly when needed. The tank is made of heavy gauge seamless drawn steel, reinforced, tinned inside and out, which makes it rust proof. It is fitted with patented Cushion Protection Band, which prevents injury to the base of the tank.

A large funnel makes the tank easy to fill and avoids the waste of fuel. The filler plug that screws into the funnel is made with a cap, which fits over the funnel, making it dust proof and keeps the dirt from getting into the gasoline and working up into the burner. Ample air pressure for operating the fire pot is produced by a patented Automatic Brass Pump, fitted with double spring automatic check valve. Any further information desired can be obtained from the makers at the above address, who will mail their catalog showing their complete line of gasoline and kerosene fire pots and torches for the mechanic's use, to anyone who is interested.

The Fresno Plumbing Supply Company is erecting a $15,000 home for itself at Mono and R. Street, Fresno, California. It is a one story brick building, with particular facilities for display windows.

Wealth is not the real prize of life, it is only a trophy, a symbol, and may carry with it no satisfaction; indeed it does not carry with it genuine, lasting satisfaction unless it has been won fairly, honestly, honorably.

A cup or medal or other trophy is not the real prize the victor receives; the real prize, the real reward, is the satisfaction derived from superior, worthy achievement.

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Ore., for October, 1920. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 310 Taylor Street, Portland, Oregon; editor, business manager and owner, T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 28th day of October, 1920. D. B. Richards, Notary Public. at Portland, Oregon, for April 1, 1921. Before me, a Notary Public, personally before me this 29th day of March, 1921. D. B. Richards, Notary Public.

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## STOVE POLISH

The ladies who read have no doubt used lots of stove polish, in their desire to have the kitchen range presentable, but we wonder if they know which was the first polish that was actively placed on the market. Well, it happened in 1827, nearly a century ago, and the polish was Dixon's Carburet of Iron. Although it actually contains no iron, it was first called "Carburet of Iron" because of the early supposition that graphite, of which it is composed, was a compound of iron and carbon.

For many years it was the best known polish in the world; then newer products demanded all the time of the company's sales force and stove polish gradually became neglected.

There are more than a hundred brands of polish now, but none of them give the same complete satisfaction as the "old reliable." Most women prefer a preparation that lasts a week or more on a hot stove, rather than the liquids and pastes that burn off quickly.

Dixon's "Carburet of Iron" is free from poisonous odors and explosive vapors. It does not burn red, but produces a beautiful lustre that lasts. When a real, honest-to-goodness polish is used there is no need to go over a stove every day or so to keep it looking attractive.

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You never see a really up-to-date store operated by a man who reads no trade papers.

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If your personal taste gets to the private office stage before your bank accounts gets there—kerflooie!

**TURNER New Gasoline - Kerosene Torches**



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.

## "IN A DIRTY BUSINESS BUT DO CLEAN WORK"

The following out-of-the-ordinary copy is clipped from the Pierce City (Mo.) paper:

Announcement: I am now located in the new A. C. Looney building. At your service with full equipment and a desire to get and retain your patronage. We are agents for the famous Delco Lighting System. Add Williams, the people's plumber, phone 48. I am in a dirty business but I do clean work.

---

It is a fine thing to be a good "spender," but if you keep your ears close to the ground you will hear the echo of the Guinea cry, "Spend me little, spend me long."




No. 71 Fire Pot. List Price, Each, $27.20
Ask for Discount

# The Hottest Fire Made

The No. 71 C. & L. Fire Pot is the Hottest Fire made and it is Smokeless, Odorless and Noiseless. Every mechanic knows what that means. The tank is made of seamless drawn steel, with all fittings welded in, and is practically indestructible. It has a sub-flame so that the burner can be turned down low when not in use, thus saving fuel and time. The No. 71 will heat 12-lb. coppers as fast as two mechanics can use them. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.**
Detroit, Mich., U. S. A.

# STOVE & FURNACE REPAIRS

Welding for All Makes — Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS — Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing — PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. — Head and Spot Lights — Milk and Ice Cream Cans, Etc.

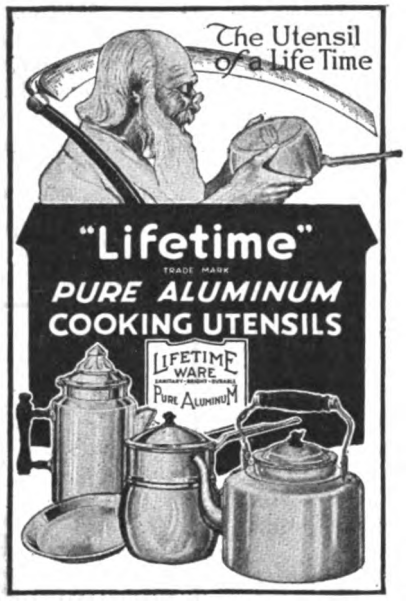
Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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# DEALERS!!

"Lifetime"
Trade Mark
the Guarantee
of Quality




Manufactured
at
Oakland

**ALUMINUM PRODUCTS CO.** Of the Pacific Coast **OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

*INCORPORATED*

SPOKANE, WASHINGTON

## Jobbers and Wholesalers

OF

## Stove Repairs

MANUFACTURERS OF

| | |
|---|---|
| ORIGINAL STOVE REPAIRS | DIAMOND BREAKOFF BACKS |

Efficient Service : Superior Quality : We Solicit Your Inquiries

*"The Largest Stove Repair House in the Northwest"*


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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

**AMMUNITION—Cartridges—Metallic**

| | Box. Less Smk | Semi-Smkls |
|---|---|---|
| Blank Rim Fire | | |
| 22 Short | $. 20 | $ ... |
| 32 Short | .40 | ... |
| Blank Center Fire— | | |
| 32 S & W | .75 | ... |
| 38 S & W | .90 | ... |
| 38 Long Colt | 1.35 | ... |
| 44 W C F | 1.65 | ... |
| Shot Rim Fire— | | |
| 22 Long | .65 | .70 |
| 32 Long | 1.20 | ... |
| Shot Center Fire— | | |
| 32 S & W | 1.10 | ... |
| 32 W C F | 1.45 | ... |
| 38 S & W | 1.30 | ... |
| 38 W C F | 1.65 | ... |
| 44 W C F | 1.65 | 1.90 |
| 44 X. L. | 1.85 | 2.05 |
| 44 Game Getter | 1.65 | 1.90 |
| Rim Fire, Ball— | | |
| BB Caps | ... | .40 |
| CB Caps | ... | .50 |
| 22 Short | .30 | .35 |
| 22 Short H P | .35 | .40 |
| 22 Long | .40 | .45 |
| 22 Long H P | .45 | .55 |
| 22 Long Rifle | .45 | .50 |
| 22 Long Rifle, H. P. | .50 | .55 |
| 22 W R F | .60 | .65 |
| 22 W R F, H P | .65 | .70 |
| 22 Win Auto | ... | .65 |
| 22 Win Auto, H P | ... | .70 |
| 25 Short Stevens | .70 | ... |
| 25 Stevens | .95 | ... |
| 32 Short | .75 | ... |
| 32 Long | .85 | ... |
| 38 Short | 1.10 | ... |
| 38 Long | 1.40 | ... |
| 41 Short | 1.20 | ... |
| Center Fire Pistol— | | |
| 22 Win. SS | 1.50 | 1.75 |
| 25 Colts Auto | ... | 1.60 |
| 25-20 Single Shot | 1.75 | 2.05 |
| 25-20 Win | 1.55 | 1.80 |
| 25-20 Win HV | ... | 2.00 |
| 7.63 MM Mauser | ... | 2.40 |
| 7.65 MM Mauser | ... | 2.40 |
| 9 MM Luger | ... | 2.60 |
| 32 Colts Auto | ... | 1.75 |
| 32 Colts Short | 1.10 | 1.20 |
| 32 Colts Long | 1.25 | 1.35 |
| 32 Colts Police Positive. | 1.25 | 1.35 |
| 32 S & W | 1.10 | 1.20 |
| 32 S & W Long | 1.25 | 1.35 |
| 32-20 Marlin | 1.55 | 1.90 |
| 32 Winchester | 1.65 | 1.90 |
| 32-20 Win HV | ... | 2.00 |
| 35 S & W Auto | ... | 1.75 |
| 38 Colts Auto | ... | 2.50 |
| 38 Colts Short | 1.40 | 1.55 |
| 38 Colts Long | 1.50 | 1.60 |
| 38 Colts Police Positive. | 1.40 | 1.55 |
| 38 S & W | 1.55 | 1.65 |
| 38 S & W Special | 1.70 | 1.80 |
| 38 Winchester | 1.85 | 2.30 |
| 41 Colts Short DA | 1.65 | 1.80 |
| 41 Colts Long DA | 1.90 | 2.15 |
| 44 Bull Dog | 1.75 | ... |
| 44 S & W Amer | 2.00 | 2.15 |
| 44 S & W Rus | 2.15 | 2.30 |
| 44 S & W Special | 2.30 | 2.50 |
| 44 Webley | 1.80 | ... |
| 44 Winchester | 2.00 | 2.45 |
| 45 Colts | 2.15 | 2.40 |
| 45 Colts Auto | ... | 2.90 |
| Center Fire Military and Sporting— | | |
| 22 Savage | ... | 1.60 |
| 250-3000 Savage | ... | 1.75 |
| 25-21 Stevens | 2.30 | ... |
| 25-25 Stevens | 1.90 | 2.35 |
| 25-35 Winchester | ... | 1.40 |
| 25-35 Short Range | ... | 1.40 |
| 25-36 Marlin | ... | 1.40 |
| 25 Remington Rimless | ... | 1.40 |
| 6 MM U S N | ... | 2.10 |
| 7 MM Spanish Mauser | ... | 2.10 |
| 7.655 MM Bel Mauser | ... | 2.10 |
| 8 MM Mauser | ... | 2.10 |
| 9 MM Mauser | ... | 2.30 |
| 30-30 Winchester | ... | 1.60 |
| 30 Remington Rimless | ... | 1.60 |
| 30 Government Rimless | ... | 2.30 |
| 303 Savage | ... | 1.60 |
| 32 Remington Rimless | ... | 1.60 |
| 32-40 Winchester | 1.30 | 1.35 |
| 32-40 Winchester H V | ... | 1.60 |
| 32 Winchester Slf Ldg | ... | 2.30 |
| 32 Winchester Special | ... | 1.60 |
| 33 Winchester | ... | 2.10 |
| 35 Remington Rimless | ... | 1.75 |
| 35 Winchester | ... | 2.30 |
| 35 Winchester Slf Ldg | ... | 2.90 |
| 351 Winchester Slf Ldg | ... | 2.30 |
| 38-55 Winchester Lead | 1.45 | 1.75 |
| 38-55 Winchester HV | ... | 1.95 |
| 38-56 Winchester | 1.45 | 1.75 |
| 40-60 Marlin | 1.50 | ... |
| 40-60 Winchester | 1.50 | ... |
| 40-65 Winchester | 1.50 | 1.75 |
| 40-70 Winchester | 1.55 | ... |
| 40-72 Winchester | 1.55 | 1.80 |
| 40-82 Winchester | 1.55 | 1.80 |
| 401 Winchester Auto | ... | 1.70 |
| 405 Winchester | ... | 2.50 |
| 45-60 Winchester | 1.55 | ... |
| 45-70-405 Government | 1.55 | 1.80 |
| 45-75 Winchester | 1.55 | ... |
| 45-90 Winchester | 1.65 | 1.80 |

**SHELLS, LOADED—**

**MEDIUM GRADE.**

**BULK—SMOKELESS.**

12 S drs. x 1 oz., 24 grs. x 1 oz., drop shot ..... $1.30
8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot ..... 1.25
8¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot ..... 1.25
8¼ drs. x 1⅛ oz., BB shot, drop shot ..... 1.35
8¼ drs. x Buck shot, drop shot ..... 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot ..... 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot ..... 1.20
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot ..... 1.15

**HIGH GRADE SMOKELESS—**

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot ..... 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot ..... 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot ..... 1.20
20 2¼ drs. x ¾ oz., chilled shot ..... 1.25
2½ drs. x ¾ oz., chilled shot 1.25

**Trap Loads—**

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3½ drs. x 1⅛ oz., 7½ chilled 1.40

**Black Powder—Loads—**

12 3¼ drs. x 1⅛ oz., drop shot 1.05

**Caps and Primers—**

| | | |
|---|---|---|
| Percussion | .20 | .... |
| Musket Caps | .25 | .... |
| Primers, 100 in box | .35 | .... |
| Primers, 250 in box | .80 | .... |

**Empty Paper Shells—Black pow.—**

| | |
|---|---|
| 12, 16, 20, Ga. per 100. | 1.50 |
| 10 Ga. per 100 | 1.65 |

**MEDIUM GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. per 100 | 1.90 |
| 10 Ga. per 100 | 2.10 |

**HIGH GRADE SMOKELESS—**

| | |
|---|---|
| 12, 16, 20, 28 Ga. | 2.30 |
| 10 Ga. per 100 | 2.40 |

**Empty Brass Shells—**

| | |
|---|---|
| Best qual. 12, 16, 20 28, Box 25 | 2.75 |
| 2nd Qual. 12, 16, 20 28, box 25 | 2.10 |

**Wads—**

| | |
|---|---|
| Cardboard, box 250 | .30 |
| Black Edge, Reg., box 250 | .50 |
| Black Edge, ¼ in., 125 in box | .40 |
| Black Edge, ¼ in., 250 in box | .80 |

**ADZES**—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.

Lippincotts—House, $3.50; Ship, $4.00.

Whites or Bartons—House, $5.00.

Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

**ALUMINUM WARE, CAST—**

**Bottles, Hot Water—**

| | |
|---|---|
| Universal | 3.50 |

**Griddles—**

| | |
|---|---|
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |

**Kettles, Berlin—**

| | |
|---|---|
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |

**Kettles, Maslin—**

| | |
|---|---|
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 13.25 |

**Kettles, Tea—**

| | |
|---|---|
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |

**Pans, Lipped Sauce—**

| | |
|---|---|
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |

**Skillets—**

| | |
|---|---|
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |

**Spoons, Basting—**

| | |
|---|---|
| 15-inch | .30 |

**Spoons, Mixing—**

| | |
|---|---|
| 13-inch, Slotted | .30 |

**Waffle Moulds—**

| | |
|---|---|
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

**ANCHORS**—Screws per 100, 3-16, $4.15; ¼, $6.25.

Sebco, 3-16x½ in. -⅝ in. -1 in., $1.75 per hundred net; ¼x½ in. -⅝ in. -1 in., $1.96 per hundred net.

**ANVILS**—Vulcan No. 2, 20-lb., $8.75; No. 3, 30-lb., $10.00; No. 4, 40 lb., $12.00; No. 5, 50 lb., $13.50; No. 6, 60 lb., $15.00; No. 7, 70 lb., $17.50; No. 8, 80 lb., $19.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

**ANTIMONY**—Slab, 25c lb.

**APRONS**—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

**AUGURS**—Greenlee Carpenters' Nut, No. 57.

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1⅛ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | 1½ | 1⅝ | 2 | 2½ | 3 | |
| Each | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 | |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 62 each | 2.90 | 2.90 | 3.25 | 3.25 | 3.60 | 3.60 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

**ASBESTOS—**

Mill board, 30c lb.; Cut, 35c lb.

Paper, 30c lb.; Cut, 35c lb.

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.30 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 118 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½0 | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.85 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |
| 30 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .30 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 118 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.25 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 318 | 13.00 |
| 324 | 15.75 |
| 336 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb. 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1½ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $4.50; unhandled, $3.00.
Single Bit—Handled, warranted, $4.00; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBIT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 28c lb.; No. 1, 27c lb.; No. A (genuine), $1.20 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 35c lb.; Acme, 85c lb.; XXXX Nickeled, $1.20 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 580, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x24, $1.00 each; Straight Chisel No. 14, ¾ x15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1662, $3.65 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. See Sparkers.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 80c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $2.50 each; 6-inch, $3.75; 7-inch, $5.25; 8-inch, $7.25; 10-inch, $13.00.

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## RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $23.50. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.75; 1, $1.45; 2, $1.15; 3, 85c; 4, 75c; 5, 70c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

| BIBBS—Compression— | ⅛-in. | ¼-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.50 | 1.95 | 2.60 | .... |
| Finished brass | 1.70 | 2.15 | 2.85 | 5.20 |
| Nickel plated | 2.00 | 2.45 | 3.20 | 5.65 |
| Hose—Rough brass | 1.70 | 2.15 | 2.85 | 9.90 |
| Finished brass | 1.95 | 2.40 | 3.10 | 5.75 |
| Nickel plated | 2.25 | 2.70 | 3.45 | ... |

BITS—Auger—

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1 25 | $ .30 |
| 4 | .75 | .55 | 1.25 | .30 |
| 5 | .75 | .55 | 1.25 | .30 |
| 6 | .75 | .55 | 1.25 | .35 |
| 7 | .75 | .60 | 1.25 | .35 |
| 8 | .75 | .60 | 1.25 | .35 |
| 9 | .90 | .65 | 1.35 | .40 |
| 10 | .90 | .70 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1 25 | .... | .75 |
| 18 | 1.75 | 1.20 | ... | .80 |
| 20 | 2.00 | 1.40 | ... | .85 |
| 22 | 2 25 | 1.60 | ... | .95 |
| 24 | 2.50 | 1.80 | ... | 1.10 |

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $10.50. Irwin, 13 bits, $8.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 8—

| | | | |
|---|---|---|---|
| 12 | 2.00 | 18 | 1.90 |
| 15 | 2.15 | 21 | 2.00 |
| 18 | 2 25 | 24 | 2.35 |
| 21 | 2.35 | Stanley, No. 1— | |
| 24 | 2.50 | 12 | 2.00 |
| Millers Falls, No. 5— | | 16 | 2.15 |
| 12 | 1.75 | 18 | 2.25 |
| 15 | 1.75 | 24 | 2.35 |

BLOCKS—Wood Tackle—

| | Com Sngl. | Com Dbl. | Com Triple | Pat Sgl. | Pat Dbl. | Pat Triple |
|---|---|---|---|---|---|---|
| 3 | 1.00 | 1.80 | 2.50 | 1.40 | 2 60 | 3.35 |
| 4 | 1.20 | 2.15 | 3.00 | 1.55 | 2.95 | 3.80 |
| 5 | 1.25 | 2.30 | 3.15 | 1.65 | 3.00 | 4.05 |
| 6 | 1.50 | 2.75 | 3.85 | 1.95 | 3.75 | 5.10 |
| 7 | 1.80 | 3.30 | 4.70 | 2 25 | 4.35 | 5.80 |
| 8 | 2.50 | 3.85 | 5.80 | 2.95 | 5.35 | 6.95 |
| 10 | 3.85 | 5.90 | 8.25 | 4.50 | 7.75 | 9 80 |
| 12 | 6.00 | ... | ... | 6.90 | 12.00 | 15.20 |

Steel Tackle—

| Size | Single | Dbl. | Triple |
|---|---|---|---|
| 3 | .95 | 1.75 | |
| 4 | 1.15 | 2.15 | 2.45 |
| 5 | 1.35 | 2.35 | 2.55 |
| 6 | 1.50 | 2.75 | 3.35 |
| 7 | 1.50 | 2.75 | 4.00 |
| 8 | 2.75 | 4.50 | 5.10 |
| 10 | 4.25 | 7.00 | 7.50 |

Wood Snatch—

| | |
|---|---|
| 6 | 4.50 |
| 8 | 6.50 |
| 10 | 9.00 |
| 12 | 11.00 |

Tackle—Dbl. Galv.—176

| | |
|---|---|
| ¾ | .20 |
| 1 | .20 |
| 1¼ | .25 |
| 1½ | .35 |
| 1¾ | .60 |
| 2 | .65 |
| 2½ | .85 |

No. 200 Buffalo—
12" Complete..... 44.00
14" Complete..... 50.00
No. 700 Climax—
12" Complete..... 28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x13 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.35 each; 5-foot, $2.00; 5½-foot, $2.25; 6-foot, $2.50.

BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.

BOLTS—Common Carriage—

| Size | 3-16" & ¼" | | 5-16" | | ⅜" | | 7-16" | | ½" | |
|---|---|---|---|---|---|---|---|---|---|---|
| 1½ | .25 | 1.65 | .35 | 2.30 | .45 | 3.15 | .60 | 3.85 | .70 | 4.70 |
| 2 | .25 | 1.80 | .40 | 2.50 | .50 | 3.40 | .65 | 4.20 | .80 | 5.20 |
| 2½ | .30 | 2.00 | .40 | 2.70 | .55 | 3.65 | .70 | 4.55 | .85 | 5.70 |
| 3 | .30 | 2.15 | .45 | 2.90 | .60 | 3.95 | .75 | 4.90 | .90 | 6.15 |
| 3½ | .35 | 2.30 | .45 | 3.10 | .65 | 4.20 | .80 | 5.25 | 1.00 | 6.65 |
| 4 | .40 | 2.50 | .50 | 3.30 | .65 | 4.45 | .85 | 5.60 | 1.05 | 7.15 |
| 4½ | .40 | 2.65 | .55 | 3.50 | .7- | 4.75 | .90 | 5.95 | 1.15 | 7.60 |
| 5 | .45 | 2 80 | .55 | 3.70 | .75 | 5.00 | .95 | 6.30 | 1.20 | 8.15 |
| 5½ | .45 | 3.00 | .60 | 3.90 | .80 | 5.25 | 1.00 | 6.55 | 1.30 | 8.65 |
| 6 | .50 | 3.15 | .60 | 4.10 | .85 | 5.50 | 1.05 | 7.00 | 1.35 | 9.10 |
| 6½ | .55 | 3.50 | .70 | 4.55 | .90 | 6.15 | 1.10 | 7.35 | 1.45 | 9.60 |
| 7 | .55 | 3.65 | .70 | 4.75 | .95 | 6.40 | 1.15 | 7.70 | 1.50 | 10.10 |
| 8 | .60 | 4.00 | .75 | 5.15 | 1.05 | 7.00 | 1.25 | 8.40 | 1.65 | 11.05 |
| 9 | ... | .... | .85 | 5.60 | 1.15 | 7.50 | 1.35 | 9.10 | 1.80 | 12.05 |
| 10 | ... | .... | .90 | 6.05 | 1.20 | 8.05 | 1.50 | 9.80 | 1.95 | 13.05 |
| 11 | ... | .... | ... | .... | 1.30 | 8.65 | 1.60 | 10.50 | 2.10 | 14.00 |
| 12 | ... | .... | ... | .... | 1.40 | 9.20 | 1.70 | 11.20 | 2 25 | 15.00 |
| 14 | ... | .... | ... | .... | .... | .... | .... | .... | 2.55 | 17.00 |
| 16 | ... | .... | ... | .... | .... | .... | .... | .... | 2.85 | 18.90 |
| 18 | ... | .... | ... | .... | .... | .... | .... | .... | 3.15 | 20.90 |
| 20 | ... | .... | ... | .... | .... | .... | .... | .... | 3.45 | 22.85 |

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove

| Size— | 1/4, 5-32" Doz. | 100 | 3-16" Doz. | 100 | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| ¾ | .10 | .70 | .10 | .70 | ... | ... | ... | ... | ... | ... |
| ½ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅝ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ¾ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅞ | .10 | .75 | .10 | .75 | .15 | 1.00 | ... | ... | ... | ... |
| 1 | .10 | .75 | .10 | .75 | .15 | 1.05 | .20 | 1.50 | .25 | 2.20 |
| 1¼ | .10 | .80 | .10 | .80 | .15 | 1.10 | .20 | 1.55 | .30 | 2.30 |
| 1½ | .10 | .85 | .10 | .85 | .15 | 1.20 | .20 | 1.65 | .30 | 2.40 |
| 1¾ | .15 | .90 | .15 | .90 | .15 | 1.25 | .25 | 1.75 | .30 | 2.55 |
| 2 | .15 | .95 | .15 | .95 | .20 | 1.30 | .25 | 1.85 | .35 | 2.70 |
| 2¼ | ... | ... | .15 | 1.00 | .20 | 1.35 | .25 | 1.95 | .35 | 2.90 |
| 2½ | ... | ... | .15 | 1.05 | .20 | 1.45 | .25 | 2.00 | .35 | 3.05 |
| 3 | ... | ... | .15 | 1.20 | .20 | 1.60 | .30 | 2 15 | .40 | 3.35 |
| 3½ | ... | ... | .20 | 1.35 | .25 | 1.85 | .30 | 2.40 | .45 | 3.70 |
| 4 | ... | ... | .20 | 1.50 | .25 | 1.95 | .35 | 2.65 | .50 | 4.50 |

BOLTS—Machine, Square Head and Nut—

| Size | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.40 | $2.55 | $0.45 | $3.00 | $0.55 | $3.75 | $0.65 | $4.20 |
| 2 | .40 | 2.70 | .50 | 3.25 | .60 | 3.85 | .70 | 4.50 |
| 2½ | .40 | 2 80 | .50 | 3.35 | .60 | 4.10 | .75 | 4.80 |
| 3 | .45 | 2.90 | .55 | 3.55 | .65 | 4.30 | .75 | 5.10 |
| 3½ | .45 | 3.00 | .55 | 3.70 | .70 | 4.55 | .80 | 5.40 |
| 4 | .45 | 3.15 | .60 | 3.90 | .75 | 4.80 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.00 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | .. | ... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | .. | ... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | .. | ... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | .. | ... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | .. | ... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | .. | ... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| Size | ½" Doz. | 100 | ⅝" Doz. | 100 | ¾" Doz. | 100 | ⅞" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.80 | $5.10 | $1.20 | $7.80 | $1.70 | $11.65 | .... | .... |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 | 2.50 | 16.80 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 | 2.65 | 17.85 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 | 2.85 | 18.90 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 | 3.00 | 19.95 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 | 3.15 | 21.00 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 | 3.30 | 22.05 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 | 3.45 | 23.10 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 | 3.60 | 24.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 | 3.80 | 25.20 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 | 3.95 | 26.25 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 | 4.10 | 27.30 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 | 4.40 | 29.40 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 | 4.75 | 31.50 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 | 5.05 | 33.60 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 | 5.35 | 35.70 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 | 5.65 | 37.80 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 | 6.00 | 39.90 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 | 6.30 | 42.00 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 | 6.60 | 44.10 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 | 6.90 | 46.20 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 | 7.25 | 48.30 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 | 7.55 | 50.40 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 | 7.90 | 52.50 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 | 8.20 | 54.60 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 | 8.50 | 56.70 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 | 8.85 | 58.80 |
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 | 9.15 | 60.90 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 | 9.45 | 63.00 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 | 9.75 | 65.10 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 | 10.05 | 67.20 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 | 10.40 | 69.30 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 | 10.70 | 71.40 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 | 11.00 | 73.50 |
| 30 | 4.00 | 27.65 | 6.00 | 40.30 | 8.80 | 58.50 | 11.35 | 75.60 |

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## RETAIL SELLING PRICES—Continued.

**BOLTS—Barrel—**

| | |
|---|---|
| **Extra Heavy Wrought Steel, Japanned—** | |
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |
| **Cast Iron, Japanned—** | |
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |

**CHAIN—**

| | |
|---|---|
| **Cast Iron, Japanned—** | |
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |
| **Cast Iron, Amber or Bronzed—** | |
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |
| **Cast Iron, Ant. Copper or Dull Brass—** | |
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |

**CUPBOARD, Japanned—**

| | |
|---|---|
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |
| **Cupboard, Other Finishes—** | |
| 3-inch | .75 |
| 6-inch | 1.00 |

**FLUSH, Angle—All Finishes, Cast Bronze—**

| | |
|---|---|
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |

**LEVER—Cast Bronze, All Finishes—**

| | |
|---|---|
| 3½-inch | 1.10 |
| 5-inch | 1.25 |

**T-HEAD—Wrought Bronze, All Finishes—**

| | |
|---|---|
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |
| **Cast Bronze, All Finishes—** | |
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |

**FOOT—**

| | |
|---|---|
| **Cast Iron, Japanned—** | |
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |
| **Amber or Bronzed—** | |
| 6-inch | .55 |
| 8-inch | .75 |
| **Other Finishes—** | |
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |
| **Foot Wrought Steel—Cupboard, Japanned—** | |
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

**BOILERS—Range—**

| | Standard. | Extra Heavy. |
|---|---|---|
| 30 gallon | 22.50 | 24.00 |
| 40 gallon | 27.50 | 31.00 |
| 52 gallon | 44.50 | 47.65 |
| 66 gallon | 64.50 | 76.00 |
| 82 gallon | 75.85 | 91.00 |
| 100 gallon | 105.85 | 127.00 |

**BOTTLES—Vacuum—**

| **Thermos—** | |
|---|---|
| 6 | 5.00 |
| 6Q | 7.25 |
| 11 | 8.25 |
| 11Q | 5.25 |
| 14 | 8.75 |
| 14Q | 5.75 |
| 14½ | 8.25 |
| 15 | 4.50 |
| 15Q | 6.75 |
| 15½ | 4.00 |
| **Universal—** | |
| 21 | 3.00 |
| 22 | 5.00 |
| 61 | 2.50 |
| 62 | 4.00 |
| 71 | 3.50 |
| 72 | 5.50 |
| 81 | 4.75 |
| 82 | 7.00 |
| 91 | 4.25 |
| 92 | 6.50 |
| 592 | 7.50 |
| **Ferrostat—** | |
| 504R | 11.00 |
| 505R 2-qt. | 16.00 |
| 505N | 16.50 |

**FILLERS—Thermos and Universal—**

| | |
|---|---|
| ½ Pint | 2.25 |
| 1 Pint | 2.50 |
| 1 Quart | 3.75 |

**LUNCH KITS—**

| **Thermos—** | |
|---|---|
| 392 and 396 | 5.00 |
| 393 and 397 | 5.50 |
| 394 and 398 | 6.25 |
| **Universal—** | |
| 810 | 4.75 |
| 820 | 5.25 |
| 410 | 5.00 |
| 510 | 5.50 |
| 4070 | 6.25 |
| 8070 | 4.25 |

| **Thermos—Food Jars.** | | **Fillers** |
|---|---|---|
| 600 | 4.50 | 2.50 |
| 601 | 5.50 | 2.75 |
| 602 | 7.75 | 4.00 |
| **Thermos—Jugs.** | | **Fillers** |
| 556 | 10.25 | 4.75 |
| 557 | 10.25 | 5.50 |

| **Thermos—Cases—** | |
|---|---|
| 104 | 5.00 |
| 104Q | 7.00 |
| 114 | 10.00 |
| 114Q | 15.00 |
| 180 | 10.00 |
| 180Q | 15.00 |

**BOXES—Mail—Apartment—** Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5⅝x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

**BOXES—Mitre—**

| **Goodell—** | **Each** |
|---|---|
| 265 26x4 | 24.00 |
| 285 25x5 | 25.50 |
| 306 30x5 | 27.00 |
| **Stanley—** | |
| 50½ | 12.70 |
| 246 | 35.50 |
| 358 | 28.75 |
| 460 | 35.00 |
| **Acme—** | |
| 72 | 22.50 |
| 73 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |
| **New Langdon Imp—** | |
| 72 | 25.00 |
| 73 | 25.75 |
| 74 | 27.50 |
| 75 | 28.00 |
| **Stearn's Perfection—** | |
| 20 | 4.75 |

**BRACES—**

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

**BRACKETS—Shelf—**

| **Japanned—** | **Pair** | **Copper, Brass, Nickel—** | **Pair** |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

| **BRADS—Wire—** | **Bulk per lb.** | **½-lb. pkgs.** | **¼-lb. pkgs.** |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¾ to 2-inch | .20 | .20 | .15 |

**BRASS—Sheet—Soft,** per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

**BREAD AND CAKE MAKERS—Universal—**No. 2, $2.75 each; No. 4, $4.50 each; No. 8, $5.50 each; No. 44, $4.50 each.

**BRIGHT WIRE GOODS—See Hooks and Eyes.**

**BROOMS—House or Parlor—**

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

| | **Push or Street** | | |
|---|---|---|---|
| Bassine, 14-in. | 1.75 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in. | 2.00 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in. | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 16-in. | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

**BRUSHES—**

| | |
|---|---|
| **CASTING—** | |
| Round | .80 |
| Oblong | .60 |
| **Counter—** | |
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |
| **FLOOR—** | |
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |
| **Garage—** | |
| Fibre, 16-inch | 2.00 |
| Fibre, 18-inch | 2.25 |
| Fibre, 20-inch | 2.50 |
| Fibre, 24-inch | 3.25 |
| **Gear—** | |
| Handles | .65 |
| Hand or Nail | .10 |
| **Horse—** | |
| Rice Root, 12½ lb | .75 |
| Rice Root, 18 lb. | 1.25 |
| Palmyra Fibre, 12½ lb. | .55 |
| Palmyra Fibre, 18 lb. | .95 |
| Mixed Fibre, 18 lb. | .90 |
| Ox Fibre, 8½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |
| **Kalsomine—** | |
| 7-in., single | 2.40 |
| 3x7½ in blocks | 6.75 |
| **Marking—(Round)—** | |
| White bristles— | |
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

**Paint—(Chinese bristles)—**

| **Grade.** | **1** | **2** | **3** | **4** | **5** |
|---|---|---|---|---|---|
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

| | |
|---|---|
| **Roofing—Knotted—** | |
| 3 knots, 14-lb. | 2.00 |
| 4 knots, 18-lb. | 2.50 |
| **Sash—Chisel Point—** | |
| ½x1½-in. | .20 |
| ⅝x1¾-in. | .25 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |
| **Scrub—** | |
| Gray Tampico, 10" | .40 |
| Gray Tampico, 12" | .50 |
| Ox Fibre, 7" | .40 |
| Ox Fibre, 10" | .50 |
| Ox Fibre, 12" | .55 |
| White Tampico, 8" | .35 |
| White Tampico, 11" | .50 |
| White Tampico, 12" | .70 |
| **Shoe—** | |
| Dauber, wood | .20 |
| Dauber, iron | .30 |
| Brush only, ⅞-in. | .25 |
| Brush only 1¼-in. | .75 |
| Combination | .25 |
| Extra bristles | .50 |
| Best 1¼-in. bristles | .85 |
| **Sink—** | |
| Ox Fibre | .15 |
| Split Bamboo | .05 |
| **Shaving—Rubber Set—** | |
| Ebonized handle | .55 |
| Boxwood, small | 1.00 |
| Boxwood, medium | 1.10 |
| Boxwood, large | 1.25 |
| White Bone, small | 1.00 |
| White Bone, medium | 1.25 |
| Octagon Bone | 2.00 |
| Octag. Bone, polished | 4.00 |
| **Stencil—** | |
| 1½-in., 2½-lb. | .25 |
| 1¼-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

| Window— | | Squeegee, 10-in. | .80 |
|---|---|---|---|
| Gray fibre | .75 | Squeegee, 12-in. | .35 |
| Black horsehair | .90 | Squeegee, 14-in. | .40 |
| Pope's Eye | 1.15 | Squeegee, 16-in. | .50 |

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 10c each; 1-inch, 15c; 1⅛-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.85.

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 13x13 Bell | 4.75 | 3.75 |

CHAINS—Tire.

| Size | Pair | Size | Pair |
|---|---|---|---|
| Tire—Weeds | | 4½x33 | 7.25 |
| 3 x30 | 4.50 | 4½x34 | 7.50 |
| 3½x30 | 5.00 | 4½x35 | 8.00 |
| 3½x32 | 5.50 | 4½x36 | 8.00 |
| 4 x31 | 6.00 | 4½x37 | 8.75 |
| 4 x32 | 6.00 | 5 x35 | 9.00 |
| 4 x33 | 6.50 | 5 x36 | 9.00 |
| 4 x34 | 7.00 | 5 x37 | 9.75 |
| 4 x35 | 7.50 | 5½x36 | 12.00 |
| 4 x36 | 7.50 | 5½x37 | 13.00 |
| 4½x32 | 7.00 | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 13c ft.; 3-0, 11c ft.; 2-0, 10c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; ¼, 28c lb.; 5-16, 24c lb.; ⅜, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c.; No. 12, 10c; No. 10, 12½c; No. 8, 15c; No. 6, 25c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 112, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 8½c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each.
Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

| Enterprise | | Universal | |
|---|---|---|---|
| 5 | 4.50 | 0 | 2.50 |
| 10 | 7.00 | 1 | 3.00 |
| 12 | 6.50 | 2 | 3.50 |
| 22 | 11.00 | 3 | 4.75 |
| 32 | 14.00 | 804 | 11.00 |
| | | Russwin | |
| 501 | 2.75 | 0 R | 2.75 |
| 602 | 3.25 | 1 R | 3.25 |
| 702 | 4.50 | 2 R | 4.00 |
| | | 3 R | 5.50 |

CHISELS—

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ⅛ | .20 | .35 | .55 | .50 | .50 |
| 5-16 | .25 | .35 | .60 | .50 | .55 |
| ¾ | .25 | .40 | .65 | .55 | .60 |
| ⅛ | .30 | .45 | .75 | .65 | .75 |
| ⅝ | .40 | .55 | .85 | .70 | .85 |
| ¾ | .45 | .65 | .90 | .90 | 1.00 |
| ⅞ | .75 | .90 | ... | ... | 1.25 |
| 1 | .80 | 1.00 | ... | ... | 1.50 |

CHURNS—Barrel—No. 0, $9.25 each; 1, $10.50; 2, $11.50; 3, $13.00; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1, $6.00; 2, $6.75; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c each; 20, 90c; 30, $1.25; 40, $1.50.
Dazey, Tin, without Dasher—2-gal., $5.25; 3-gal., $6.75; 4-gal., $8.25; 6-gal., $10.50.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.35; 4 ft., $11.50; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common, 2½-inch, 75c each; 3-inch, 85c; 4-inch, $1.25; 5-inch, $1.75; 6-inch, $2.00; 8-inch, $3.00; 10-inch $4.00; 12-inch, $5.00.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 15c; 33, 20c.

CLEANERS—Window—

| Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .45 | 16-inch | .65 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .75 | 16-inch | .75 |
| 14-inch | .60 | | | | |

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅝ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

| New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.75 | No. 1 | 3.75 |
| No. 2 | 8.00 | No. 2 | 3.75 |
| No. 3 | 10.50 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.35 | 14-inch | 3.00 |

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

**NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.**

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

| Hardware Galvanized— Mesh. | Sq. ft. | Screen | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ⅞ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05½ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .13 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .14 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

**COCKS—**

| No. | | Each |
|---|---|---|
| Ball 660— | ½-inch... | 1.60 |
| | ⅝-inch... | 1.85 |
| | ¾-inch... | 2.85 |
| | 1 -inch... | 4.25 |
| | 1¼-inch... | 6.75 |
| 1285 | ½-inch... | 2.65 |
| | ⅝-inch... | 2.85 |
| | ¾-inch... | 3.65 |
| | 1 -inch... | 6.65 |
| | 1¼-inch... | 10.25 |

| No. | | Each |
|---|---|---|
| Floats 895— | 5-inch... | .55 |
| | 6-inch... | .85 |
| | 7-inch... | 1.50 |
| | 8-inch... | 2.35 |
| | 10-inch... | 4.25 |
| Gas Hose— | ⅜-inch... | .55 |
| | ½-inch... | .60 |
| | ¾-inch... | .80 |

Service, Standard—Square or Flat Head—

| | ¼" | ⅜" | ½" | ⅝" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

**JOOKERS**—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

**COOLERS**—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

**COPPER**—Sheet, 60c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

**COPPER WARE**—Rome Nickel Plated—

| Tea Kettles. | | 5 pints ..... | 2.75 |
|---|---|---|---|
| 8½ inch..... | 3.50 | 6 pints ..... | 3.00 |
| 9½ inch..... | 3.75 | Tea Pots. | |
| 10½ inch..... | 4.25 | 2 pints ..... | 2.00 |
| Coffee Pots. | | 3 pints ..... | 2.25 |
| 3 pints ..... | 2.25 | 4 pints ..... | 2.50 |
| 4 pints ..... | 2.50 | 5 pints ..... | 2.75 |

**COPPERS. SOLDERING**—Family—

| | |
|---|---|
| 1 ..... | 1.65 |
| 2 ..... | 1.50 |
| Tinners— | |
| ½ pound, per pair..... | .25 |
| 1 pound, per pair..... | .40 |
| 1½ pound, per pair..... | .60 |
| 2 pound, per pair..... | .80 |
| 3 to 14 pounds..... | .75 |

**CORD**—Sash, Common—Per Hank: No. 6, $2.15; 8, $3.10; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.10; 8, $3.95; 10, $6.05; 12, $8.75.

**CORD, TINNED PICTURE**—
No. 00, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

**CRAYON**—Lumber, 10c; Soapstone, 5c.

**CULTIVATORS**—
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

**CUTTERS**—Pipe—Barnes, No. 1, $4.00 each; 2, $5.25; 3, $8.60; 4, $16.75; 5; $26.50.
Saunders—No. 1, $4.75 each; 2, $6.50; 3, $11.25.
Trimo—No. 1, $4.00 each; 2, $5.25; 3, $8.60.

**DAMPERS**—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

**DIVIDERS**—Wing, No. 1, 35 & 50, 6-in., 85c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.35. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

**DOLLIES**—Timber—
No. 649 .....14.00 No. 650 .....21.00

**DOORS**—Ash Pit—

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

**ASH TRAPS**—Common, 7x9, 80c; Adams Double, 90c.

**DOORS**—Screen—
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.25; 3x7, $4.50.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.00; 2-8, $4.40; 2-10, $4.65.
311 Black 1⅛-in.—2-6x6-6, $4.75; 2-8, $5.00; 2-10, $5.25; 3x7, $5.50.
391 Galv.—2-8x6-8, $6.00; 2-10x6-10, $6.25; 3x7, $6.50; 3x6-8, $6.75.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

**DRILLS**—

Goodell-Pratt Bench Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 8 ..... | 7.50 | 87 ..... | 12.00 |
| 8½ ..... | 9.50 | 97 ..... | 12.75 |
| 9¼ ..... | 14.00 | 118 ..... | 7.50 |
| 10½ ..... | 24.00 | | |
| 490½ ..... | 20.00 | | |
| 1003 ..... | 13.00 | | |
| 1005 ..... | 21.50 | | |
| 11 ..... | 22.00 | | |

Goodell-Pratt Breast Drills—

| | | | |
|---|---|---|---|
| 6 ..... | 5.85 | | |
| 07 ..... | 5.50 | | |
| 245 ..... | 5.00 | | |
| 279 ..... | 18.25 | | |

Millers Falls (Breast)—

| | | | |
|---|---|---|---|
| 12 ..... | 6.75 | | |
| 12A ..... | 6.50 | | |

Yankee—Millers Falls, Hand—

| | | | |
|---|---|---|---|
| 1 ..... | 3.50 | | |
| 2 ..... | 5.25 | | |
| 2B ..... | 4.75 | | |
| 3A ..... | 4.00 | | |
| 5 ..... | 4.00 | | |
| 98 ..... | 5.75 | | |
| 105 ..... | 3.75 | | |
| 806 ..... | 5.50 | | |
| 343 ..... | 4.00 | | |
| 1980 ..... | 5.75 | | |

Drill Presses—Millers Falls

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 23 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

Hand Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 4 ..... | 3.00 | 455 ..... | 9.25 |
| 4½ ..... | 2.80 | 545 ..... | 12.00 |
| 5½ ..... | 5.20 | 550 ..... | 10.50 |
| 5½B ..... | 5.20 | 555 ..... | 13.75 |
| 49 ..... | 2.30 | 1430 ..... | 4.50 |
| 53 ..... | 3.70 | 1445 ..... | 8.00 |
| 54 ..... | 4.00 | 1455 ..... | 9.25 |
| 154 ..... | 5.00 | 1530 ..... | 6.50 |
| 259 ..... | 6.40 | 1540 ..... | 10.00 |
| 329 ..... | 8.40 | 1545 ..... | 12.00 |
| 379 ..... | 8.50 | 1550 ..... | 11.75 |
| 385 ..... | 8.40 | 1555 ..... | 13.75 |
| 445 ..... | 8.00 | | |

Chain Drills—Goodell-Pratt

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 7.00 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

Yankee Automatic

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.80 |

Yankee Chucks and Drill Points

| No. | Set. | No. | Set. |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Ea. | | Ea. |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ½ ..... | .90 |
| ⅛ ..... | .23 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

Straight Shank Carbon Steel, Short Set—

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| ⅛ ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5-32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

Straight Shank, Wire Gauge Carbon Steel—

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | 16 | | |

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## RETAIL SELLING PRICES—Continued.

**ELECTRICAL APPLIANCES—**

Universal Goods—
Dishes, Chafing—
E921 ..... 15.75
E940 ..... 25.00
E9850 ..... 22.50
Grills—
E982 ..... 12.50
E984 ..... 15.00
Heaters, Immersion—
E970 ..... 7.00
Irons, Curling—
E9901 ..... 7.25
E99011 ..... 8.00
Irons, Pressing—
E901 ..... 10.00
E902 ..... 8.50
E905 ..... 8.50
E9023 ..... 7.50
E9035 ..... 8.50
E9051 ..... 9.50
E9081 ..... 9.00
Irons, Waffle—
E930 ..... 20.00
Pads, Heating—
E9940 ..... 13.50
Percolators—
E9025 ..... 18.50
E9027 ..... 14.00
E9029 ..... 15.00
E9435 ..... 17.00
E9437 ..... 18.50
E9439 ..... 20.00
E9635 ..... 15.00
E9637 ..... 16.00
E9639 ..... 17.50
E9646 ..... 21.00
E9649 ..... 23.50
E9676 ..... 13.50
Ranges, Table—
E9841 ..... 24.00
Stoves—
E998 ..... 11.00
E1997 ..... 11.00
E9960 ..... 10.00
Toasters—
E945 ..... 9.75
E946 ..... 8.50
Urns, Coffee—
E916 ..... 21.00
E919 ..... 22.50
E9136 ..... 18.00
E9146 ..... 23.50
E9149 ..... 26.50
E9166 ..... 28.50
E9169 ..... 31.00
E9176 ..... 19.50
E9179 ..... 21.00
E9166044 ..... 52.25
E9169044 ..... 54.75

Hot Point Goods—
Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $23.50.
Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.
Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.
Percolator Sets—414S4, $51.75; 414S6, $41.75; 415S5, $48.75.
Curling Irons—112L1, $8.00; 112L2, $7.00.
Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.
Heating Pads—50142, $10.00; 50151, $12.50.
Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.
Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.
Ovenette—No. 40701, $8.50.
Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.
Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.
Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00.
Attachments, $11.00.

**ELECTRICAL SUNDRIES—**

| | Each |
|---|---|
| Attachment Plugs, No. 903, Benjamin | .30 |
| No. 500, Bryant | .20 |
| Bells, 2½-inch Eclipse, Nonpareil, Iron Box | .85 |
| 3-inch Eclipse, Nonpareil, Iron Box | .85 |
| Buzzers, Nonpareil, Iron Box | .85 |
| Watch Case | .75 |
| | Pair |
| Cleats, 2 and 3 wire, unglazed | .06 |
| | Each |
| Clusters, No. 92, Benjamin, 2-light | 1.35 |
| No. 93, Benjamin, 3-light | 1.75 |
| No. 94, Benjamin, 4-light | 2.35 |
| Porcelain Rings for Clusters | .20 |
| | Foot |
| Cord, No. 18, Green and Yellow Twisted Lamp | .06 |
| No. 18, Heater, Twisted | .15 |
| | Each |
| Fuses, 6, 10, 15, 20, 25, 30 amp | .10 |
| Globes, 6x3¼, R. I. Ball | .60 |
| 8x3¼ or 4, Ball | 1.25 |
| Knobs, No. 5½, solid | .03½ |
| No. 5½, split | .06 |
| Lamp Guards, Style A—16 C. P. | .30 |
| Style H—16 C. P. | .35 |
| Style H—32 C. P. | .45 |
| Loxon, 40 watt (guard only) | .65 |
| Loxon, 60 watt (guard only) | .70 |
| Key for Loxon Guards | .10 |
| | Foot |
| Loom, 7-32 (250 feet in coil) | .10 |
| ¼ (250 feet in coil) | .11 |
| | Each |
| Receptacles, No. 226, Porcelain Cleat | .30 |
| No. 195, Freeman Key, brass | .70 |
| No. 188, Freeman Key, brass | .80 |
| Rosettes, No. 319, Cleat, Mesco No. 16445 | .20 |
| No. 333, Concealed Mesco No. 16447 | .30 |
| Switches, No. 400, Common Snap, Mesco 5121 | .50 |
| No. 403, Indicating Snap, Mesco No. 5123 | .50 |
| No. 459, 3-way Snap, and Mesco No. 5129 | .90 |
| No. 4401, Single Pole Push, and Mesco No. 5011 | .64 |
| No. 4403, 3-way Push, and Mesco No. 5012 | .89 |
| No. 707, Single Pole, 1-way Baby Knife | .40 |
| No. 708, Single Pole, 2-way Baby Knife | .60 |
| No. 709, Double Pole, 1-way Baby Knife | .65 |
| No. 710, Double Pole, 2-way Baby Knife | .85 |
| Sockets, ⅛-inch and Pendant Cap Key BB | .55 |
| Pull Chain | 1.00 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3¼ inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | Lb |
| Tape, Durafix Friction, ½-lb. rolls | .95 |
| Sticktite Friction, ½-lb. rolls | .95 |
| Parawelded Rubber, ½-lb. rolls | .85 |
| | Foot |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | Lb. |
| No. 18, Single Bell | 1.25 |
| No. 20, Twisted Bell | 1.40 |
| | 100 Feet |
| No. 18, Black R. C. Fixture | 1.50 |

**EMERY**—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

**FASTENERS**—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

**FAUCETS—Cork Lined—**
7-inch, each ..... .25
8-inch, each ..... .80
9-inch, each ..... .85

**FIBRE WARE**—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $2.00.
Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

**FIGURES AND LETTERS (STEEL)—**

| Figures | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.25 | .20 | | | |
| 3-16 inch | 1.50 | .25 | ⅛ inch | 3.75 | .20 |
| ¼ inch | 2.00 | .30 | 3-16 inch | 4.50 | .25 |
| 5-16 inch | 2.50 | .40 | ¼ inch | 6.00 | .30 |
| ⅜ inch | 3.00 | .60 | 5-16 inch | 7.50 | .40 |
| ½ inch | 4.50 | .85 | ⅜ inch | 9.50 | .60 |
| ⅝ inch | 19.25 | ... | ½ inch | 16.50 | .85 |
| ¾ inch | 29.00 | ... | | | |

**FILES**—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches, 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

**FIXTURES**—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

**FLASHLIGHTS—Eveready Daylos—**

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 2602 | 2604 | 2612 | 2616 | 2619 | 2627 | 2628 |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.85 | $1.10 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| Tubular Nos. | 2630 | 2631 | 2632 | 2633 | 2634 | 2638 | 2659 |
| Complete, ea. | $1.55 | $1.85 | $2.25 | $2.75 | $2.35 | $3.10 | $3.25 |
| Case & Bulb, ea. | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| Pocket Nos. | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| Complete, ea. | $1.25 | $1.00 | $1.25 | $1.00 | $1.25 | $1.25 | $1.50 |
| Case & Bulb, ea. | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| Tubular Battery Nos. | | | 705 | 706 | 790 | 791 | |
| Battery only, each | | | $ .50 | $ .25 | $ .35 | $ .80 | |
| Pocket Battery Nos. | 700 | 703 | 750 | 751 | 792 | 793 | |
| Battery only, each | $ .30 | $ .40 | $ .30 | $ .40 | $ .30 | $ .45 | |

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## RETAIL SELLING PRICES—Continued.

**FLASHLIGHTS—Continued—**

Kwiklites

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 5220 | 5221 | 5223 | 5229 | 5331 | 6240 | 6240B |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |
| Tubular Nos. | 6241 | 6241B | 6249 | 6249B | 6348 | 6348B | 6351 |
| Complete, ea. | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, e. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |
| Pocket Nos. | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
| Complete, ea. | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Nos. | 1202 | 1203 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

**FLATTERS**—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

**FORGES**—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

**FORKS**—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $8.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

**FREEZERS**—Arctic—

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 6.45 |
| 2 | 4.60 | 3 | 7.65 |
| 3 | 5.55 | 4 | 9.45 |
| 4 | 6.80 | 6 | 11.85 |
| 6 | 8.60 | 8 | 15.40 |
| 8 | 11.10 | 10 | 20.50 |
| Toy | 4.00 | 12 | 24.50 |
| White Mountain | | 15 | 29.25 |
| 1 | 5.55 | 20 | 38.00 |

**FROES**—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

**GARBAGE CANS**—(See Cans)—

**GATES**—Molasses and Oil—

Stebbins—¾-inch, 75c each, 1-inch, 90c each; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—¾-inch, $1.35 each; 1-inch, $1.50; 1¼-inch, $1.85; 1½-inch, $2.25; 2-inch, $2.50.

Lock Fast—½-inch, $1.45 each; ¾-inch, $1.65; 1-inch, $1.85; 1¼-inch, $2.00; 1½-inch, $2.25; 2-inch, $2.50.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

**GAUGES**—BUTT—Stanley—

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.25 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

**GLASS—Window—**

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting in Glass | Per Light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

**GLASSES—**

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

**GLASSES, GAUGE—**

| | Standard | | | Extra Heavy | |
|---|---|---|---|---|---|
| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
| 10 | .35 | .35 | .35 | .55 | .75 |
| 12 | .35 | .35 | .50 | .60 | .90 |
| 14 | ... | .45 | .60 | .70 | 1.05 |
| 16 | ... | .55 | .65 | .85 | 1.25 |
| 18 | ... | .60 | .75 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | ... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

**GLOBES**—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 20c each; Green or Red, 30c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 50c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

**GLUE—Dry—**

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| CX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

Imperial Liquid—

| Size | 1 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

Le Page's Liquid—

| Size | 1 Oz. | 2 Oz. | ⅛ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea. | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

**GOUGES**—Outside and Inside—

Witherby No. 320—⅛-inch, $1.50, ¼-inch, $1.50; ⅜-inch, $1.50; ½-inch, $1.60; ⅝-inch, $1.65; ¾-inch, $1.75; ⅞-inch, $1.85; 1-inch, $2.00; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.00.

Bucks Nos. 40 and 41—⅛-inch $1.25; 3-16-inch, $1.25; ¼-inch, $1.25; ⅜-inch, $1.35; ½-inch, $1.40; ⅝-inch, $1.45; ¾-inch, $1.50; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $1.95; 1¾-inch, $2.15; 2-inch, $2.35.

P. S. & W. Firmer—

| | | | | | |
|---|---|---|---|---|---|
| 160— | ¼ inch | 1.50 | 1 inch | 2.10 |
| | ⅜ inch | 1.50 | 1¼ inch | 2.25 |
| | ½ inch | 1.65 | 1½ inch | 2.50 |
| | ⅝ inch | 1.70 | 1¾ inch | 2.75 |
| | ¾ inch | 1.80 | 2 inch | 3.25 |
| | ⅞ inch | 2.00 | | |

## GALVANIZED WARE

**Boilers, Coffee**

| | |
|---|---|
| 1½ quarts | .90 |
| 2 quarts | 1.10 |
| 3 quarts | 1.35 |
| 4 quarts | 1.90 |
| 6 quarts | 2.15 |
| 8 quarts | 2.60 |
| 10 quarts | 3.00 |
| 12 quarts | 3.40 |

**Boilers, Wash**

| | |
|---|---|
| 18 | 2.75 |
| 21 | 3.25 |
| 23 | 3.50 |

**Bowls, Wash**

| | |
|---|---|
| 11 inch diam. | .40 |
| 13-inch diam. | .50 |

**Buckets, Fire**

| | |
|---|---|
| 12 quarts | .90 |
| 14 quarts | 1.00 |
| 14 quarts | 1.25 |

**Buckets, Well**

| | |
|---|---|
| 10 quarts | .90 |
| 12 quarts | 1.00 |
| 14 quarts | 1.10 |

**Cans, Ash**

| | |
|---|---|
| 10 gals. | 4.80 |
| 16 gals. | 5.75 |
| 20 gals. | 6.75 |
| 28 gals. | 7.75 |

**Cans, Garbage**
5% dis. in lots 3 doz.
Smooth, Pail Handle

| | |
|---|---|
| 2 gals. | 1.25 |
| 5 gals. | 1.65 |
| 6 gals. | 2.00 |
| 8 gals. | 2.35 |
| 10 gals. | 2.75 |
| 16 gals. | 3.25 |

Corrugated.
Side Handles

| | |
|---|---|
| 15 gals. | 6.75 |
| 16 gals | 7.25 |
| 21 gals. | 8.00 |

**Gasoline Cans**
(1 P & B, 1)

| | |
|---|---|
| 5 gals. | 3.00 |
| 1 gal. | .85 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

(Top faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Oil Cans**

| | |
|---|---|
| 1 gal | .70 |
| 2 gals. | 1.15 |
| 5 gals. | 2.50 |

(Double seamed)

| | |
|---|---|
| 5 gals. | 2.00 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Dippers**

| | |
|---|---|
| 1 quart | .30 |

**Coal Hods**

| | |
|---|---|
| 16 inch | 1.00 |
| 17 inch | 1.20 |

**Camp Kettles**

| | |
|---|---|
| 1 gal. | .40 |
| 1½ gals. | .55 |
| 2 gals | .70 |
| 3 gals. | .90 |
| 4 gals. | 1.05 |

**Cement Pails**

| | |
|---|---|
| 14 quarts | 2.75 |

(Puritan)

| | |
|---|---|
| 14 quarts | 3.00 |

**Chamber Pails**

| | |
|---|---|
| 10 quarts | 1.35 |
| 12 quarts | 1.40 |

**Stock Pails**

| | |
|---|---|
| 14 quarts | 1.25 |
| 16 quarts | 1.35 |
| 18 quarts | 1.55 |
| 20 quarts | 1.75 |

**Water Pails**

| | |
|---|---|
| 8 quarts | .65 |
| 10 quarts | .75 |
| 12 quarts | .80 |
| 14 quarts | .90 |
| 16 quarts | 1.10 |

(Extra quality)

| | |
|---|---|
| 12 quarts | 1.25 |

**Refrigerator Pans**

| | |
|---|---|
| 12-inch | .80 |
| 14-inch | .95 |
| 16-inch | 1.15 |

**Water Pots or Sprinklers**

| | |
|---|---|
| 4 quarts | 1.10 |
| 6 quarts | 1.35 |
| 8 quarts | 1.50 |
| 10 quarts | 1.75 |
| 12 quarts | 2.00 |
| 16 quarts | 2.50 |

**Foot Tubs (oval)**

| | |
|---|---|
| 16-inch | .95 |
| 17-inch | 1.00 |
| 18-inch | 1.20 |
| 20-inch | 1.40 |
| 21-inch | 1.75 |

**Wash Tubs**

| | |
|---|---|
| 18-inch | 1.75 |
| 20-inch | 2.00 |
| 22-inch | 2.25 |
| 24-inch | 2.75 |

(Extra heavy)

| | |
|---|---|
| 20-inch | 3.25 |
| 22-inch | 3.25 |
| 24-inch | 3.60 |

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**RETAIL SELLING PRICES—Continued.**

**GRAPHITE**—Flake, per lb., 30c.

**GREASE**—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.85; 25 lb. pails, $3.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

**GRINDSTONES**—

| Loose— | Cwt. | | |
|---|---|---|---|
| 15 to 40 lbs. | 6.50 | 19 inch | 1.65 |
| 40 to 200 lbs. | 6.50 | Mounted—Hand— | |
| Over 200 lbs. | 7.00 | 7 inch | 3.00 |
| Fixtures and Axle— | | 8 inch | 3.25 |
| 15 inch | 1.35 | 10 inch | 4.00 |
| 17 inch | 1.50 | 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

**HACKSAW BLADES**—

| Lenox, Power— | | | | | |
|---|---|---|---|---|---|
| Lgth. | Wdth. | Lt. | Heavy. | | |
| 8" | 9-16 | .90 | .... | | |
| 10" | ⅝ | 1.15 | .... | | |
| 10" | ¾ | 1.35 | 1.95 | | |
| 10" | 1 | .... | 2.45 | | |
| 12" | ⅝ | 1.85 | .... | | |
| 12" | ¾ | 1.60 | 2.85 | | |
| 12" | 1 | 2.30 | 2.95 | | |
| 14" | ⅝ | 1.70 | .... | | |
| 14" | ¾ | 1.90 | 2.75 | | |
| 14" | 1 | 2.65 | 3.50 | | |
| 16" | ¾ | 2.15 | 3.15 | | |
| 16" | 1 | 3.05 | 3.90 | | |
| 17" | ¾ | 2.80 | .... | | |
| 17" | 1 | 3.25 | 4.15 | | |
| Hand, Lenox— | | | | | |
| Length. | | | | Each | Doz. |
| 8-inch | | | | .10 | .75 |
| 9-inch | | | | .10 | .85 |
| 10-inch | | | | .10 | 1.00 |
| 11-inch | | | | .10 | 1.10 |
| 12-inch | | | | .15 | 1.20 |
| Hand, Starrett, Victor, Star— | | | | | |
| 8-inch | | | | .10 | 1.00 |
| 9-inch | | | | 10 | 1.00 |
| 10-inch | | | | .15 | 1.25 |
| 12-inch | | | | .15 | 1.35 |

**HACK SAW FRAMES**—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.30; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extension, 75c.

**HAMMERS**—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

**HAMMERS**—Maydole Carpenter's Nail—No. 1, $2.25 each; 1½, $2.10; 2, $2.00; 11, $2.25; 11½, $2.10; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 200, $3.00, 611½, $3.15; 710, $2.75; 711, $2.25; 711½, $2.10; 712, $2.00; 811½, $2.85.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.35; 770½, $2.85; 771, $2.65; 772, $2.40; 773, $2.15; 774, $2.00; 775, $1.85; 776, $1.75; 777, $1.65; 778, $1.50.

**HAMMERS**—

| | | | |
|---|---|---|---|
| Plumb's Carpenter's Nail— | | 1871 | 1.75 |
| K1 | 1.35 | 1872 | 1.75 |
| TC 1½ | 1.25 | 1873 | 1.85 |
| A 11 | 1.20 | 1874 | 2.00 |
| A 11½ | 1.15 | 1875 | 2.15 |
| A 12 | 1.10 | 1876 | 2.35 |
| C 11½ | 1.50 | 1877 | 2.50 |
| C 12 | 1.45 | 1879 | 2.90 |
| P 80 | 2.25 | Plumb's Riveting— | |
| P 81 | 2.15 | 220 | 1.25 |
| P 82 | 2.00 | 221 | 1.25 |
| P 83 | 1.90 | 222 | 1.35 |
| P 84 | 1.80 | 223 | 1.50 |
| P 85 | 2.25 | 251 | 1.75 |
| P 86 | 2.15 | 252 | 1.80 |
| P 87 | 2.00 | 253 | 1.85 |
| Plumb's Engineer's— | | 254 | 2.00 |
| 261 | 2.10 | Plumb's Brick— | |
| 262 | 2.25 | 461 | 2.00 |
| 263 | 2.50 | 462 | 1.75 |
| 264 | 2.75 | 3154 | 1.15 |
| Plumb's Machinist's Ball Pein— | | 3155 | 1.35 |
| | | Plumb's Prospector's Pick | |
| 18 | .60 | 470 | 2.75 |
| 1370 | 1.75 | 471 | 2.85 |

**HANDLES**—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 35c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 30c; 14 inch, 30c; 18 inch, 35c.

**Peavey Handles**—

| | Select Maple | Rock Maple | Select Hickory |
|---|---|---|---|
| 2¼ x4 | .... | .... | 2.30 |
| 2¼ x4½ | .... | .... | 2.40 |
| 2½ x4½ | 1.25 | 1.60 | 2.50 |
| 2½ x5 | 1.40 | 1.75 | 2.65 |
| 2¾ x5 | 1.65 | 2.00 | 3.80 |
| 2¾ x5½ | .... | .... | 4.45 |
| 3 x5½ | .... | 2.45 | .... |

Pick—36-inch Drift, Select, 50c; Extra Select, 60c; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

**HANGERS, BARN DOOR**—Richards-Wilcox—

| No. With Brackets | | 44-1 for 68 track | 2.00 |
|---|---|---|---|
| 20½B for 31 track | 5.10 | 44-2½ for 65 track | 4.00 |
| 27½B for 31 track | 7.50 | Myers No. 3 | 3.50 |
| Without Brackets | | Myers No. 4 | 2.75 |
| 30 for 30 track | 2.40 | Lanes No. 25 | 1.40 |
| 135-1 for 31 track | 3.50 | Wilbern, rnd. tr., No. 5 | 3.00 |
| 88-1 for 61 track | 1.65 | | |

**HANGERS, PARLOR DOOR**—Complete with track—

| Richards-Wilcox, Double. | | 14 | 7.15 |
|---|---|---|---|
| No. 11, 14-in. | 5.00 | 15 | 8.25 |
| Size. No. 221 | | 16 | 9.40 |
| 25 | 12.00 | 17 | 10.50 |
| 26 | 12.00 | 18 | 11.60 |
| 27 | 13.15 | Prouty, No. 5S | 4.85 |
| 28 | 14.25 | Prouty, No. 5D | 9.75 |
| 29 | 15.40 | Lanes, No. 0105 | 4.85 |
| 210 | 16.50 | Lanes, No. 0105A | 4.65 |
| Richards-Wilcox, Single. | | Lanes, No. 0105NT | 3.75 |
| No. 11, 7-in. | 2.50 | Lanes, No. 105A | 9.45 |
| Size No. 221 | | Lanes, No. 105 | 9.75 |
| 18 | 6.00 | Lanes, No. 105NT | 7.75 |

**HASPS**—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8 in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

**HATCHETS**—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.50; White $4.00.
Broad—1 Plumb, $3.00; 2, $3.25; 3, $3.50; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—3 White $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $3.75.

**HEADS**—MOP—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 90c each; No. 015, $1.15; No. 018, $1.35; No. 020, $1.50.

**HINGES**—
Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1⅛-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.
Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1⅛x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

**BUTTS**—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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## RETAIL SELLING PRICES—Continued.

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 30c; 3x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c; 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.
Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.
Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.
Long Griddles—7¼x16½ inches, $2.39; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x21½ inches, $5.40; 13½x25 inches, $7.50.
Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.
Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.
Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.
Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.
Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.
Ham Boilers—No. 8, $7.15 each; No. 9, $7.75.
Waffle Irons, regular style, $2.75.

| No. | 40, steel | .20 | .25 | .30 | .40 | .45 | .50 | .95 |
|---|---|---|---|---|---|---|---|---|

HOOKS AND EYES—(Price per dozen)—

| | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .85 | ... | .65 | ... |
| 1 | .75 | ... | .50 | ... |
| 2 | .60 | ... | .45 | ... |
| 3 | .50 | ... | .35 | ... |
| 4 or 104 | .40 | ... | .30 | ... |
| 5 or 105 | .35 | ... | .25 | .75 |
| 6 or 106 | .25 | 1.25 | .20 | .60 |
| 7 or 107 | .20 | .60 | .15 | .45 |
| 8 or 108 | .15 | .75 | .10 | .40 |
| 9 or 109 | .15 | .60 | .10 | .35 |
| 10 or 110 | .10 | .50 | .10 | .30 |
| 11 or 111 | .10 | .40 | .10 | .25 |
| 12 or 112 | .10 | .30 | .10 | .20 |
| 13 or 113 | .10 | .25 | .10 | .15 |
| 14 or 114 | .10 | .20 | .10 | .10 |

**Gate Hooks and Eyes—**

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel | .30 | .25 | .30 | .40 | .45 | .50 | .90 |
| No. 1040, brass | .85 | .90 | 1.50 | 1.50 | 1.75 | 2.00 | 4.40 |

Gross lots, 35% off list.

| Ceiling — | Ea. |
|---|---|
| 2½-inch cast iron | .60 |
| 2¾-inch cast iron | 1.50 |
| 2¾-inch, other finishes | 1.60 |
| Cast, coppered | .65 |
| Wire, coppered | .65 |
| Wire, Japanned | .40 |
| Wire, tinned | .45 |
| Wire, nickel plated | .45 |
| Wire, brass plated | .70 |
| Coat and Hat— | |
| Double, cast, heavy | .80 |
| Single, cast | .55 |
| Medium, cast | 1.00 |
| Heavy, cast | 1.50 |
| Cast, nickel plated | 1.35 |
| Cast, copper finish | 1.25 |
| Cast, brass finish | 1.15 |
| Cast, bronze, all fin | 4.75 |
| Porcelain, solid | .15 |
| Wire, Japanned | .25 |
| Wire, tinned | .30 |
| Wire, nickel plated | .40 |
| Clothes Line— | Ea. |
| Malleable iron, Jap | .10 |
| Malleable iron, Galv | .15 |
| Grass— | Ea. |
| 14-in., 16-in., 18-in | .05 |
| Bronzed | .65 |
| 12 in. enameled, green | .60 |
| 12-in. enameled, black | .75 |
| Finest quality steel | .90 |
| Forged tool steel | .60 |
| Hammock— | Ea. |
| To screw | .15 |
| With plate | .15 |
| Hay Fork— | Ea. |
| ⅝-inch pl. wr'ght steel | .30 |
| ¾-inch pl. wr'ght steel | .45 |
| ¼-inch galvanized | .15 |
| ⅜-inch galvanized | .15 |
| 7-16-inch galvanized | .20 |
| ½-inch galvanized | .25 |

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.
Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON SHEETS—

| Galvanized— | Cut Sheets | Full Sheets |
|---|---|---|
| 10 to 20 | .21 | .16 |
| 20 to 30 | .21 | .16 |
| Black Sheets— | | |
| 10 to 16 | .16 | .12½ |
| 18 to 24 | .18 | .14 |
| 26 to 30 | .19 | .15 |
| Corrugated Sheets, Galvanized— | | |
| 26 Ga. | | 13.00 |
| 28 Ga. | | 12.00 |
| Rockface Siding | | 11.50 |
| Brickface Siding 28 Ga. | | 8.25 |

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single | 1.05 |
| 1⅝-inch—Block | .55 | 1¾-inch Double | 1.25 |
| 1¾-inch Single | .80 | 2-inch Double | 1.45 |
| 2-inch Single | .85 | 2⅛-inch Double | 1.55 |
| 2⅛-inch Single | .90 | 2⅜-inch Double | 1.65 |
| 2⅜-inch Single | 1.00 | 2⅝-inch Double | 1.70 |

IRONS—Sad. Common, 25c lb.
Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—
Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.25; 394-398, $5.00.
Universal—310, $4.25; 410, $4.50; 510, $5.00; 320, $4.75; 4070, $6.00; 3070, $4.00.

KNIFE—Corn—
Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—
Iron handled, set, $1.75.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—
Maple base, each, 5c; doz., 35c.

LACING—Belt—
Rawhide, Cut

| | | | |
|---|---|---|---|
| Size ¼, per ft | .04 | 2, coil | .75 |
| Size 5-16, per ft | .04½ | 3, coil | .80 |
| Size ⅜, per ft | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft | .07½ | | |
| Size ⅝, per ft | .09 | Hooks | Doz. |
| Size ¾, per ft | .10½ | 10 | .05 |
| Wire | | 8, 9, 10 | .05 |
| 0 and 1, coil | .75 | 6, 7 | .10 |

LADDERS—Extension, No 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

| | | | |
|---|---|---|---|
| Hot Blast Lanterns | | Same, Brass Fount and Top | 2.75 |
| Little Star Tin Lanterns | .90 | No. 2 Large Fount Blizzard Lanterns | 1.65 |
| Hi-Lo Tin Lanterns | 1.25 | Little Wizard Tin Lanterns | 1.10 |
| Victor Tin Lanterns | .95 | No. 2 Wizard Tin Lanterns | 1.45 |
| Monarch Tin Lanterns | .95 | Same, Brass Fount and Top | 2.00 |
| O. K. Tin Lanterns | 1.00 | No. 2 Large Fount Wizard Lanterns | 1.65 |
| No. 2 Royal Tin Lants. | 1.10 | Same, Brass Fount and Top | 2.10 |
| Cold Blast Lanterns | | Dash and Wagon Lanterns | |
| Junior Tin Lanterns | .95 | Buckeye Dash Lant'ns | 1.85 |
| Junior Brass Lanterns | 1.75 | | |
| Junior Brass Nickel-plated Lanterns | 2.00 | | |
| No. 2 Crescent Tin Lanterns | 1.85 | | |
| No. 2 Blizzard Tin Lanterns | 1.45 | | |

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## RETAIL SELLING PRICES—Continued.

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.25
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish ..... 4.75
Same, Nickellplated on Tin ..... 5.25
Same, all Brass ..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 2.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin ..... 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 18c lb.; Pig (100 lbs.), 17c lb.; Sheet (full), 28c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24 inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular hanlde, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each: 150, 55c
Wire Twisted—50 foot 20 gauge, 50c; 75 foot 20 gauge, 60c; 100 foot 20 gauge, 75c; 50 foot 18 gauge, 60c; 75 foot 18 gauge, 75c; 100 foot 18 gauge, 90c.
Wire, Solid—100 foot, 9 gauge, 80c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅝-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.25; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.
Flexible Galvanized Steel—16x24, $1.50; 18x30, $2.00; 22x36, $3.00; 26x48, $4.75.
Steel Matting in Rolls—Per sq. ft., 55c.

MATTOCKS—

| | Each. |
|---|---|
| Short Cutter, Standard, 5½ lbs | 1.75 |
| Long Cutter, Standard, 6 lbs | 1.75 |
| Pick, Standard, 6 lb | 1.75 |
| Handled, D E 3 | 1.00 |
| Handled, C E 3½ | 1.65 |
| Handled S Q 3½ | 1.25 |

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.25; 18-lb., $2.75; 20-lb., $3.00.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —

| | | | |
|---|---|---|---|
| Junior | 42.00 | Senior | 65.00 |
| Medium | 48.00 | Force Feed | 30.00 |

MOPS—Handled—

| Brown Daisy | | O-Cedar | | Cotton | |
|---|---|---|---|---|---|
| 6 | .85 | 4 | 1.25 | 120 | .90 |
| 8 | 1.15 | 3 | 1.75 | 140 | 1.10 |
| 7BD | 1.25 | 10B | 1.50 | 180 | 1.35 |
| 9BD | 1.50 | 11B | 1.50 | 220 | 1.50 |

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70 or Janitor's, 75c each.

MOWERS—Lawn

| | | | |
|---|---|---|---|
| Great American— | | 14-inch | 9.50 |
| 15-inch | 24.00 | 16-inch | 10.00 |
| 17-inch | 26.00 | Pennsylvania— | |
| 19-inch | 29.00 | 14-inch | 22.00 |
| 21-inch | 32.00 | 16-inch | 25.00 |
| Common— | | 17-inch | 36.00 |
| 12-inch | 9.00 | 19-inch | 40.00 |
| | | 21-inch | 44.00 |

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch., 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—

| | | | |
|---|---|---|---|
| Kraeuter's— | | 12-inch | 2.75 |
| 5-inch | 1.35 | 14-inch | 3.85 |
| 6-inch | 1.50 | Utica— | |
| 7-inch | 1.85 | Compound, 5½-inch.. | 2.65 |
| 8-inch | 2.15 | Compound, 7½-inch.. | 3.15 |
| Nettleton's— | | Compound, 9-inch.... | 3.75 |
| 6-inch | 2.00 | Common, 5-inch..... | 1.50 |
| 8-inch | 2.25 | Common, 6-inch..... | 1.75 |
| 10-inch | 2.50 | Jeweler's, 3½-inch... | 1.90 |
| | | Jeweler's, 4½-inch... | 2.10 |

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

| | | | |
|---|---|---|---|
| Copperized Steel— | | 3 | 2.25 |
| 13 | .40 | Felloe— | |
| 14 | .45 | 3 | 1.75 |
| 14B | .55 | 4 | 1.85 |
| 15A | .60 | 5 | 2.00 |
| 16 | .65 | 6 | 2.15 |
| Cannon Pump—Brass— | | Zinc, Chase's— | |
| 11 | 2.75 | 00 | .15 |
| 12 | 3.00 | 0 | .15 |
| 13 | 3.50 | 1 | .20 |
| Cannon Pump—Tin— | | 2 | .25 |
| 1 | 1.75 | 3 | .30 |
| 2 | 2.00 | 4 | .35 |
| 2½ | 2.25 | 5 | .40 |
| | | 6 | .45 |

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .30 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. |
|---|---|
| 012 | 5.25 |
| 055 | 5.75 |
| 0300 | 5.25 |
| 450 | 5.50 |
| **Perfection—** | |
| 121 G | 6.25 |
| **Pinney & Boyle—** | |
| 18 | 3.25 |
| 17 | 4.00 |
| 550 | 5.50 |
| 700 | 5.50 |
| 750 | 6.50 |
| 755 | 6.75 |
| 17 G | 4.25 |
| 122 G | 7.50 |
| 33 | 3.50 |
| 87 | 4.15 |
| 87 G | 4.25 |

**PACKING**—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.75.

**PADS**—Sweat—No. 63 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

**PADLOCKS—Corbin—**

| No. | Each. |
|---|---|
| 958 | .35 |
| 2802¼ | .45 |
| 2822¼ | .65 |
| 2869 | 1.35 |
| 2879 | 2.10 |
| 2880 | 2.35 |
| 2881 | 3.00 |
| 2883 | 4.50 |
| **Miller—** | |
| 1 | 1.35 |
| 016 | .35 |
| 18 | .40 |
| 18 L | .40 |
| 19 | .40 |
| 21 | .50 |
| 75 | .55 |
| 76 | .35 |
| 78 | 1.00 |
| 96 | .55 |
| 96C | .75 |
| 121 | .55 |
| 5441 | 1.15 |
| **Slaymaker—** | |
| 1902 | .75 |
| 1903 | .60 |
| 9902 | .35 |
| 9902 N C | .75 |
| 21090 | 1.00 |
| **Yale—** | |
| 223 | 1.00 |
| 225 | 1.40 |
| 458 J | .45 |
| 458 X | .45 |
| 568 | 1.35 |
| 565 | 2.25 |
| 585 | 2.50 |
| 635 | 2.25 |
| 645 J | .80 |
| 803 | 2.50 |
| 805 | 2.50 |
| 805½ | 3.00 |
| 813 | 2.75 |
| 815 | 2.50 |
| 823 | 3.00 |
| 833 | 3.50 |
| 843 | 4.00 |
| 853 | 4.50 |
| 8454 | 3.50 |

**PAINT SUNDRIES—**

**Alcohol—(Denatured)—**

| | |
|---|---|
| 1 gallon | 2.20 |
| 5 gallon | 1.90 |

**Alum—**

| | |
|---|---|
| Pwd, less than 100 lbs, lb. | .17 |

**Benzine—**

| | |
|---|---|
| New cans, cased, gal | .60 |
| Old cans, uncsd, gal. | .40 |

**Coal Tar—**

| | |
|---|---|
| 5 Gal. ....Gal. | .50 |
| 1-Gal ....Gal. | .65 |

**Creosote—**

| | |
|---|---|
| Gal. | .35 |

**Distillate—**

| | |
|---|---|
| Light, gal | .40 |

**Glue—**

| | Lb. |
|---|---|
| No. 2 Gelatine | .50 |
| Chicago White | .50 |

**Kalsomine, White—**

| | |
|---|---|
| Bbls, 280 lbs | .08 |
| Kegs, 100 lbs | .08½ |
| 4 25-lb. pkgs. bulk | .09 |
| 25 lbs., bulk | .09 |
| Less 25 lbs | .09¼ |
| 100 lbs. 5-lb. pkgs. | .09 |
| Less 100 lbs. pkgs. | .09¼ |

**Lamp Black—Bear Brand—**

| | |
|---|---|
| 1-8, lb. pkg | .45 |
| ½-8 | .30 |
| ¼-8 | .20 |

**Linseed Oil, Boiled—**

| | |
|---|---|
| 5's ....Gal. | 1.74 |
| 1's ....Gal. | 2.00 |
| ½'s ....½-Gal. | 1.00 |
| ¼'s ....Qt. | .60 |
| ⅛'s ....Pt. | .35 |

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

**Oil—**

| | Gal. |
|---|---|
| Floor | .75 |
| Gloss | 1.50 |
| Lard, No. 1 | 1.80 |
| Lin-O-Oil | .90 |
| Neatsfoot No. 1 | 2.40 |
| Neutral | .60 |
| Paraffine | .70 |

**Paint, Dry Colors—**

| | |
|---|---|
| Umber | .12 |
| Chrome Green, Med | .20 |
| Graphite | .06 |
| Princess Metallic | .06 |
| Sienna | .11 |
| Venetian Red | .08 |
| Yellow Ochre | .05 |

**Painters' Petroleum—**

| | |
|---|---|
| 1-Gal. ....Gal. | .40 |

**Paints, Ready Mixed—1st grade, white—**

| | |
|---|---|
| Gals. ....Gal. | 4.40 |
| ½-gals. ....½-Gal. | 2.30 |
| Quarts ....Qt. | 1.25 |
| Pints ....Pt. | .70 |
| ½-pints ....½-Pt. | .40 |

**1st Grade, Colors—**

| | |
|---|---|
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |
| Pints ....Pt. | .65 |
| ½-pints ....½-Pt. | .35 |

**2d Grade, White or Colors—**

| | |
|---|---|
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |

**Inside Floor—**

| | |
|---|---|
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |

**Porch—**

| | |
|---|---|
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |

**Plaster Paris—**

| | |
|---|---|
| Less sack, lb | .02 |

**Putty, Bladder—**

| | |
|---|---|
| Less than 100 lbs. | .07½ |

**Putty, Bulk—**

| | Lb. |
|---|---|
| 1-lb. Cans | .15 |
| 2-lb. Cons | .12½ |
| 3-lb. Cans | .09½ |
| 5-lb. Cans | .09 |
| 10-lb. Cans | .08½ |
| 25-lb. Cans | .08 |
| 85 lb. Cans | .06½ |

**Rosin—**

| | |
|---|---|
| Lb. | .14 |

**Tints, Kalsomine—**

| | |
|---|---|
| Barrels, 280 lbs | .09 |
| Kegs, 100 lbs | .09½ |
| 100-lb. bulk | .10 |
| 25-lb. bulk | .10½ |
| Less 25 lbs | .12 |
| 100 lbs., 5-lb. pkgs. | .09½ |
| Less 100 lbs. 5-lb. pkgs. | .10 |

**Turpentine—**

| | |
|---|---|
| 5's ....Gal. | 2.17 |
| 1's ....Gal. | 2.30 |
| ½'s ....½-Gal. | 1.25 |
| ¼'s ....Qt. | .70 |
| ⅛'s ....Pt. | .40 |

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

**PANS—Acme Frying—**

| | |
|---|---|
| No. 00, each | .20 |
| No. 0, each | .35 |
| No. 1, each | .40 |
| No. 2, each | .45 |
| No. 3, each | .50 |
| No. 4, each | .55 |
| No. 5, each | .60 |
| No. 6, each | .80 |
| No. 7, each | .90 |

**PAPER—ASBESTOS**—1-16 and under, full roll, per lb., 18c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 4.25 | 14.75 |
| No. 1-1000 | 8.00 | 3.75 |
| No. 2-500 | 6.25 | 7.25 |
| No. 2-1000 | 12.00 | 5.25 |
| No. 3-500 | 9.00 | 9.75 |
| No. 3-1000 | 15.00 | 13.40 |

Red Resin—17-lb., $2.00; 20-lb., $2.25; 25-lb., $2.75; 30-lb., $3.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT**—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.

**INSULATING**—No. 8, per roll, $2.25; No. 10, per roll, $3.50.

**ROOFING—**

| | |
|---|---|
| Standard or Cronolite | |
| 1 ply square | 3.25 |
| 2 ply square | 3.75 |
| 3 ply square | 4.50 |
| Malthoid or Rubberoid Roofing— | |
| 1 ply | 4.00 |
| 2 ply | 5.00 |
| 3 ply | 6.00 |
| Malthoid Junior | 4.25 |
| Roofing Cement—Preservative | |
| Bbls., per gal. | .90 |
| 5 Gal., per gal. | 1.25 |
| 1 Gal., per gal. | 1.35 |
| Pint | .30 |

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum | .30 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B. & A. | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite | .30 | .35 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

**SHEATHING**—Red or gray—20-lb., $1.85 per roll; 25-lb., $2.25; 30-lb., $2.75.

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 | 4.35 | 4.75 | 2¾x4½ | 5.25 | 5.75 |
| 2¼x4½ | 4.50 | 5.00 | 5 | 5.35 | 6.00 |
| 2½x4½ | 4.65 | 5.25 | 3x5 | 6.00 | 6.75 |
| 2½x5 | 4.85 | 5.50 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.50 | 74 | 6.75 |
| 46 | 6.00 | 76 | 7.50 |
| 48 | 6.50 | 79 | 8.25 |
| 52 | 5.50 | 714 | 9.00 |
| 54 | 6.00 | 464 | 7.00 |
| 56 | 6.50 | 466 | 7.75 |
| 58 | 7.25 | 469 | 8.50 |
| 64 | 6.25 | 474 | 7.50 |
| 66 | 7.00 | 476 | 8.25 |
| 69 | 7.75 | 479 | 9.00 |
| 614 | 8.50 | | |

Percolator Tops, 10c each.

**PICKS**—Drifting, 3-lb., $1.50 each; 4, $1.70; 4½, $1.90; 5, $2.00; 6, $2.25.
Railroad—5-lb., $1.90 each; 6, $1.90; 6½, $2.15; 7, $2.15.

**PINS**—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

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## RETAIL SELLING PRICES—Continued.

**PIPE—**

| | Standard Black Cut Length Full Length Pr. Ft. | Pr. 100 | Galvanized Cut Length Full Length Pr. Ft. | Pr. 100 | Cutting and Threading Cuts Threads Each | Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .07 | 5.85 | .09½ | 8.38 | .04 | .08 |
| ¼-inch | .08 | 6.50 | .11 | 8.90 | .04 | .08 |
| ⅜-inch | .08 | 6.50 | .11 | 8.90 | .04 | .08 |
| ½-inch | .10 | 8.45 | .13 | 10.65 | .04 | .08 |
| ¾-inch | 12½ | 10.75 | .16 | 13.15 | .04 | .08 |
| 1 -inch | 17½ | 16.00 | .22 | 19.65 | .04½ | .09 |
| 1¼-inch | .23 | 21.25 | .28 | 26.45 | .05½ | .11 |
| 1½-inch | .29 | 26.50 | .35 | 31.55 | .06 | .12 |
| 2 -inch | .37 | 34.00 | .46 | 42.50 | .07½ | .15 |

**PIPE—Gas and Water**—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9½c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 40c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch; 12c; ¾-inch, 15c; 1-inch, 22c; 1¼-inch, 30c; 1½-inch, 40c; 2-inch, 50c.

**PIPE, STOVE**—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

40c; 4-inch, Japan, 45c; 5-inch, Japan, 45c; 3-inch, Galvanized, 40c; 4-inch, Galvanized, 45c; 5-inch, Galvanized, 55c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c

**PIPE FITTINGS**—Price each—Black.

| | ¼ | ⅜ | ½ | ¾ | 1 | 1¼ | 1½ | 2 |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Caps | .10 | .10 | .10 | .15 | .20 | .25 | .30 | .50 |
| Couplings | .10 | .10 | .15 | .15 | .20 | .30 | .35 | .50 |
| Crosses | .20 | .20 | .30 | .40 | .60 | .65 | .75 | 1.30 |
| Elbows, 90 degree | .10 | .10 | .15 | .15 | .20 | .30 | .40 | .65 |
| Elbows, 45 degree | .10 | .10 | .15 | .20 | .30 | .50 | .60 | .85 |
| Elbows, Reducing | .15 | .15 | .15 | .25 | .30 | .40 | .45 | .85 |
| Elbows, Side Outlet | | .10 | .20 | .30 | .50 | .75 | .95 | 1.60 |
| Elbows, Street | .10 | .10 | .15 | .25 | .25 | .35 | .45 | .85 |
| Floor Flanges | .20 | .20 | .25 | .30 | .30 | .35 | .45 | .60 |
| Lock Nuts | .10 | .10 | .10 | .15 | .20 | .25 | .25 | .35 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| *Reducers | .20 | .10 | .15 | .15 | .25 | .25 | .35 | .60 |
| Return Bends, Close | | .25 | .30 | .35 | .60 | .80 | 1.00 | 1.45 |
| Tees | .10 | .15 | .15 | .15 | .25 | .40 | .50 | .85 |
| Tees, 4-way | | .15 | .25 | .30 | .55 | .90 | 1.30 | 2.10 |
| *Tees, Reducing | .20 | .20 | .20 | .30 | .30 | .50 | .65 | 1.15 |
| Unions | .25 | .25 | .30 | .35 | .40 | .60 | .75 | .95 |
| Galvanized. | | | | | | | | |
| Bushings | .15 | .15 | .15 | .15 | .20 | .20 | .25 | .40 |
| Caps | .10 | .10 | .15 | .20 | .25 | .45 | .50 | .75 |
| Couplings | .10 | .15 | .15 | .20 | .30 | .45 | .55 | .65 |
| Crosses | .25 | .25 | .40 | .60 | .90 | 1.05 | 1.40 | 2.25 |
| Elbows, 90 degree | .10 | .15 | .20 | .20 | .35 | .50 | .65 | 1.10 |
| Elbows, 45 degrees | .10 | .10 | .20 | .30 | .40 | .75 | .85 | 1.30 |
| Elbows, Reducing | .20 | .20 | .20 | .30 | .40 | .65 | .75 | 1.40 |
| Elbows, Side Outlet | | .20 | .25 | .45 | .75 | 1.10 | 1.35 | 2.40 |
| Elbows, Street | .10 | .15 | .20 | .40 | .45 | .60 | .75 | 1.40 |
| Floor Flanges | .40 | .45 | .50 | .55 | .60 | .75 | .85 | 1.20 |
| Lock Nuts | .10 | .10 | .15 | .20 | .30 | .35 | .35 | .60 |
| Plugs | .10 | .10 | .10 | .10 | .15 | .15 | .20 | .30 |
| *Reducers | .25 | .10 | .20 | .25 | .40 | .45 | .55 | .95 |
| Return Bends, Close | | .35 | .45 | .50 | .90 | 1.35 | 1.60 | 2.50 |
| Tees | .15 | .20 | .25 | .25 | .40 | .65 | .85 | 1.50 |
| Tees, 4-way | | .20 | .35 | .45 | .80 | 1.30 | 1.80 | 3.00 |
| *Tees, Reducing | .25 | .25 | .30 | .45 | .50 | .85 | 1.10 | 1.85 |
| Unions | .35 | .40 | .40 | .50 | .65 | .90 | 1.15 | 1.45 |

**NIPPLES**—Black.

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Long | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| 4 inch long | .10 | .10 | .10 | .10 | .15 | .15 | .20 | .25 |
| 5 inch long | .10 | .10 | .10 | .10 | .15 | .20 | .25 | .30 |
| 6 inch long | .10 | .10 | .10 | .15 | .15 | .25 | .30 | .35 |
| Galvanized. | | | | | | | | |
| Close | .10 | .10 | .10 | .10 | .10 | .20 | .25 | .30 |
| Long | .10 | .10 | .10 | .15 | .15 | .20 | .25 | .30 |
| 4 inch long | .15 | .15 | .15 | .15 | .20 | .30 | .35 | .45 |
| 5 inch long | .15 | .15 | .20 | .20 | .25 | .30 | .40 | .50 |
| 6 inch long | .15 | .15 | .20 | .20 | .30 | .35 | .45 | .60 |
| Bushings | | .30 | | .45 | | .60 | | .75 |
| Caps | | .70 | | 1.05 | | 1.25 | | 1.70 |
| Couplings | | .65 | | 1.00 | | 1.35 | | 1.65 |
| Crosses | | 2.05 | | 3.40 | | 3.75 | | 6.55 |
| Elbows, 90 degree | | 1.15 | | 1.70 | | 2.30 | | 3.75 |
| Elbows, 45 degree | | 1.20 | | 1.65 | | 2.30 | | 3.30 |
| Plugs | | .25 | | .35 | | .55 | | .60 |
| *Reducers | | .90 | | 1.35 | | 1.85 | | 2.25 |
| Tees | | 1.35 | | 2.10 | | 2.75 | | 4.30 |
| Unions | | 1.95 | | 2.60 | | 4.50 | | 5.40 |

**NIPPLES.**

| | | | | |
|---|---|---|---|---|
| Close | .85 | .45 | .75 | .85 |
| 5 inch long | .55 | .65 | 1.05 | 1.20 |
| 6 inch long | .60 | .75 | 1.05 | 1.20 |
| 8 inch long | 1.00 | 1.20 | 1.45 | 1.75 |
| 10 inch long | 1.20 | 1.50 | 1.75 | 2.10 |

**PIPE FITTINGS (STOVE)**—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Fine Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

**PISTOLS**—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

**PITCH**—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $18.50.

**PLANES**—Stanley, Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, $4.25; 18, $4.00; 19, $4.25.

Block, Stanley—No. 60, $3.75; 60½, $3.25; 65, $4.50; 100, 80c; 101, $2.75; 102, $1.15; 103, $1.80; 110, $1.85; 120, $2.25; 130, $2.45; 131, $3.75; 203, $2.00; 220, $2.45.

Iron—1, $4.10; 2, $5.25; 2C, $5.50; 3, $5.50; 3C, $6.00; 4, $6.00; 4C, $6.50; 4½, $6.85; 4½C, $7.50; 5, $6.85; 5C, $7.50; 5½, $8.00; 5½C, $8.65; 6, $9.00; 6C, $9.50; 7, $10.25; 7C, $11.00; 8, $12.25; 8C, $13.25; 602, $5.95; 603, $6.35; 604, $6.85; 604C, $7.25; 604½, $7.95; 605, $7.95; 605C, $8.25; 605½, $8.50; 606, $10.00; 606C, $10.50; 607, $11.50.

All Wood—Plain, No. 3W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.

Wood Bottom, Bailey—No. 22, $4.00 each; 25, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

**PLATES—GAS, HOT—**

Griswold—No. 601, $3.50 each; 602, $6.00; 603, $9.75; 702, $8.00; 702N, $9.75; 703, $11.75; 703N, $13.75; 722, $9.50; 722N, $10.75; 723, $12.75; 723N, $14.75; 1001, $1.60; 1002, $3.75; 1003, $6.00.

**PLIERS**—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 31? 5-inch, $3.50; 6, $4.00; 7, $4.50; 8, $5.00; 9, $6.00.

**PLUGS**—Spark—$1.00 each.

**PLUMBS AND LEVELS**—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 18, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $6.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 30c; 6P, 50c; 7L, $1.35; 7P, $1.85.

**POKERS, STOVE—**

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

**POINTS AND CHUCKS—**

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 80 | .85 |
| 5-inch | .75 | No. 81 | .95 |
| 6-inch | .85 | | |

**POLISH (AUTO)**—Durolac, 1 pt., 60c; 1 qt., $1.00.

**POLISH (FURNITURE)**—Durolac, 1 pt., 60c; 1 qt., $1.00.

Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 40c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, $1.50; 01, Black Eagle, 45c; 95 Black Eagle, $1.75; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 20c; 1, Rising Sun, 15.

**POTS**—Fire.

| Gasoline, C & L. | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22 75 | 10 Quart | 1.75 |
| 21 | 19 25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22 75 | Tin | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.25 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.75; Red Devil, $2.75; Morrill's, $2.75; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ⅛ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.75; 2, $5.25; 3, $6.00; 4, $7.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

| No. | | No. | |
|---|---|---|---|
| **Eveready** | | | |
| 700, each | 1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 3.00 | | |
| **Gem** | | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| **Enders** | | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| **Durham Domino** | | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| **Gillette** | | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B, Blades, pkg. | .50 |
| 12 X B, Blades, pkg | 1.00 | | |
| **AutoStrop** | | | |
| 1, set | 5.00 | 2541, set | 5.00 |
| 15, set | 6.00 | 600 B, Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

| Colts, Model | Each. |
|---|---|
| Police Positive | 34.00 |
| Police Positive Special | 35.50 |
| Police Positive Target | 36.00 |
| Army Special | 38.00 |
| New Service | 39.00 |
| Single Action | 36.75 |
| **Harrington & Richardson** | |
| 203, 223 | 11.50 |
| 203 B, 223 B | 12.00 |
| 204, 224 | 12.00 |
| 204 B, 224 B | 12.50 |
| 263, 273 | 12.50 |
| 263 B, 273 B | 12.75 |
| 264, 274 | 12.75 |
| 264 B, 274 B | 13.00 |
| **Iver Johnson—** | |
| 300, 303, 323 | 16.50 |
| 300 B, 303 B | 16.75 |
| 304 | 16.75 |

| | Each. |
|---|---|
| 324 B | 17.25 |
| 343, 353 | 17.75 |
| 343 B, 353 B | 18.00 |
| 344, 354 | 18.00 |
| 344 B, 354 B | 18.50 |
| 364 B | 19.25 |
| 365 B | 19.50 |
| **Smith & Wesson—** | |
| 1905 Military, Police | 34.50 |
| Regulation Police | 32.50 |
| 1903 Hand Ejector | 30.50 |
| 38 S. & W. Perfected | 30.50 |
| 1908 Military | 35.00 |
| 1911 Target | 35.00 |
| New Departure 38 | 30.50 |
| **Marlin—** | |
| 20 TD—Octagon Brl. | 18.50 |
| 27 TD—Round Brl. | 21.80 |
| TD—Octagon Barrel. | 24.55 |
| 29 TD—Round Brl. | 15.60 |
| 1897 TD—Round Brl. | 22.75 |
| TD—Octagon Barrel. | 24.80 |
| **Remington—** | |
| 4 TD—Octagon Brl. | 15.54 |
| 6 TD—Round Brl. | 10.46 |
| 8 A TD—Round Brl. | 73.27 |
| 12 TD—Round Brl. | 28.48 |
| TD—Octagon Brl. | 31.95 |
| 14 A TD—Standard. | 58 36 |
| TD—Carbine | 57.25 |
| 16 A TD—Standard. | 44.61 |
| **Savage —** | |
| 1899 250-3000 | 60.00 |
| 1899 TD, Feath'wt | 55.00 |
| 189 SF | 48.00 |
| 1904 TD, Single shot. | 9.75 |
| 1914 TD, Hammerless | 28.50 |
| **Stevens—** | |
| Little Scout | 8.00 |
| Crack Shot | 10.00 |
| Marksman | 12.25 |
| Favorite | 14.00 |
| 70 TD, .22 | 19.00 |
| 1919, .22 | 26.75 |
| **Winchester—** | |
| 1886 SF—Round Brl. | 48.00 |
| TD—Round Brl | 56.75 |
| 1890 TD—Oct. Fancy | 57.50 |
| TD—Oct. Plain. | 30.00 |
| 1892 SF—Round Brl. | 37.50 |
| SF—Oct. Brl. | 38.50 |
| TD—Oct. Brl. | 45.75 |
| SF—Carbine | 32.00 |
| 1894 SF—Round Brl. | 35.00 |
| SF—Oct. Brl. | 42.00 |
| SF—Carbine | 35.50 |
| TD—Oct. Brl. | 54.50 |
| 1895 SF | 47.00 |
| 1895—Govt. Model. | 50.50 |
| 1895 TD | 59.25 |
| 1902 TD—.22 | 10.00 |
| 1903 TD—Plain | 42.50 |
| TD—Fancy | 69.00 |
| 1904—TD—.22 | 10.00 |
| 1906 TD | 27.50 |
| 1907 TD | 58.00 |

RIFLES—No. and Model—

| Daisy Air— | Each |
|---|---|
| 25 | 5.25 |
| 40 | 5.25 |
| 3 | 3.00 |
| 30 | 2.85 |
| 11 | 2.35 |
| 12 | 2.00 |
| **King Air—** | |
| 4 | 2.25 |
| 5 | 2.65 |
| 21 | 1.35 |
| 42 | 1.50 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

| Size. | ½ Lbs. | Lbs. | Size. | ½ Lbs. | Lbs. |
|---|---|---|---|---|---|
| 7—St'r Lgths | .50 | .75 | 7—Asst. | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .60 | .85 |
| 10 " | .55 | .85 | 10 " | .55 | .90 |
| 12 " | .55 | .90 | 12 " | .55 | .95 |

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 30c.

RIVETS—Tinners—Black all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 18c ft.; 3, ⅜-inch. Steel, Brass Plated, 13c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, $1.10; ¼ to 5-16, $1.10 lb.; ⅜ to ¾, $1.10; ⅞ to 1, $1.15.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(36), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES, ZIG ZAG—Lufkin—Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 65c; 8516 (06), 75c; 8518 (08), $1.00; 8523 (403F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 45c; 8615 (105) 70c; 8616 (106), 85c; 8624 (854 F), 60c; 8626 (856 F), 85c.
Aluminoid, Zig Zag—4 ft., $1.75; 5 ft., $2.00; 6 ft., $2.25.

SAWS—One Man—Cross-cut—

| | Disston | Chinook | Chinook |
|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 |
| 3½ ft. | 4.60 | 6 ft. | 8.65 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 |

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

| 12 Disston or 69 Atkins. | | No. 7 Disston | |
|---|---|---|---|
| 20 inch | 4.15 | 18 inch | 2.50 |
| 22 inch | 4.65 | 20 inch | 2.65 |
| 24 inch | 5.00 | 22 inch | 2.85 |
| 26 inch | 5.25 | 24 inch | 3.10 |
| 28 inch | 5.75 | 26 inch | 3.20 |
| 30 inch | 6.00 | 28 inch | 3.75 |
| **D8 Disston, or 51 Atkins** | | **No. 120 Disston** | |
| 18 inch | 3.00 | 26 inch | 5.75 |
| 20 inch | 3.25 | 28 inch | 6.00 |
| 22 inch | 3.65 | **No. 112 Disston—** | |
| 24 inch | 3.85 | 26 inch | 4.15 |
| 26 inch | 4.00 | 28 inch | 4.50 |
| 28 inch | 4.65 | **D100 or D20 Disston—** | |
| 30 inch | 5.00 | 26 inch | 4.00 |
| | | 28 inch | 4.40 |

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

| Back | | Compass No. 2 | |
|---|---|---|---|
| 12-inch | 2.50 | 12-inch | .85 |
| 14-inch | 2.85 | 14-inch | .90 |
| 16-inch | 3.25 | 16-inch | .95 |
| 22 inch | 4.00 | **Kitchen No. 2** | |
| 24 inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| **Butcher No. 10** | | **Mitre** | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

Nest, Complete

No. 3 ..... 2.50

Pruning

No. 50 California, 12 in. 1.35

Buck—

Com Sgl Brace V tooth ..... $1.75
Com Dbl Brace Tuttle tooth ..... 2.50
Com. Dbl Brace V tooth ..... 2.75
No. 150 Special ..... 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

**SAW CLAMPS**—No. 3, $2.00; 0, $1.35. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

**SAW SETS—**

201 G & P ..... 1.50
Spec. Morrill ..... 2.00
105 Morrill ..... .60
1 Morrill ..... 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—

Morrill No. 3 ..... 1.35
Baker No. 3 ..... 2.35
Colonial ..... 1.35
7 Taintor ..... 2.00
28 Triumph ..... 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2 ..... 5.00
Morin No. 2½ ..... 6.00
Morin No. 3 ..... 2.65

**SAW TOOLS—**

Clipper Outfit ..... .80

Morrill's Raker Gauge—

No. 1 ..... 1.50
No. 6 ..... 2.25
No. 9 ..... 2.50
Atkins Raker Swage .. .40
5-M Tooth Gauge ..... .25
Jointers Pikes Perf ... .75
Jointers No. 7 Sterns .70

Setting Tool Disston—

No. 100 ..... .80

No. 4 Setting Blocks—

No. 4 Blocks, Morin .. 2.00
Swages No. 0 Disst ... 4.75
Swages, Whitings .... 1.00
Atkins, Rex ..... 1.00
Atkins, Excelsior ..... .85

**SCALES**—Family, testing without scoop, $3.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50 30c each; 51, 60c; family, $6.50; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wise—No. 14 B H, $1.85; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—No. 2, $2.40 each; 3, $2.50; 4, $2.60; 5, $2.75; 6, $2.85; 7, $2.90; 8, $3.00; 9, $3.10; 10, $3.25.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood, Steel Frame—18x33, $1.10; 24x33, $1.25; 24x37, $1.35; 30x37, $1.65.

**SCREWS**—Cap and Set—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .30 | .35 | .40 | .45 | ... |
| 4 | .35 | .40 | .45 | .50 | .60 |
| 6 | .45 | .50 | .55 | .60 | .75 |
| 8 | .65 | .75 | .85 | .90 | 1.10 |
| 10 | .90 | 1.05 | 1.20 | 1.40 | 1.70 |
| 12 | 1.20 | 1.40 | 1.55 | 1.70 | 2.00 |
| 14 | 1.50 | 1.75 | 2.00 | 2.30 | 2.75 |
| 16 | 2.40 | 2.65 | 2.90 | 3.15 | 3.65 |
| 18 | 3.00 | 3.40 | 3.70 | 4.00 | 4.75 |
| 20 | 3.80 | 4.15 | 4.55 | 5.00 | 5.75 |

| Size. | 1¼-in. | 1½-in. | 1⅝-in. | 2-in |
|---|---|---|---|---|
| 4 | .75 | .90 | 1.15 | 1.40 |
| 6 | 1.00 | 1.25 | 1.55 | 1.90 |
| 8 | 1.35 | 1.55 | 1.90 | 2.25 |
| 10 | 2.00 | 2.20 | 2.50 | 2.85 |
| 12 | 2.35 | 2.70 | 3.10 | 3.50 |
| 14 | 3.10 | 3.45 | 3.85 | 4.25 |
| 16 | 4.00 | 4.55 | 5.15 | 5.75 |
| 18 | 5.20 | 5.70 | 6.35 | 7.10 |
| 20 | 6.60 | 7.45 | 8.25 | 9.00 |

Iron, Flat or Round Head—

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .30 | .35 | .40 | .45 |
| 8 | .35 | .40 | .40 | .45 | .55 |
| 10 | .55 | .55 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .80 |
| 14 | .75 | .75 | .80 | .85 | 1.00 |
| 16 | ... | .95 | 1.00 | 1.05 | 1.20 |
| 18 | ... | ... | 1.35 | 1.45 | 1.60 |
| 20 | ... | ... | ... | 1.75 | 1.95 |

| Size | 1¼-in. | 1½-in. | 1⅝-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .55 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.05 | 1.20 | 1.35 |
| 12 | .95 | 1.15 | 1.30 | 1.45 |
| 14 | 1.15 | 1.35 | 1.50 | 1.75 |
| 16 | 1.40 | 1.70 | 2.00 | 2.35 |
| 18 | 1.95 | 2.25 | 2.55 | 2.90 |
| 20 | 2.25 | 2.55 | 2.90 | 3.20 |

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.25 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.30 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ½ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

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## RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 2.35 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.80 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

Flat Head, Bright—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .40 | .40 | ... | ... | ... | ... | ... |
| 3 | .40 | .40 | .40 | .40 | .40 | .40 | .45 |
| 4 | .40 | .40 | .40 | .40 | .40 | .40 | .45 |
| 5 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 6 | ... | .40 | .45 | .45 | .45 | .50 | .50 |
| 7 | ... | .45 | .45 | .45 | .50 | .55 | .50 |
| 8 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 9 | ... | .50 | .50 | .50 | .55 | .60 | .60 |
| 10 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 11 | ... | ... | .60 | .60 | .60 | .65 | .70 |
| 12 | ... | ... | .65 | .65 | .65 | .70 | .75 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .85 |
| 14 | ... | ... | ... | .70 | .80 | .80 | .90 |
| 15 | ... | ... | ... | ... | .85 | .90 | 1.05 |
| 16 | ... | ... | ... | ... | .95 | 1.05 | 1.30 |
| 17 | ... | ... | ... | ... | ... | ... | 1.40 |
| 18 | ... | ... | ... | ... | ... | ... | 1.50 |
| 20 | ... | ... | ... | ... | ... | ... | 1.85 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .60 | .70 | .75 | .80 | 1.00 | ... |
| 6 | .55 | .60 | .70 | .80 | .85 | 1.05 | 1.55 |
| 7 | .60 | .65 | .75 | .80 | .85 | 1.10 | 1.60 |
| 8 | .60 | .70 | .80 | .85 | .90 | 1.15 | 1.60 |
| 9 | .65 | .70 | .80 | .85 | .95 | 1.20 | 1.65 |
| 10 | .70 | .75 | .85 | .90 | 1.05 | 1.25 | 1.65 |
| 11 | .75 | .80 | .90 | .95 | 1.10 | 1.30 | 1.70 |
| 12 | .80 | .85 | .95 | 1.05 | 1.15 | 1.35 | 1.75 |
| 13 | .90 | .95 | 1.05 | 1.15 | 1.25 | 1.40 | 1.80 |
| 14 | 1.00 | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.85 |
| 15 | 1.10 | 1.20 | 1.35 | 1.45 | 1.65 | 1.75 | 2.00 |
| 16 | 1.30 | 1.50 | 1.55 | 1.65 | 1.85 | 1.90 | 2.20 |
| 17 | 1.45 | 1.70 | 1.85 | 1.95 | 2.00 | 2 20 | 2.55 |
| 18 | 1.75 | 2.00 | 2.10 | 2.20 | 2.40 | 2.45 | 2.90 |
| 20 | 2.10 | 2.25 | 2.35 | 2.55 | 2.80 | 3.05 | 3.40 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

| | ¼, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in. | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.70 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1¼ | .40 | 2.70 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.70 | .50 | 3.25 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.95 | .55 | 3.55 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.95 | .55 | 3.55 | .75 | 4.95 | .... | .... | .... | .... |
| 2½ | .50 | 3.20 | .60 | 3.85 | .80 | 5.35 | 1.20 | 7.80 | .... | .... |
| 3 | .50 | 3.40 | .65 | 4.15 | .90 | 5.80 | 1.25 | 8.40 | 1.80 | 11.90 |
| 3½ | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.75 |
| 4 | .60 | 3.90 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.60 | 2.05 | 13.55 |
| 4½ | .65 | 4.15 | .75 | 5.10 | 1.05 | 7.10 | 1.55 | 10.20 | 2.15 | 14.40 |
| 5 | .65 | 4.40 | .80 | 5.45 | 1.15 | 7.50 | 1.65 | 10.80 | 2.30 | 15.25 |
| 5½ | .70 | 4.60 | .85 | 5.70 | 1.20 | 7.95 | 1.70 | 11.40 | 2.40 | 16.10 |
| 6 | .75 | 4.85 | .90 | 6.05 | 1.25 | 8.40 | 1.80 | 12.00 | 2.55 | 16.95 |
| 6½ | ... | .... | .95 | 6.35 | 1.35 | 8.80 | 1.90 | 12.60 | 2.65 | 17.75 |
| 7 | ... | .... | 1.00 | 6.65 | 1.40 | 9.25 | 2.00 | 13.20 | 2.80 | 18.60 |
| 7½ | ... | .... | 1.05 | 7.00 | 1.45 | 9.70 | 2.05 | 13.80 | 2.90 | 19.45 |
| 8 | ... | .... | 1.10 | 7.30 | 1.50 | 10.10 | 2.15 | 14.40 | 3.05 | 20.30 |
| 9 | ... | .... | .... | .... | 1.65 | 11.00 | 2.35 | 15.60 | 3.30 | 22.00 |
| 10 | ... | .... | .... | .... | 1.75 | 11.85 | 2.55 | 16.80 | 3.55 | 23.65 |
| 12 | ... | .... | .... | .... | .... | .... | 2.90 | 19.20 | 4.05 | 27.00 |

SCREW DRIVERS—Machinists'. No. 51. 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1⅞, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

| No. | Each. |
|---|---|
| 400 | 2.50 |
| 450 | 2.35 |

Weed—

| | |
|---|---|
| 300 | 2.50 |
| 350 | 2.35 |

Grass—

| No. | Each. |
|---|---|
| 200 | 2.50 |
| 250 | 2.35 |
| 100 | 2.50 |
| 150 | 2.35 |

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 15c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 17c full sheet.

SHIELDS—Expansion—Sebco—Per hundred list.

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 25c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 25c lb. Buck, Nos. 1, 2, 3, 25c lb. Drop, Nos. 1 to 12, B. BB. BBB, 25c lb. Chilled, 3 to 9, 25c.

SHOVELS—D Handle, Round Point, No. 102, $2.50 each; 201 $2.35; 401, $2.00; 1003, $2.25; 1004, $2.35; 1005, $2.50.
D Handle, Square Point—No. 104, $2.50 each; 203, $2.35; 307, $3.00; 403, $2.00; 404B, $2.00; 1009, $2.65; 1010, $2.50; 1111, $2.25; 1112, $2.35.
Long Handle, Round Point—200, $2.35; 300, $2.50; 400, $1.90. 400A, $2.15; 700, $2.50; 701, $2.50; 800, $2.50; 801, $2.65; 1000, $2.25; 1001, $2.35; 1002, $2.50.
Long Handle, Square Point—No. 103, $2.50 each; 202, $2.35; 304, $2.50; 402, $2.00; 702, $2.50; 1006, $2.25; 1007, $2.35; 1008, $2.50.

SLEDS—Hand and Coaster—

| | |
|---|---|
| Flexible Flyer— | |
| No. 1 | 4.25 |
| No. 2 | 5.00 |
| No. 3 | 6.50 |
| No. 4 | 7.00 |
| No. 5 | 9.50 |
| Jr. Racer | 5.50 |
| Racer | 6.75 |
| Fire Fly— | |
| No. 9 | 2.75 |
| No. 10 | 3.25 |
| No. 11 | 4.00 |
| No. 12 | 4.50 |
| Racer | 4.75 |

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 80c lb.; No. 1, 90-100, 65c; wiping, 40-60, 70c; Wire, 50-50, 85c; Electrical Wire 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

| | Each | | |
|---|---|---|---|
| Official Baseballs | 2.50 | Handballs | .35 |
| Second Grade Baseb'ls | 2.00 | Boxing Gloves, 8-oz. | 13.50 |
| Playground B. B., Out or Plain Seam— | | Striking Bags | 9.00 |
| 14-inch | 3.00 | Championship Tennis Balls | .55 |
| 12-inch | 2.75 | Best Grade Rackets, Sutton | 12.00 |
| Baseball Bats, league | 1.75 | Cotton Gym Shirts | .75 |
| Baseball Masks, " | 10.00 | White Running Pants | 1.00 |
| Chest Protectors | 8.50 | Bike Jockey Strap | .75 |
| Official— | | Rubber Soled Tennis Gym Shoes | 1.95 |
| Rugby Footballs | 10.00 | Rubber Soled Tennis or Gym High | 2.25 |
| Soccer Footballs | 13.00 | Basketball Shoes | 5.00 |
| Basketballs | 15.00 | | |
| Volley Balls | 8.00 | | |

SPRAYERS—Myers' Bucket Pump, 3 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, $27½, $5.75; Acme Pressure 345, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—3-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 12½c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%
Thickness Gauges, 50%
Gr. Flat Stock, 50%
Handy Equiv. Table, 50%
Balance of Book (not itemized) add to list 40%.
End Meas. Rods, 50%
Caliper Gauges, 50%
Micrometer Cases, 50%

STEEL—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOP AND WASTE—

| | | | |
|---|---|---|---|
| ½ | 1.60 | 1 | 3.75 |
| ¾ | 2.25 | 1¼ | 5.75 |
| ¾ | 2.75 | | |

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SUPPORTS—Wagon Tongue—

| Lindquist's— | | Haggard Spiral— | |
|---|---|---|---|
| 1 | 2.35 | 0 | 2.30 |
| 2 | 3.00 | 1 | 2.70 |
| 3 | 4.10 | 2 | 3.20 |
| | | 3 | 3.60 |

SWEEPERS, CARPET—Bissel's American Queen, $8.00; Club, $14.00; Elite, $8.75; Gold Medal, $7.00; Grand Rapids (Nic), $7.00; Grand Rapids (Jap), $6.75; Grand (Jap), $8.00; Parlor Queen, $8.25; Princess, $7.75; Prize, $7.00; Universal (Nic), $7.25; Universal (Jap), $6.50.

Vacuum—Superba, $13.50; Grand Rapids, $11.00; Household, $9.50. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N C. and S. C.

TACKS—Bills Posters', No. 545 Wire, or 555 Cut, 3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c.

Carpet—434 Cut, or 484 Wire ¼-lb. papers. No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c.

438 Cut, or 488 Wire ½-lb. papers. No. 3, 6c box; 4, 6c; 8, 6c; 10, 6c; 12, 6c.

495 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—324. No. 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—304 Cut, ¼-lb. papers. No. 1½, 15c box; 2, 15c; 2½, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c.

305 Cut, or 355 Wire in bulk. No. 3, 40c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued ¼-lb. papers. No. 9, 6c box; 10, 6c; 11, 6c; 12, 6c; 14, 6c.

Blued in bulk. No. 209, 40c lb.; 210, 40c; 211, 40c; 212, 40c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

| Asses' Skin No. | Each |
|---|---|
| 710 | .85 |
| 718 | 1.25 |
| 715 | 1.75 |
| 716 | 2.00 |
| 730 | .90 |
| 733 | 1.45 |
| 735 | 1.80 |
| 736 | 2.25 |
| **Linen** | |
| 1030 | 1.40 |
| 1033 | 2.25 |
| 1035 | 2.90 |
| 1036 | 3.85 |
| **Metallic** | |
| 500 L. | 4.00 |
| 503 L. | 6.00 |
| 505 L. | 7.50 |
| 506 L. | 9.00 |
| **Pocket** | |
| 148 | .95 |
| 145 | 1.10 |
| 165 | .25 |
| 3143 | .60 |
| 3175 | .50 |
| **Steel** | |
| 240 | 6.00 |
| 243 | 7.00 |
| 245 | 9.25 |
| 246 | 12.00 |
| 260 | 6.25 |
| 263 | 7.50 |
| 265 | 9.75 |
| 266 | 12.75 |
| 550 | 5.50 |
| 553 | 7.00 |
| 555 | 9.25 |
| 556 | 12.00 |
| **Surveyors'** | |
| 276 D. | 14.75 |
| 5100 | 11.00 |

STEEL TAPES—

| | | | |
|---|---|---|---|
| 100 | 6.00 | 200 D. | 6.00 |
| 103 | 8.25 | 203 | 9.75 |
| 105 | 12.00 | 203 D. | 9.25 |
| 106 | 14.25 | 205 | 14.25 |
| 200 | 6.00 | 205 D. | 18.50 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.80 | 16x18 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.80 |
| 12x14 | 32.00 | 37.35 | A or Wedge— | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.35 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.85 | 10.85 | 12.25 |
| 7x16 | 9.85 | 12.50 | 14.10 |

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

| Length | —Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.30 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sebco No. 5—With either round or flat head machine screws—

| Length | —Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 2.68 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 27, $11.00; 28, $11.75; 31, $12.50; 32, $13.00; 48, $15.00; 62, $17.00; 112, $11.75.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each; 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.

Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25.

Flax—18 BB, 80c lb.; 24 BB, 80c; 18 BC, 90c; 24 BC, 90c; 36 BC, 90c; 1018 Bc, 90c; 1024 Bc, 90c; 1036 Bc, 90c; 30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 10.75 |
| 9 | 10.25 |
| 28 A | 4.25 |
| 29 A | 4.50 |
| 128 B | 4.50 |
| 129 B | 4.75 |
| 229 B | 4.75 |

**Wash Bowls**

| | |
|---|---|
| 07 | .25 |
| 08 | .30 |
| 7 | .40 |
| 8 | .50 |

**Covered Buckets**

| | |
|---|---|
| 11 | .20 |
| 12 | .30 |
| 13 | .35 |
| 14 | .45 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .85 |
| 2 | 1.00 |
| 3 | 1.15 |
| 04 | 1.25 |
| 30 | .85 |
| 40 | 1.00 |
| 600 | 1.75 |
| 675 | 1.85 |

**Milk Cans**

| | |
|---|---|
| 1 | .40 |
| 3 | .70 |
| 4 | .90 |
| 01 | .40 |
| 03 | .70 |
| 04 | .90 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 9.00 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 31 | .60 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .25 |
| 13 | .30 |
| 14 | .35 |
| 15 | .50 |

**Cups**

| | |
|---|---|
| 09 | .20 |
| 010 | .25 |
| 23 | .30 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .20 |

**Cutters**

| | |
|---|---|
| All sizes | .15 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .30 |
| 03 | .45 |
| 4 | .25 |
| 9 | .30 |
| 10 | .35 |
| 32 | .30 |
| 34 | .35 |
| 35 | .40 |
| 42 | .50 |
| 208 | .75 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .20 |
| 30 | .20 |
| 35 | .20 |
| 120 | .25 |
| 125 | .30 |
| 130 | .35 |
| 220 | .75 |
| 225 | .85 |
| 230 | 1.25 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .55 |
| 02 | .60 |
| 027 | .55 |
| 029 | .75 |
| 047 | 2.25 |
| 049 | 3.00 |
| 067 | 2.75 |
| 069 | 3.75 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .45 |
| 200 | .65 |
| 240 | .85 |
| 280 | 1.05 |
| 320 | 1.30 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.65 |
| 4 Melon | 2.25 |
| 08 Jelly | .15 |
| 15 Jelly | .35 |
| 61 Cake | .50 |
| 62 Cake | .65 |

**Dairy Pails**

| | |
|---|---|
| 10 | .90 |
| 12 | 1.00 |
| 14 | 1.10 |
| 40 | .85 |
| 60 | .45 |
| 80 | .50 |
| 100 | .55 |
| 104 | 1.25 |
| 105 | 1.50 |
| 120 | .65 |
| 124 | 1.50 |
| 125 | 1.65 |
| 140 | .70 |
| 144 | 1.65 |
| 512 | 2.25 |
| 514 | 3.00 |

**Bread Pans**

| | |
|---|---|
| 01 | .25 |
| 03 | .30 |
| 15 | .20 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 130 | .60 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .20 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.85 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 30 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 300 | .15 |
| 301 | .20 |
| 302 | .30 |
| 304 | .40 |
| 306 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .35 |
| 8 | .45 |
| 9 | .55 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .40 |
| 2 | .45 |
| 4 | .65 |
| 6 | 1.00 |

**Tea Pots**

| | |
|---|---|
| 240 | .85 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .30 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 3 | .20 |
| 10 | .40 |
| 20 | .50 |
| 33 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 123 | .65 |

**VALVES—**

**Standard Globe and Angle Valves—**

| | |
|---|---|
| ⅛ | .95 |
| ¼ | .95 |
| ⅜ | 1.00 |
| ½ | 1.30 |
| ¾ | 1.65 |
| 1 | 2.35 |
| 1¼ | 3.30 |
| 1½ | 4.55 |
| 2 | 6.90 |

**Standard Gate Valves—**

| | |
|---|---|
| ⅛ | 1.95 |
| ¼ | 1.90 |
| ⅜ | 1.90 |
| ½ | 2.05 |
| ¾ | 2.55 |
| 1 | 3.50 |
| 1¼ | 4.60 |
| 1½ | 6.25 |
| 2 | 9.25 |

**WAGONS—Boys'—**

| American No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5.00 |
| **Samson** | |
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

**Wagners—**

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 18.00 |

**Coaster—Star—**

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

**Mars-Wells—**

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

**WASHERS**—Cast Iron—Size ⅛ to 2, 18c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

**WASTE**—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 38c.

**WAX**—Floor 95c lb.

**WEANERS**—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

**WEDGES**—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

**WHEELBARROWS**—Brick—No. 10 B, $15.25 each; 20, $15.00.
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $16.00; 5, $18.00; 10, $23.75.

**WICKS**—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅝-in., 2½c each; No. 1, ⅞-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

**WIRE—**

| Per 100 lbs. | Plain Fence. Black. | Plain Fence. Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganito Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

**WIRE CLOTH**—See Cloth.

**WOODENWARE—**

| Spoons | | Trays, Chopping | |
|---|---|---|---|
| 13-inch | .15 | 0—10x18 ins. | .75 |
| 15-inch | .15 | 3—11x22 inch | 1.25 |

**WOOL**—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 30c each.

**WRINGERS**—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00. White's 3, $4.00; 00, $5.25; 8, $5.25.

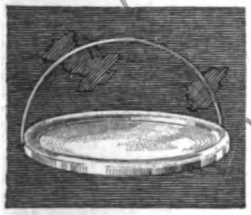
**WRENCHES—**

| | Agr. | Coes. | Barcalo Semi-fin. Crescent. | Barcalo Stillson Trimo. | Barcalo Model N. |
|---|---|---|---|---|---|
| 6-inch | 1.00 | 1.65 | 1.25 | 1.65 | 1.15 |
| 8-inch | 1.15 | 2.00 | 1.25 | 1.85 | 1.40 |
| 10-inch | 1.35 | 2.35 | 1.50 | 2.10 | 1.75 |
| 12-inch | 1.75 | 3.60 | 2.00 | .... | 2.65 |
| 15-inch | 2.15 | 4.15 | 2.75 | .... | 4.00 |
| 18-inch | .... | 5.35 | 4.00 | .... | .... |
| 21-inch | .... | 6.50 | 6.00 | 4.10 | .... |

**ZINC**—Full sheets, 85c lb.; less than sheets, 40c lb.

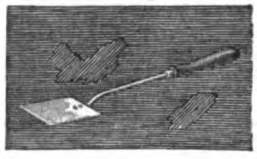
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A.G.M.CO. VIKO ALUMINUM

## A Merchandising Advantage

Women were quick to discern the merits of aluminum cooking utensils. They found them easier to handle, less likely to burn and scorch, and more durable than many wares available a decade ago. That is why you find aluminum ware in the majority of American kitchens today.

And you find it in all good stores. Is your store wisely stocked in its aluminum goods section? One good line with a popular appeal is better than odds and ends of many lines. From VIKO, The Popular Aluminum, you can fill every stock need. Viko is the largest line in the world. The excellence of Viko quality combined with the popular Viko price makes for many profitable sales. For dealer proposition—

*Ask Your Jobber*

**Aluminum Goods Manufacturing Company**
General Offices: Manitowoc, Wisconsin, U. S. A.
*Makers of Everything in Aluminum*

# VIKO
## The Popular Aluminum

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# Business Opportunities

**WANT TO HEAR FROM OWNER**

Having Hardware or other business for sale. Give cash price and information. John J. Black, 229th St., Chippewa Falls, Wisconsin.

**FOR SALE**

125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.

**WANTED**

Experienced general hardware road Salesman. Age about 30. State experience and record. Drawing account and bonus. Eastern Washington. Splendid opportunity for right man. Address XYZ, care HARDWARE WORLD.

**FOR SALE**

A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.

In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.

Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.

**WANTED**

Position as Road Salesman for Wholesale Hardware Firm, Plumbing Supply House or Electrical Supply House. Extensive experience and references. Address Box 61, care HARDWARE WORLD.

**FOR SALE**

Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

**FOR SALE**

Thriving Hardware and Furniture business in Rocky Ford, Colorado, one of the best towns of its size in the country, located in a prosperous irrigated section. Business in flourishing condition and increasing each year. Stock clean and bought at right prices. Business is clearing big money over and above salaries of proprietors. Low rent. Stock and fixtures will inventory about $17,000. No bonus asked. Proprietor wishes to retire. Anyone interested write for further particulars. Address Butterfields, Rocky Ford. Colorado.

**WANTED**

Someone who likes to do general shopwork, such as repairing tinware, making dryer pipe, plumbing, setting up machinery and helping in the store. Want someone who takes an interest in these things and is glad to do it. We live in a town of 250 people, with good school, churches, good surrounding farming country and good climate. Everything is congenial, but we would like to have someone who is a hustler and will be glad to look after the interests of the trade. Write, advising what salary is expected. Address S. & C., care HARDWARE WORLD.

**WANTED — HARDWARE SPECIALTIES**

We can give due consideration to selling Hardware Specialties to the trade on a commission basis. Address Starks Mfg Co., 325 13th St., Oakland, Calif.

**TRADE RHYMES $1.00**

Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00 Send any suggestions or circulars to (Reegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City Suggestions selected and used $1.00 each

**FOR SALE**

The best paying Hardware and Implement business in Fresno County, California. We make this statement with the full knowledge that such an assertion sounds broad, but evidence will be available to really interested parties. Address Hardware, care HARDWARE WORLD.

**POSITION WANTED**

As assistant manager or director of a housefurnishing department in a retail or department store is the position I would like. Nine years' experience should be sufficient to guarantee my ability to fill the position. Twenty years as a road man visiting this same trade, has kept me in touch with the line specified. Salary no particular object, but a living remuneration expected for my services. Address G. S. H., care HARDWARE WORLD.

**FOR SALE**

Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**FOR SALE**

Hardware, Electrical and Sporting Goods store. Established 38 years in one of the busiest growing sections of San Francisco. Owner wishes to retire. Bargain for cash buyer. Address Box 2744, care HARDWARE WORLD.

**HARDWARE MAN WANTED**

Thoroughly experienced in all lines of General Hardware; single. $125 with board and room. Department Store, San Joaquin Valley. Address L. B. C., care HARDWARE WORLD.

**WANTED**

Position as Manager of Hardware Store. Have had extensive experience in management of hardware, plumbing and electrical supplies. Will accept suitable, or salary and working interest. References Address Box 16, care HARDWARE WORLD.

**POSITION WANTED**

By A-1 Hardware and General House Furnishing Salesman. Twenty years' experience. Five years in present location as Manager and Buyer. Can furnish the best of references. Address C. A. D., care HARDWARE WORLD.

**FOR SALE**

Hardware Stock in good town 100 miles from Spokane. Invoice $6,000. Write for particulars. Address H. B. R., HARDWARE WORLD.

**TRAVELING SALESMAN WANTED**

One wanted to sell Coal, Gas Ranges, and Oil Stoves in Michigan. Also Salesman to sell Southeastern States. Address Box 220, care HARDWARE WORLD, Boatmans Bank Building, St. Louis, Missouri

**STOVE SALESMAN**

For States of Arkansas, Oklahoma, Louisiana and Texas to sell high grade Porcelain Enameled Coal Ranges. New Company. We want only men who can produce. Address R, care HARDWARE WORLD.

**WANTED**

Party with $15,000 or $20,000 cash to invest in established jobbing business in California, to take active part. Must give good references. Box 409, HARDWARE WORLD.

**FOR SALE OR LEASE**

Rolling Mill complete. 8, 10, 16 and 18 inch Mill for rolling steel and iron. Best reason for selling. With or without real estate. A chance of a lifetime. Address Box 43, care HARDWARE WORLD.

**SYSTEMATIZE YOUR STOCK BINS**

Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.

**WANTED**

Accountant not over thirty-five years old, experienced in hardware store work on single and double entry system, familiar with names and prices on hardware merchandise. Must be willing to travel extensively. State details of education, experience and salary expected. Address reply to Box 437, care HARDWARE WORLD.

**FOR SALE**

A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

**FOR SALE CHEAP**

50,000 prs. 2x2 and 2½x2½ tight pin sheradized steel butts: 60,000 4½-in. Hinge Hasps. Union Steel Spec. Co., 5605 Wayne, Chicago.

**COMMISSION MEN! LIVE WIRES!**

Prepare now for big earnings during 1921.

We want live, honest, conscientious commission men in every state—

WORKERS

Big commissions and full credit on all repeats. Exclusive territory on big selling, well advertised specialties. $20 to $75 per day can, and is being earned. Workers only. References necessary. Capital not necessary. Reliability insisted on. Address C. C. G., care HARDWARE WORLD.

**FOR SALE**

Good clean stock of Hardware, Implements and Plumbing goods. Invoice about $6500.00. Excellent farming and fruit country to draw from. Center of prune district. This is a good going business; stock was turned over four times last year. Address Riddle Hardware Company, Riddle, Oregon.

"Chet" Martin, who has been associated with the Geo. C. Baer Co., Pendleton, Oregon, and recently with the Flemming Co., Yakima, Wash., is now with C. D. Lenfesty Hardware Co., Walla Walla, Wash., and is glad to get back to his native region.

Sturgis & Storie, Walla Walla, Washington, are the distributors for Walla Walla, Columbia, Asotin, Garfield Counties, Washington; Umatilla, Union, Wallowa, Baker Counties, Oregon, on the Lally Light, and report that they are doing a very excellent business.

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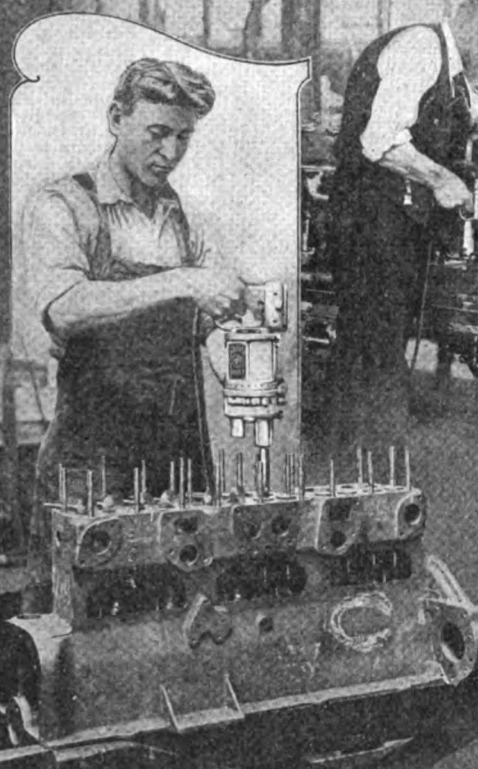

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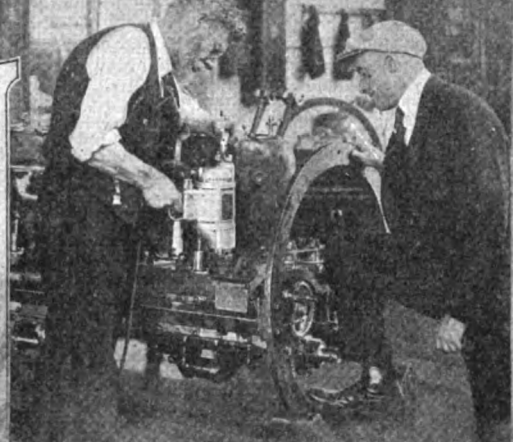
Exhibit "O"

# BLACK & DECKER

PORTABLE ELECTRIC DRILLS
AND
ELECTRIC VALVE GRINDERS
*"With the Pistol Grip and Trigger Switch"*

EVIDENCE





These are photographs taken at the plant of the Wisconsin Motor Mfg. Co., Milwaukee, Wis., showing the Electric Valve Grinder and Portable Electric Drill *"With the Pistol Grip and Trigger Switch"* in use.

Another example of Quality Products manufactured with quality tools.

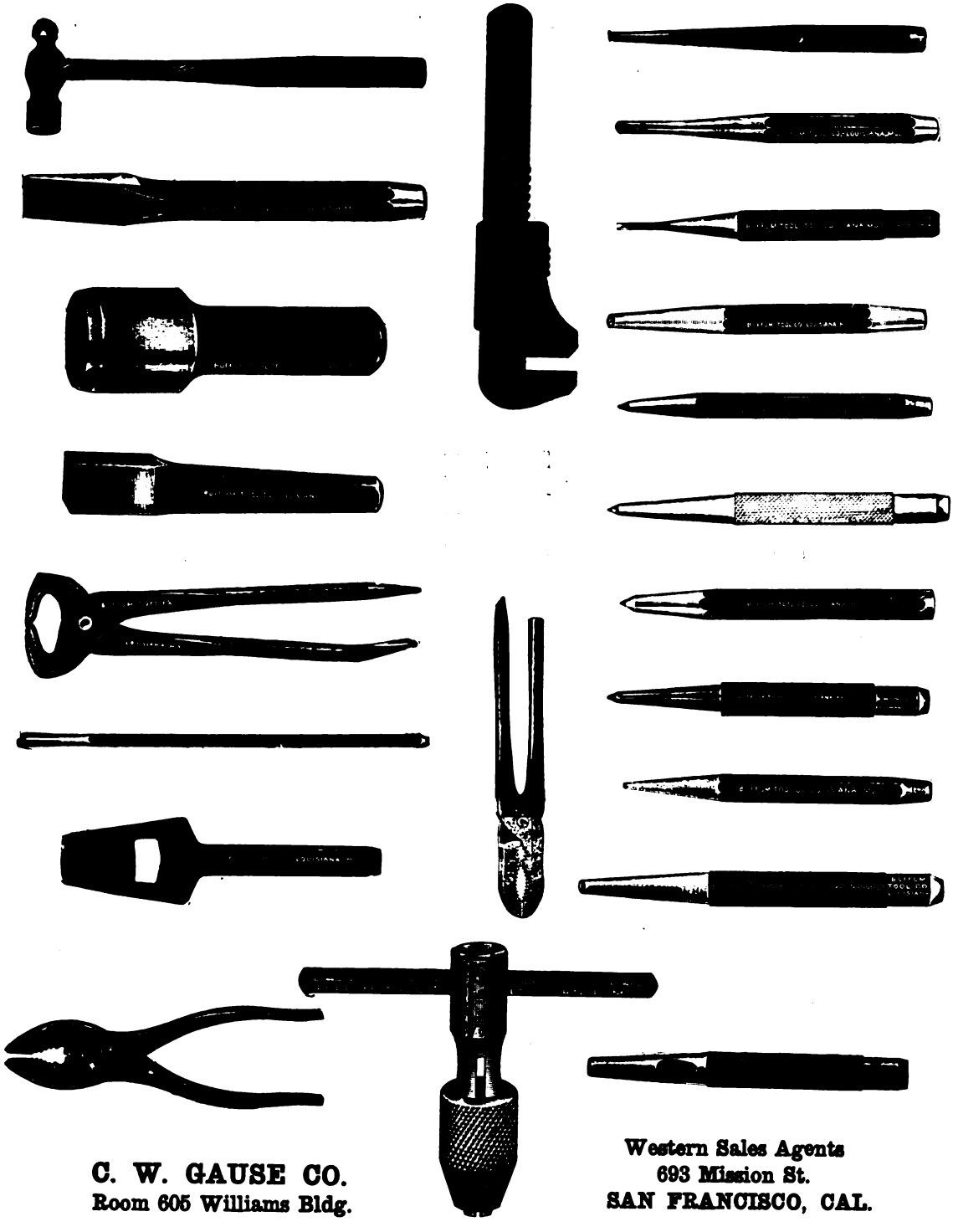
Have you a copy of our latest catalog? We will be glad to send you one on request.

THE BLACK & DECKER MFG. CO.
TOWSON HEIGHTS, BALTIMORE, MD., U. S. A.
Portable Electric Drills Electric Valve Grinders Electric Air Compressors
BRANCH OFFICES:
New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
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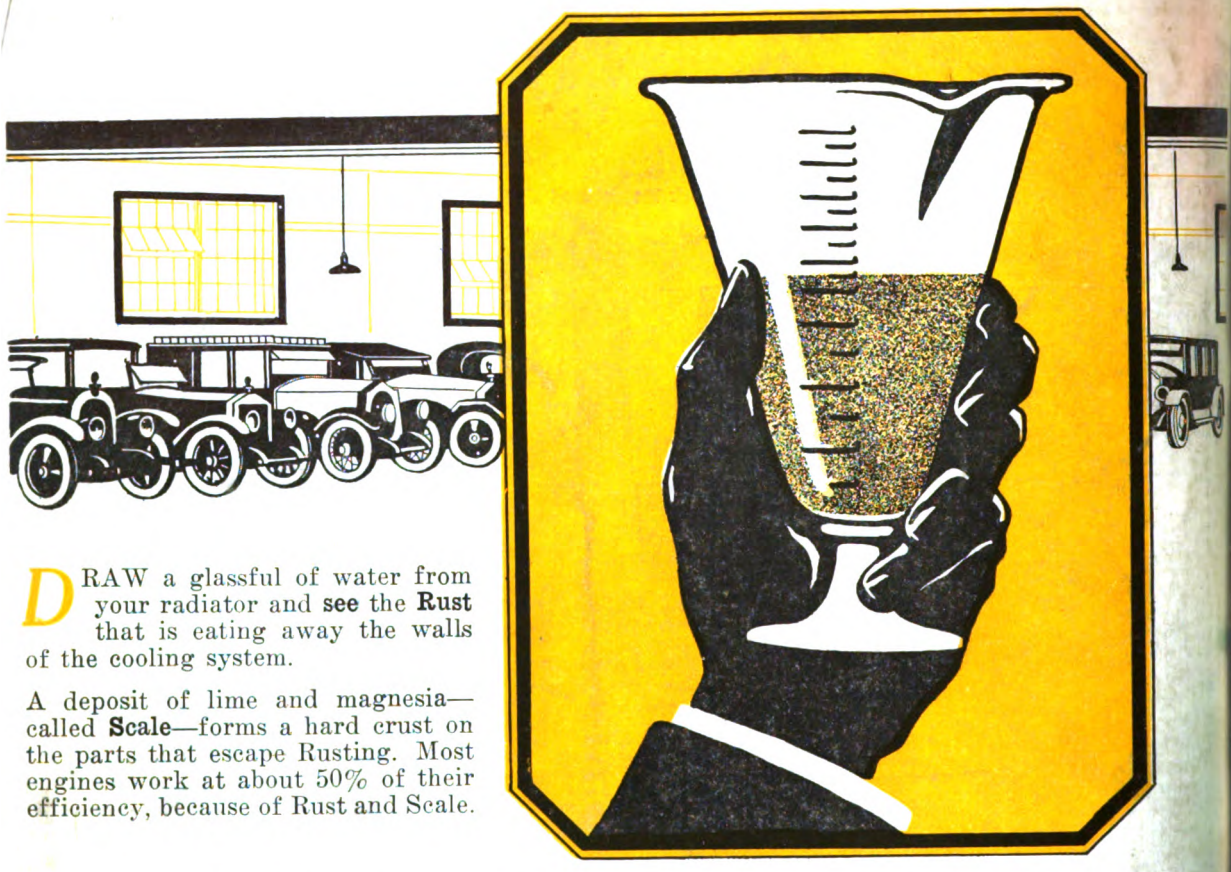
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**C. W. GAUSE CO.**
Room 605 Williams Bldg.

Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.

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DRAW a glassful of water from your radiator and **see** the **Rust** that is eating away the walls of the cooling system.

A deposit of lime and magnesia—called **Scale**—forms a hard crust on the parts that escape Rusting. Most engines work at about 50% of their efficiency, because of Rust and Scale.

# The troubles they can't *see* never worry some car owners!

"OUT of sight, out of mind" seems to be the theory on which some men drive their cars.

How else explain the fact that they totally ignore the dangers of a Rust-choked, Scale-clogged cooling system?

Is it possible that they don't **know** that Rust is **constantly** knawing at the metal? And that Scale is depositing a thick hard coating on the walls that **prevents** radiation of engine heat? This breaks down the oil film, causes steaming, overheating, scored cylinders, etc.

Hundreds of thousands of car-owners use "X" Liquid, first to **dissolve** the Rust and Scale — then to **prevent** new Rust or Scale from forming.

You'll be surprised what **better performance** you can get from an engine that isn't **handicapped** with Rust and Scale.

* * *

The same "X" Liquid that loosens Rust and Scale **repairs leaks** anywhere in the cooling system—radiator, pump, connections, etc. It makes one repair or one thousand at the **same** time and at the **same** cost. It automatically makes **permanent** repairs that stand 2000 pounds pressure.

And "X" Liquid **prevents** future leaks. It works perfectly in alcohol or other reliable anti-freeze.

For a troubleproof cooling system over 25,000 careful dealers recommend "X" Liquid. It **is not** a radiator cement, meal or "dope," but a **scientific** process that keeps cooling systems 100% perfect.

**Large Size $1.50**

*will do a $25 repair job!*

**Ford Size 75c**

*Get "X" Liquid from your dealer today*




**"X" LABORATORIES, 25 West 45th Street, NEW YORK CITY**

Pacific Coast Branch: 450 Rialto Building, San Francisco, California

"X" TRADE MARK **Liquid makes all water cooling systems LEAKPROOF · RUSTPROOF · SCALEPROOF**

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# Hardware World

PLUMBING AND HEATING

DECEMBER 1920


TRADE S.W. MARK

Stanley Tools

The Season's Greetings.

The sincere wish of this organization is that during the year 1921 our customers will enjoy the same pleasant business relationship with us as we have had with them the passing year.

THE STANLEY WORKS

NEW BRITAIN, CONNECTICUT

NEW YORK BRANCH OFFICES CHICAGO


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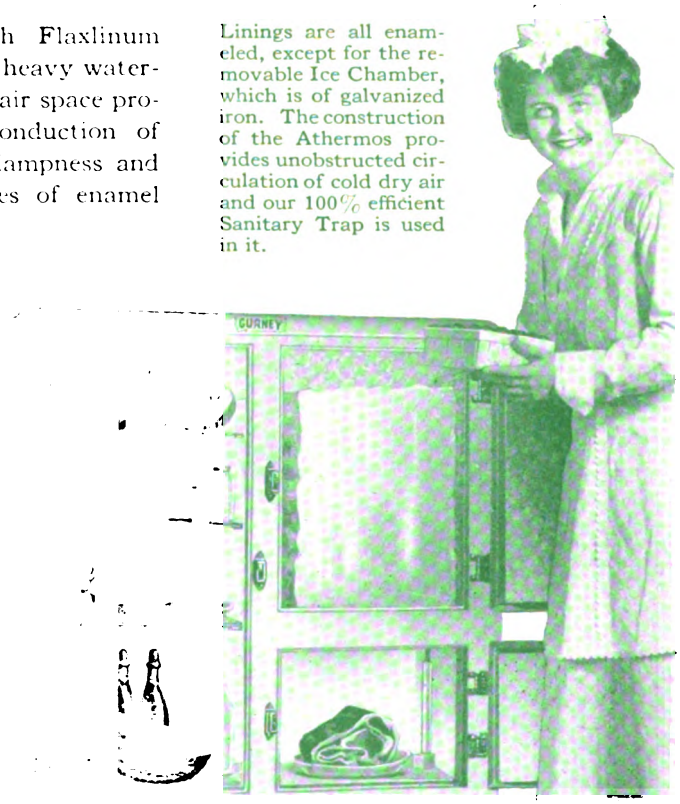
# Meet the Growing Demand *for* All-Steel Refrigerators with the Gurney Athermos

HERE'S an All-Steel line that ***shows*** right and ***is*** right—a line whose attractive appearance creates an instantly favorable impression and whose construction is the last word in scientific refrigerator building.

Athermos refrigerators are made from deep drawing steel sheets riveted and seamed together so as to make them absolutely water tight.

They are heavily insulated with Flaxlinum sheets overlaid with two layers of heavy waterproof paper with $\frac{3}{4}$ inch of dead air space provided to assure complete non-conduction of heat. They are not affected by dampness and will last a lifetime. Two styles of enamel finish—pure white and battleship gray—are offered. Heavy bronze nickle-plated trimming are used throughout.

Linings are all enameled, except for the removable Ice Chamber, which is of galvanized iron. The construction of the Athermos provides unobstructed circulation of cold dry air and our 100% efficient Sanitary Trap is used in it.




**Beside the unequalled All-Steel Athermos, we manufacture a complete line of Wood Case Refrigerators in so many different styles and sizes that no Gurney dealer need ever lose a sale through inability to offer just what the customer wants.**

## Localized Selling Helps That Do Get Real Action

***We back Gurney quality and Gurney reputation by giving Gurney dealers advertising aid that amounts to something—not mere "general publicity," but practical sales helps adapted to his community and his store. These helps will increase your refrigerator business. Write for details.***

Shall we mail you one of our new catalogs?

# Gurney Refrigerator Co., Fond du Lac, Wis.

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# ROPE FACTS YOU SHOULD KNOW

During the year 1918 the Federal Trade Commission took action regarding the purity of Manila Rope; this body caused manufacturers to agree not to use the word "Manila" in connection with any rope composed of less than 100% abaca or Manila fibre, unless the percentage of adulteration be clearly indicated on tags, burlap covers, invoices, printed matter, etc.

This excellent step in the right direction has proven to be a splendid safeguard for dealers and consumers.

Another protection has been afforded by the discovery of a simple and practically infallible chemical test for non-Manila fibre. This provides a ready means for examining any piece of rope and quickly detecting the presence of other fibres.

But until the BUREAU OF STANDARDS SPECIFICATIONS were issued, little or no official notice had been taken concerning the vital importance of **quality of fibre** in MANILA ROPE. The framers of these specifications, including rope manufacturers present at the various conferences, realized that the term "long fibre" was of no value because all Manila hemp is long, regardless of grade. They realized also that the mere designation "Pure Manila," "100% Manila," or similar expressions, even coupled with certain strength requirements for new rope, did not guarantee the purchaser a rope of high quality. Therefore, they incorporated in their specifications certain definite designations of fibre quality so as to insure the delivery of rope of proper grade where first class cordage might be required.

Rope purchasers who may not be familiar with these facts will find it profitable to investigate and thoroughly inform themselves regarding the wide variation in quality and, therefore, in strength and durability between the numerous grades of "Pure Manila" rope on the market. We shall be glad to aid in this investigation upon request.

Before the Federal Trade Commission took action and before the Bureau of Standards Specifications were drawn up, as well as since that time, WHITLOCK ALL-MANILA ROPE has been made not merely 100% pure, but actually superior to these specifications in every respect—including strength, yardage, tare and quality of Manila hemp used.

WHITLOCK ALL - MANILA ROPE
is, therefore, recognized generally as—

**"The Utmost in Rope Value"**

The Rope that Endures
WHITLOCK
ALL-MANILA

## WHITLOCK CORDAGE COMPANY

**46 South Street, New York**
Chicago Office, 1303 Chamber of Commerce
KANSAS CITY BRANCH, 512 Railway Exchange Building

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# Hardware World

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Volume XV DECEMBER :: 1920 Number

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T. M. Shearman, Editor and Manager.

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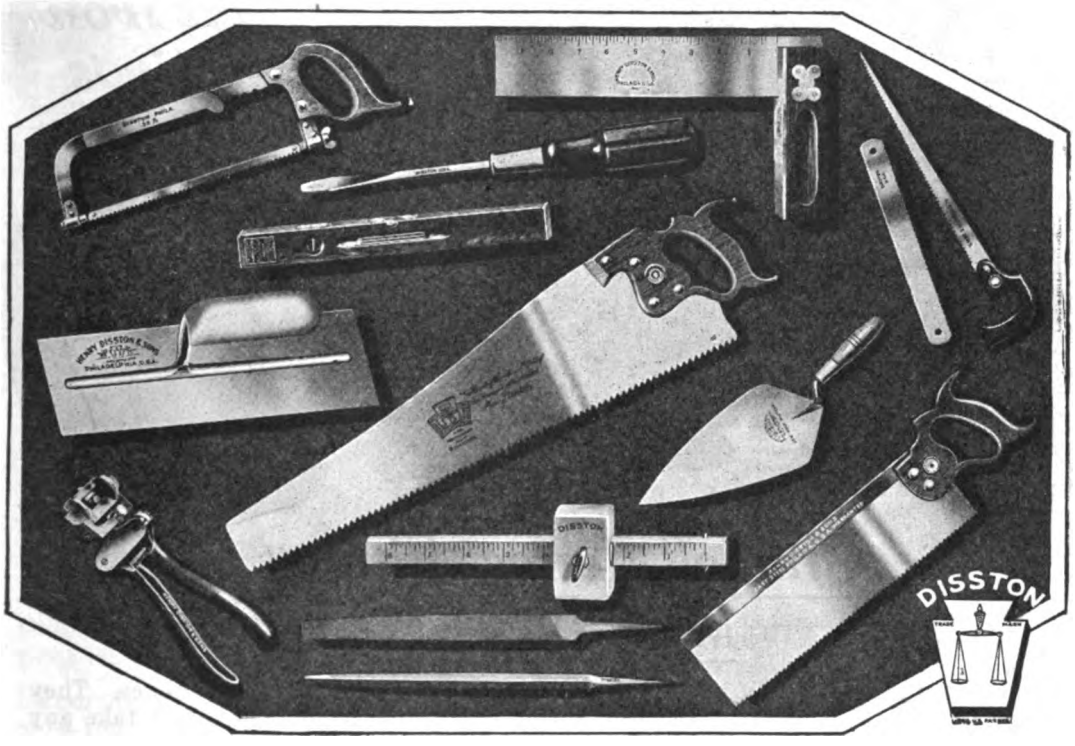
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220 Pacific Bldg. Vancouver, B. C.

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# DISSTON
## SAWS AND TOOLS




# Every Home Needs Some of These Tools

The day of useless gifts at Christmas time has passed. Most people choose articles of practical value for their presents.

And what is more valuable than a good saw or tool? With good tools any man can do practically all the repair work around his house.

Most home workers find a lot of fun in doing their own work, too—in sawing a tough, knotty board with a saw so keen and well balanced that it bites its way through with little effort.

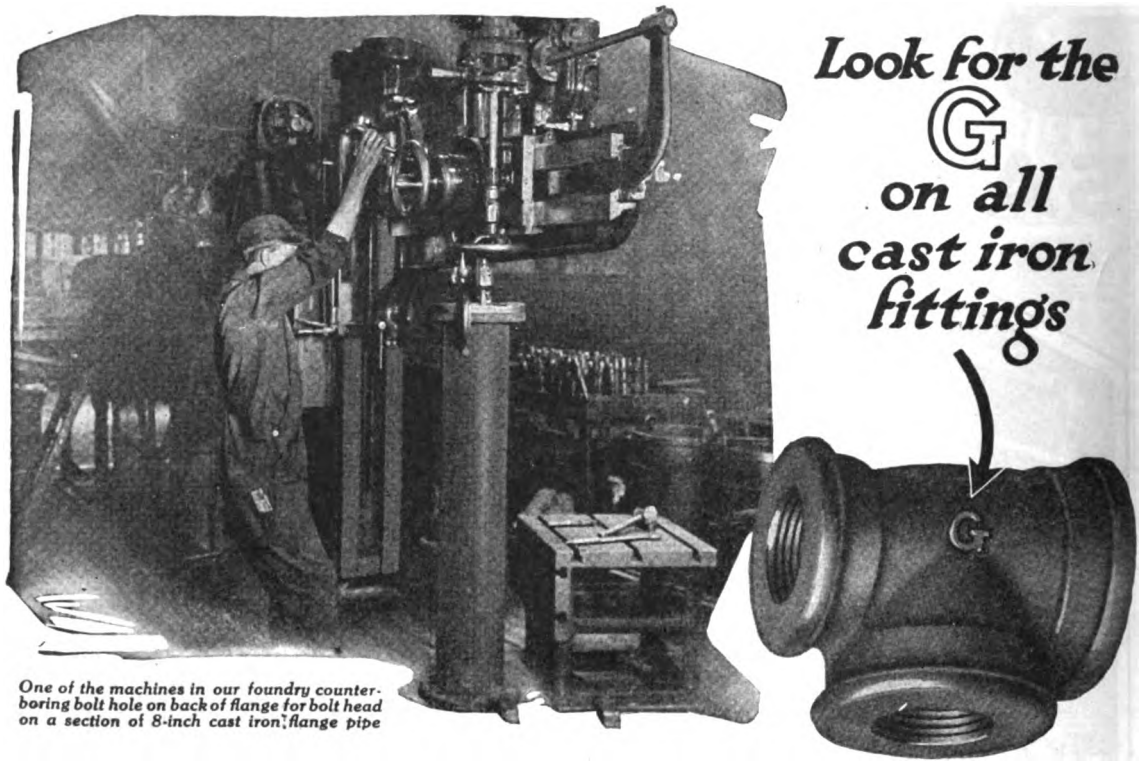
Even driving home a screw gives pleasure, providing the screw driver has a handle that will not turn on itself or slip—one that fits the palm.

Disston advertising throughout the country is telling the home owner the advantages of owning the best tools. Such papers as The Saturday Evening Post, Popular Mechanics and the Farm Journal are reaching hundreds of thousands of homes. Link your arguments with these. The home owner wants the best for his home.

And this is a mighty good time to help him choose wisely—choose things that are useful and things that are the best in the line.

**HENRY DISSTON & SONS, Inc.**
**General Offices, Philadelphia, U. S. A.**

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*One of the machines in our foundry counterboring bolt hole on back of flange for bolt head on a section of 8-inch cast iron flange pipe*

# Grinnell Perfect Fittings

## Mean Better Jobs

Grinnell Fittings are rigidly inspected. We throw out all but the perfect ones. They are the fittings we use in Automatic Sprinkler installations and we can't take any chances. That's why we're so particular. Our standard is your safeguard.

They are the kind you can sell or use with confidence.

### L. R. D. Valves
### The All 'Round Valve

L. R. D. Valves are the most reliable all 'round valves on the market. By use of the removable discs you can quickly suit them for any service.

This means a big saving in stock, as you need carry only one kind instead of several for different jobs.

L. R. D. Valves are always tight, but never tick.

**Bring Us Your Orders for National Tube Pipe—**

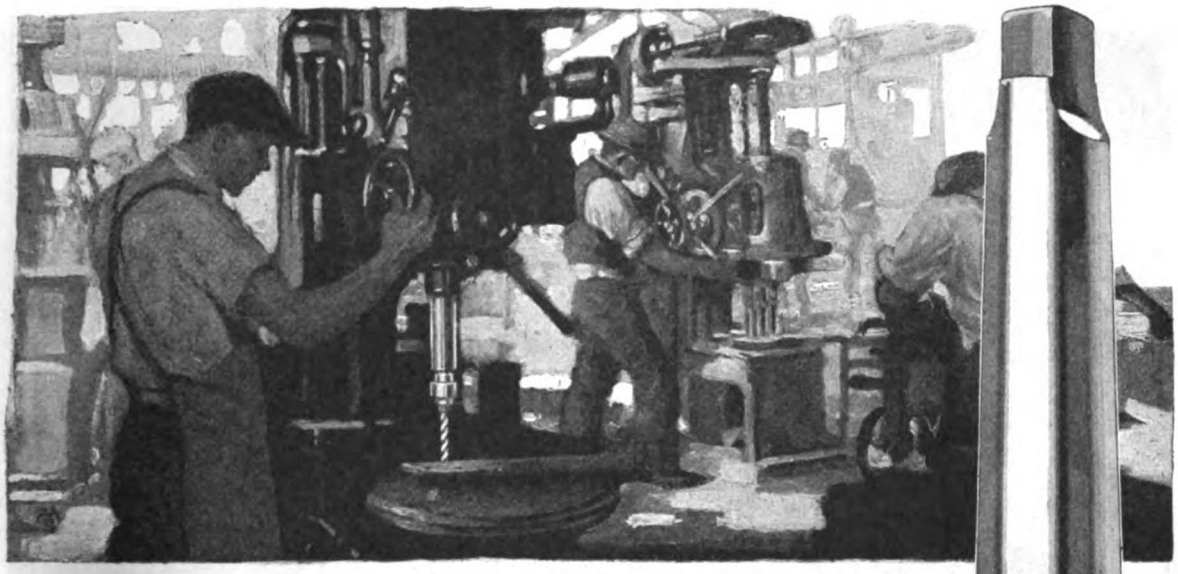
We always carry a large stock of all regular sizes and we cut the thread to sketch.

**GRINNELL COMPANY**
of the Pacific

453 MISSION STREET, SAN FRANCISCO
439 EAST 3rd STREET, LOS ANGELES

**Ask the owners of 25 million Grinnell sprinkler fittings**

Digitized by Google



# Precision Printing

*How Would You Get It Without Accurate Drill Holes?*

Modern demands for accuracy and speed in the printing industry have placed strenuous tasks on the presses.

Hundreds of delicate and sensitive parts must function every second in perfect harmony to obtain this precision and speed.

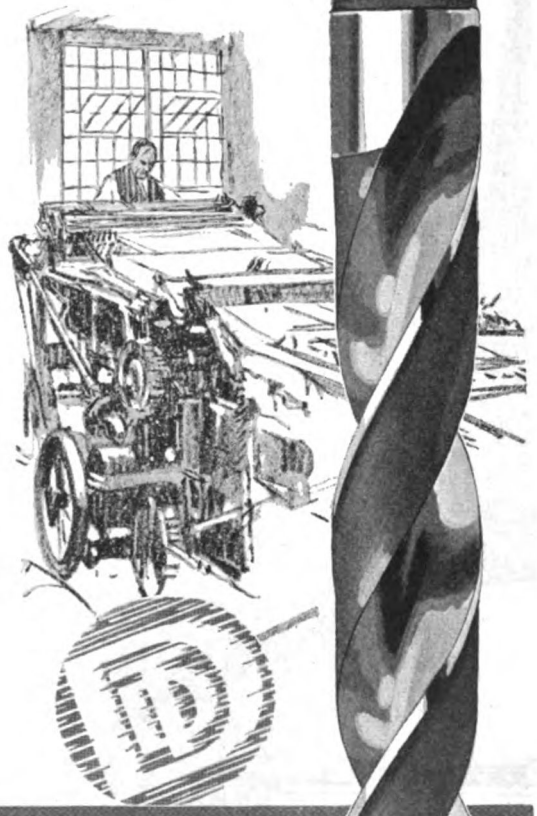
The exacting need for micrometer accuracy in building and assembling printing presses requires drills that are accurate to the finest measurements.

Detroit Twist drills are used by the leading builders of printing presses because of their proved ability to give more accurate holes with less regrinding and with less cost for power.

*Specify Detroit Twist Drills in Your Next Drill Order*

**Detroit Twist Drill Company, Detroit, Michigan**

New York Sales Offices, 45 Warren St.






# DETROIT TWIST DRILLS

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## The Right Tool At the Right Time

FOR the work of mechanic or carpenter, for the everyday job about your house, garage or barn, it's a big satisfaction to have exactly the right tool—and have it handy. Whether you want to drive screws, drill holes in wood or metal, mitre, counter-sink or ream, the tool best suited for your purpose is the one most perfectly designed for this or that particular kind of work.

For over half a century the Millers Falls Company has been inventing, designing and making fine tools. Their expert designers constantly work on new ideas and perfect old models.

Skilled mechanics, master carpenters and hardware dealers will tell you that there are no better braces, auger bits, hand and breast drills, mitre boxes, vises, hack saws and other boring and cutting tools than those branded "Millers Falls." The reason is that every Millers Falls tool is made of the highest quality of materials, is correctly balanced, is stripped of whatever would make it clumsy, and is as simple and efficient in design as honest workmanship can make it.

MECHANICS' VISE No. 522 Scientifically designed, with greatest strength at points of greatest strain. Detachable steel jaw faces, replaceable if necessary, and steel-faced anvil. The screw is attached with a nut for taking up any wear, thus obviating any lost motion. An exceptionally high grade and practical vise.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Makers of Millers Falls and Universal Hack Saw Blades

*The Millers Falls Mechanics' Handbook will be sent you for ten cents to cover postage.*

MILLERS FALLS TOOLS

*The Berkshire Hills country —the home of Millers Falls Tools.*

*Photograph made in hardware store of J. M. Kohlmeier, 1011 Third Ave., New York, N. Y.*

MILLERS FALLS TOOLS

*This advertisement appears in the December 11th issue of the Saturday Evening Post*

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# Are these Saturday Evening Post readers seeing Millers Falls Tools in your store?

When your friend introduces you and the new acquaintance says, "I've heard about you before," you feel friendly right away.

The same principle holds true of things as well as people. You've experienced it yourself. You have seen something advertised in a magazine or trade paper, then seen it in a store. If you needed it and had the money, a little urging from the salesman, to help you make up your mind, closed the sale.

Now apply this to your store and Millers Falls Tools. Here's a mechanic or an amateur who has been seeing and reading about Millers Falls Tools for a year or more in the Saturday Evening Post. He may come into your store for only a pound of nails. But if he sees Millers Falls Tools in the window or showcase and on your counter—and you do a little urging—he's apt to leave your cash register richer by a few additional dollars. He's been thinking of getting a Millers Falls Brace, Vise or other tool, and the sight of them, plus the few words from you at what the professors call the psychological moment, does the trick.

Merchants of today know this urge to the customer's pent-up desire is one of the fine arts of selling. It increases profits and speeds up turnover. Try it in your store and watch how it works.

RIGHT DESIGN—HONEST CONSTRUCTION

## MILLERS FALLS COMPANY

**Founded 1870**

MILLERS FALLS, MASSACHUSETTS

*Manufacturers of Millers Falls and Universal Hack Saw Blades*

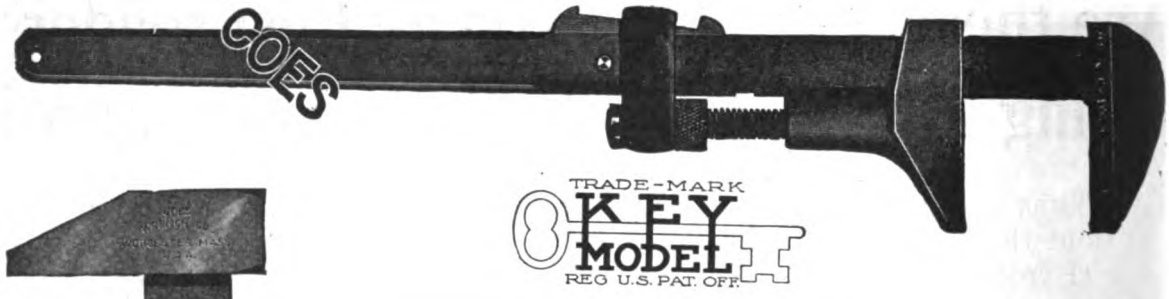
**A FREE TOOL FOR YOUR CUSTOMER**

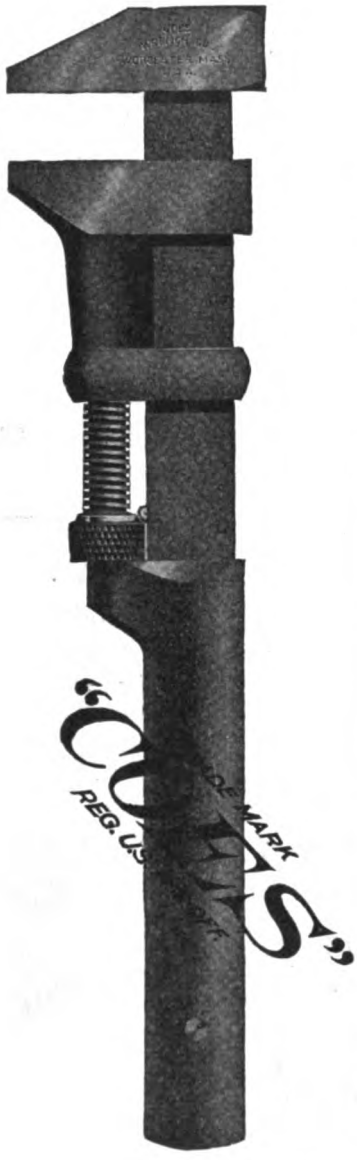
**If you have a customer who has been using a Millers Falls tool ten years or over, ask him to send us a photograph of himself and the tool, with a letter telling us how he feels towards it. We'll send him a new Millers Falls tool free if we make use of the photograph and letter.**




*The Millers Falls Mechanics Handbook will be sent you for ten cents to cover postage*

Digitized by Google




# The COES Line

The line of least resistance in making quick sales, satisfied customers, sure repeat orders and worthwhile cash turnovers.

Coes "Key-Model"—made of heavy steel forgings, fully hardened and admitted the strongest and most practical wrench ever designed for the use of engineers in boiler rooms. Unequalled for conserving material and removing valve bonnets quickly and easily without injury.

Range of sizes include: 28", 36" and 48". The 72" size is made to order.

Coes "Steel-Handle"—designed especially for railroads, factories and mechanics' use. May be exposed to heat, water or insects without harm.

Seven sizes: 6" to 21".

Coes "Knife-Handle"—the best known and most universally used wrench in shops and homes. Standard the world over.

Seven sizes: 6" to 21".

See your jobber.

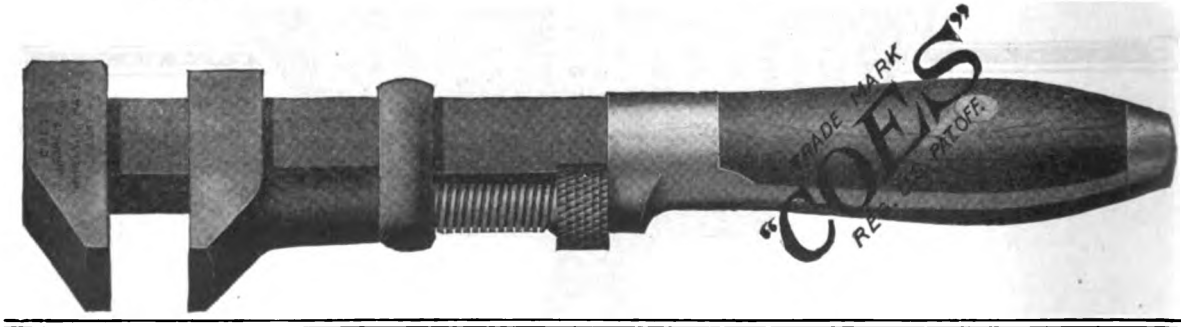
Send for Catalog in English or Spanish.

## COES WRENCH CO.

Established 1841 in

**WORCESTER, MASS.**

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCARTY & CO., 29 Murray St., New York
J. H. GRAHAM & CO., 113 Chambers St., New York.
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.




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# ATKINS SILVER STEEL SAWS

## WORKMANSHIP

BEHIND a quality saw investment, as behind a machine investment, you need workmanship most of all. *Workmanship assures you of stability.*

Without workmanship there is no assurance of stability, and without quality there can be no workmanship.

## ATKINS SILVER STEEL SAWS

possess stability because high quality and superior workmanship go hand in hand in their manufacture.

Since 1857 this company has ranked as the foremost in saw manufacturing. The business was solidly built up on quality and workmanship, and it has expanded steadily.

Atkins Saws will increase your production and make your work a pleasure

Tell us what kind of saw you are interested in and we will mail our literature with full details.

## E. C. ATKINS & COMPANY, Inc.

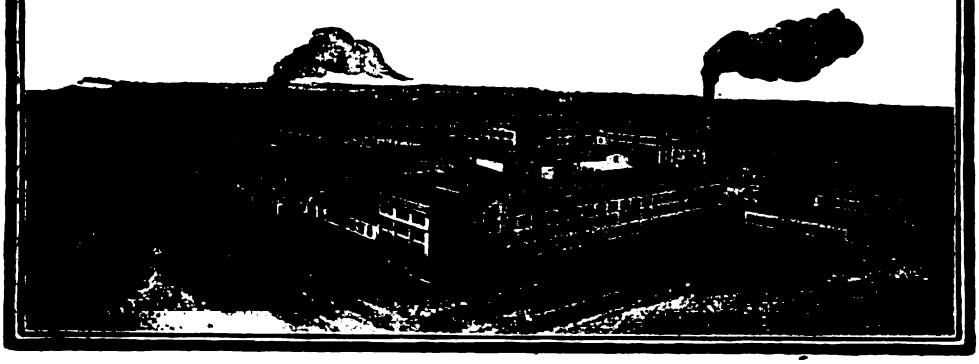
*"The Silver Steel Saw People"* Established 1857

Home Office and Factory, INDIANAPOLIS, INDIANA

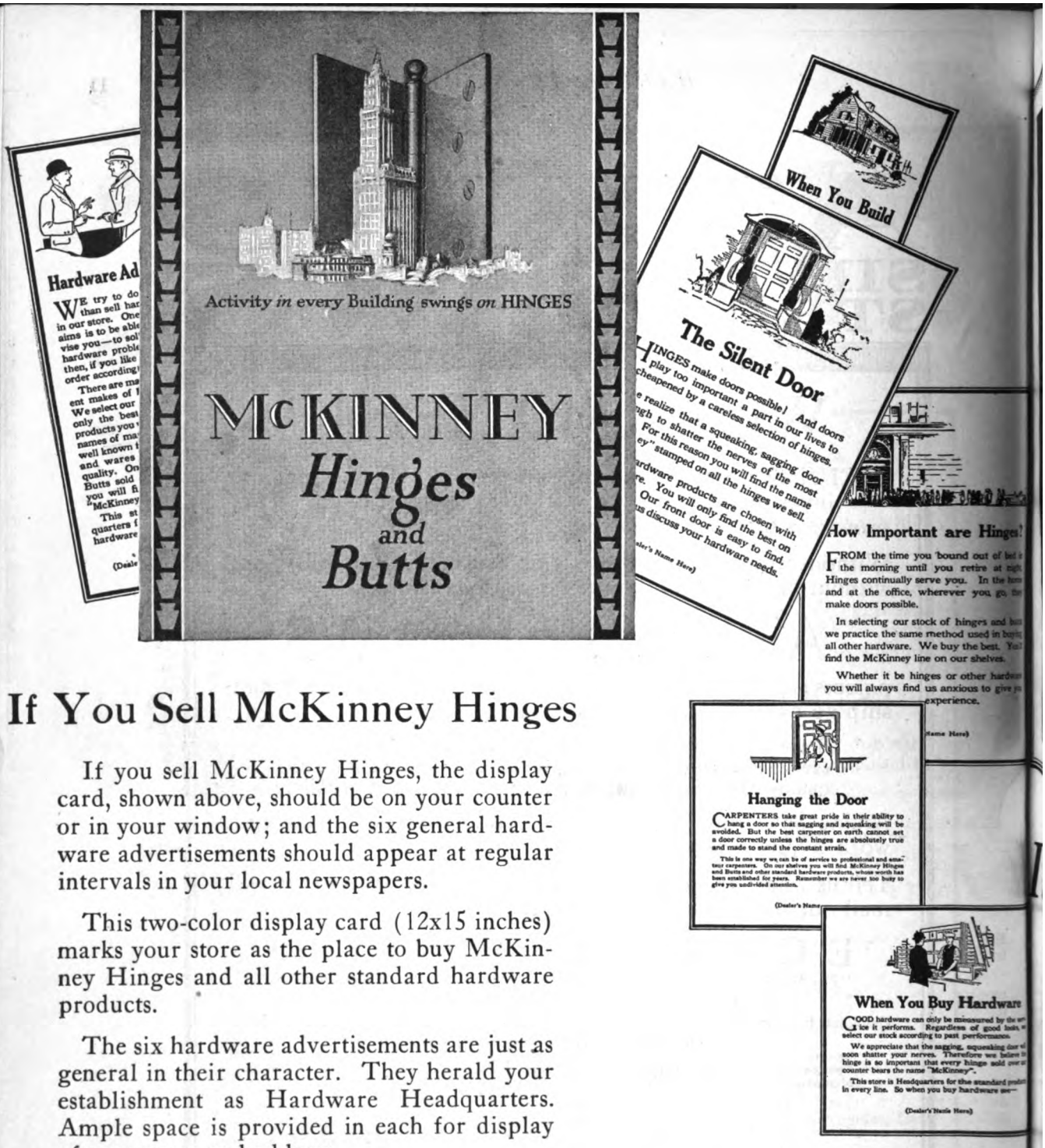
Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

*Branches carrying complete stocks in the following cities:*

| | | | |
|---|---|---|---|
| Atlanta | Minneapolis | Portland, Ore. | Vancouver, B. C. |
| Chicago | New Orleans | San Francisco | Sydney, N. S. W. |
| Memphis | New York City | Seattle | Paris, France |




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# If You Sell McKinney Hinges

If you sell McKinney Hinges, the display card, shown above, should be on your counter or in your window; and the six general hardware advertisements should appear at regular intervals in your local newspapers.

This two-color display card (12x15 inches) marks your store as the place to buy McKinney Hinges and all other standard hardware products.

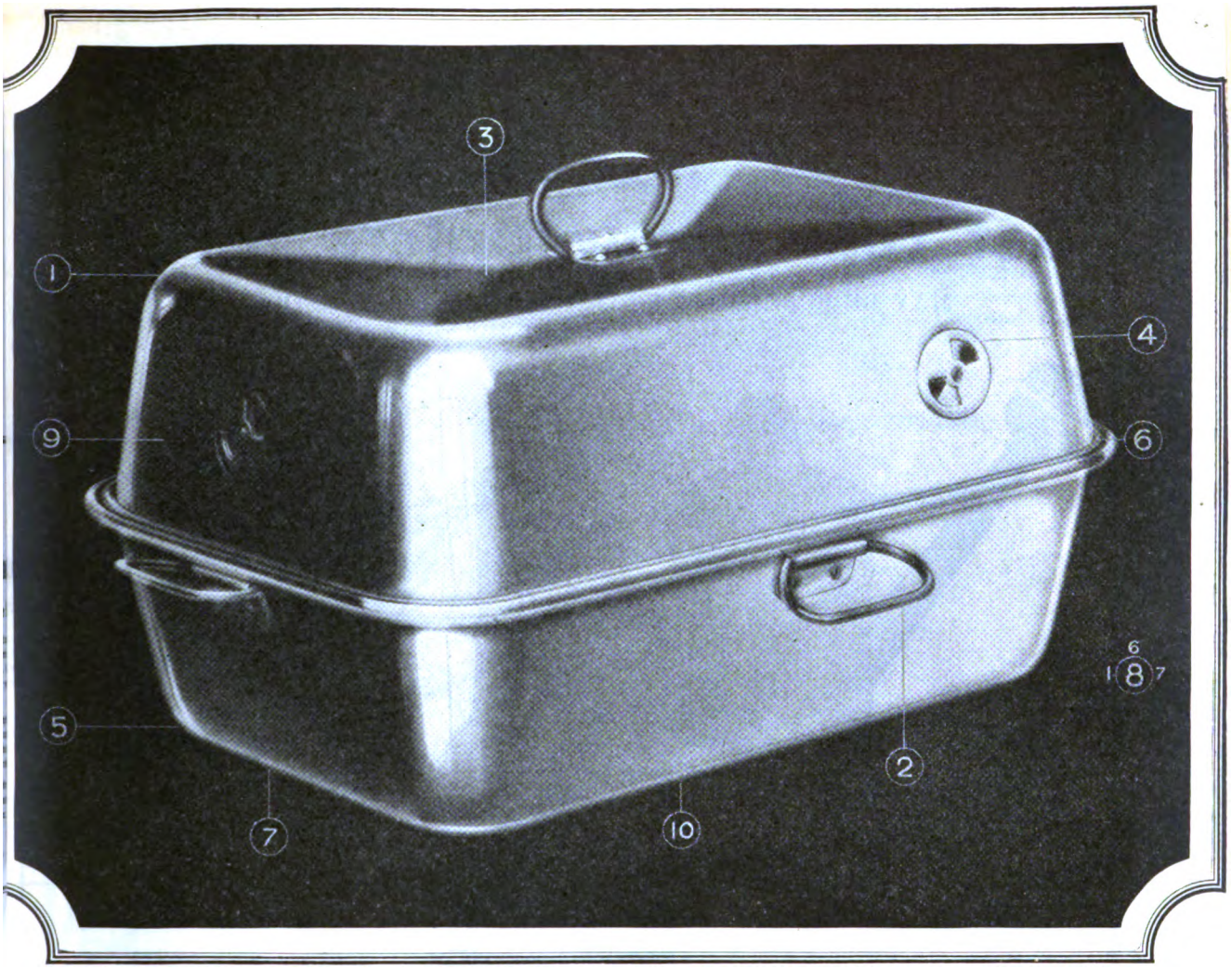
The six hardware advertisements are just as general in their character. They herald your establishment as Hardware Headquarters. Ample space is provided in each for display of your name and address.

Electros of these advertisements—all ready for insertion—and as many display cards as you can profitably use will be forwarded to any McKinney dealer upon request. Thousands of people in your community are reading the McKinney magazine advertisements. Let them know you sell McKinney Hinges and Butts.

McKINNEY
*Hinges and Butts*

McKINNEY MANUFACTURING COMPANY, Pittsburgh

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# 't Has 10 Features of Convenience

Unique among cooking utensils is this Mirro Aluminum Roaster. Handsome, durable, efficient—it is also versatile in its uses.

Within its capacious silvery walls may be cooked the savory Sunday turkey, or week-day roast; and it will care for many a season's cold-pack canning.

No special device is necessary for this method of putting up vegetables or fruit when you have a Mirro Roaster.

Like all Mirro utensils, it is constructed of heavy sheet aluminum which has been rolled repeatedly under tremendous pressure to insure even thickness and freedom from defect. It will last a lifetime, and is therefore an economical purchase.

The improvements in design for which Mirro utensils are famous are the result of nearly thirty years' experience in the making of better aluminum ware.

Note, for instance, these features of convenience:

(1) Ample depth for any roast. (2) Extra side handle which permits Roaster's being put in oven lengthwise or sidewise. Facilitates the moving of Roaster without burning hands. (3) Depressed cover condenses steam at center and drippings thus fall directly on roast. A self-basting feature.

(4) Air vents in side and front. Easy to get at when roast is ready to brown. (5) Rounded edges make for easy cleaning. (6) Cover fits snugly into lower pan, thus retaining steam and meat juices.

(7) Perforated tray which sits in bottom of Roaster. Has cut-out corner for gravy basting with spoon.

(8) Features 1, 6 and 7 combine to make Roaster a perfect utensil for cold-pack canning. It easily holds six one-quart jars. (9) The famous Mirro finish. (10) Famous Mirro trade-mark stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Fully to appreciate the significance of this trade-mark, remember that back of it is the world's foremost manufacturer of aluminum ware. You will find Mirro at the leading stores everywhere.

Send for miniature Mirro catalog.

MIRRO ALUMINUM REFLECTS GOOD HOUSEKEEPING L. G. M. Co.

*Every Mirro utensil bears this imprint*

**Aluminum Goods Manufacturing Company**
**General Offices: Manitowoc, Wis., U. S. A.**
*Makers of Everything in Aluminum*

# MIRRO ALUMINUM *Reflects Good Housekeeping*

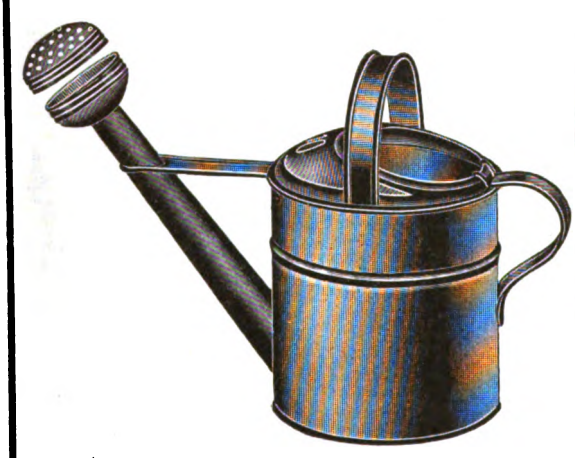
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**success of Mirro Aluminum is due to three things:** first, to the high quality of the ware itself; second, to the size and character of the organization behind it; third, to constant and consistent advertising. The new year brings no change in the Mirro advertising policy. There will be more Mirro advertising than ever before. It will be the kind of advertising that has been so great a factor in Mirro success. The advertisement reproduced above is the first of

1834 —— 1920

# Get Your Spring Orders in Early

MAY BE PURCHASED FROM **PRACTICALLY** ALL JOBBERS
HANDLING OUR GOODS



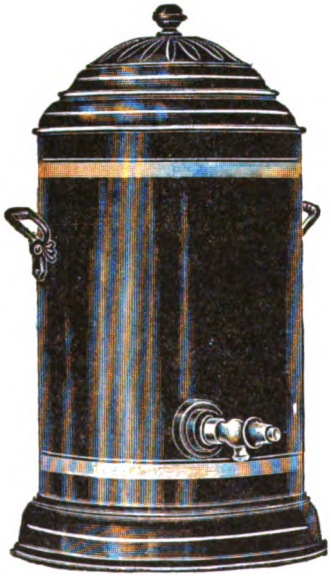


## Watering Pots

Plain Tin or
Japanned Green
Detachable Rose Cap

## "Central" Watering Pots

Galvanized, with
Zinc Roses and Screw Neck



## "Standard" Water Coolers

GALVANIZED LINED

FULL CAPACITY

NEW DECORATIONS

NICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETS

## "Puritan" Water Coolers

SEAMLESS WHITE
ENAMELED LINED

EXTRA HEAVY

EXTRA FINISH

NICKEL-PLATED LEVER
OR PUSH BUTTON
FAUCETS

Represented in California
by
**BARRETT & ROSS**
Rialto Bldg., Room 329, New
Montgomery and Mission Sts.,
San Francisco, Cal.

THE CENTRAL STAMPING COMPANY N.Y.

**TRADE MARK**

Represented in the States of
Washington, Montana, Idaho,
Oregon, Colorado and Utah
by
**FRED A. LEE**
1620 13th Avenue
Seattle, Wash.

**THE CENTRAL STAMPING COMPANY - - NEW YORK**

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# Grand American Handicap

Remington for Shooting Right



Remington for Shooting Right

## THE WINNER

**ALBERT L. IVINS**
**Red Bank, N. J.**

THE Grand American Handicap, the blue ribbon event of the trapshooting world, held at Edgewater Park, Cleveland, O., August 23-28, was won by Albert L. Ivins, of Red Bank, N. J., with a score of 99 out of 100 clay targets from 19 yards, shooting Remington Nitro Club "Speed Shells."

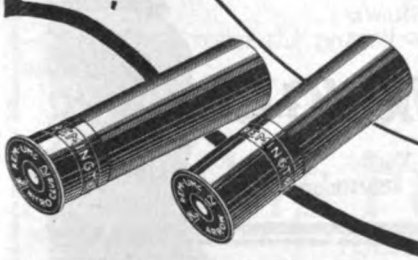
E. H. Sturt, Hamilton, Ontario, was second with a score of 98 x 100 from 19 yards, shooting Remington Nitro Club Shells.

H. A. Ray, Oakland, California, won third place with a score of 97 x 100 (24 x 25 and 25 x 25 in the shoot-off), using a Remington Pump Gun.

R. A. Bungay, Ocean Park, California, won the Columbus Cup with a score of 760 x 800 with a Remington Pump Gun and Nitro Club "Speed Shells"—"The Perfect Shooting Combination."

Forest McNeir was second with a score of 759 x 800, shooting a Remington Pump Gun and Nitro Club "Speed Shells."

**Twenty-three out of 45 state championships were won with Remington Shotguns or Shotshells, or both.**



REMINGTON UMC




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# *When Royal Comes to Work*

BUYERS of Royal Cotton Waste have very definite reasons for their selection and equally definite proofs that their reasoning is correct. Take a handful of Royal from any lot or any bale and check it up with the sample you picked from the Royal Sampling Catalogue. You will find always that the Waste received is identical in ingredients, quality and work power with the Waste you ordered. Royal is standardized for uniformity.

Ask your Jobber or us for the Royal Sampling Catalogue and the booklet "Clean Clean Thru."

SMALL USERS SHOULD ASK TO BE SHOWN
THE HANDY NEW ROYAL AUTOPAK BALE

## ROYAL MANUFACTURING Co

General Offices & Mills
Rahway, N. J.

New York Chicago
Baltimore

6% TARE

THE GUARANTEE: Uniform Quality 6% Tare (Wrappings) Exact Weight

EXACT WEIGHT

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# MAKE YOUR SALE A SUCCESS

## *Handle*

# *American Maid Aluminum Ware*

## *The Popular Price Line*

*A Good Sales Feature*



*A Quick Profit Maker*

## *"American Maid"*

For years we have had one main ideal in the manufacture of aluminum cooking utensils —"to produce and sell at a moderate cost a line to meet all demands, coupled with entire satisfaction." We have attained this in the production of the

**American Maid Line**

Mr. Dealer: You will find every housewife an enthusiastic buyer for

**American Maid Ware**

—she cannot resist the popular prices; your sales will prove a success and your profits astonishing.

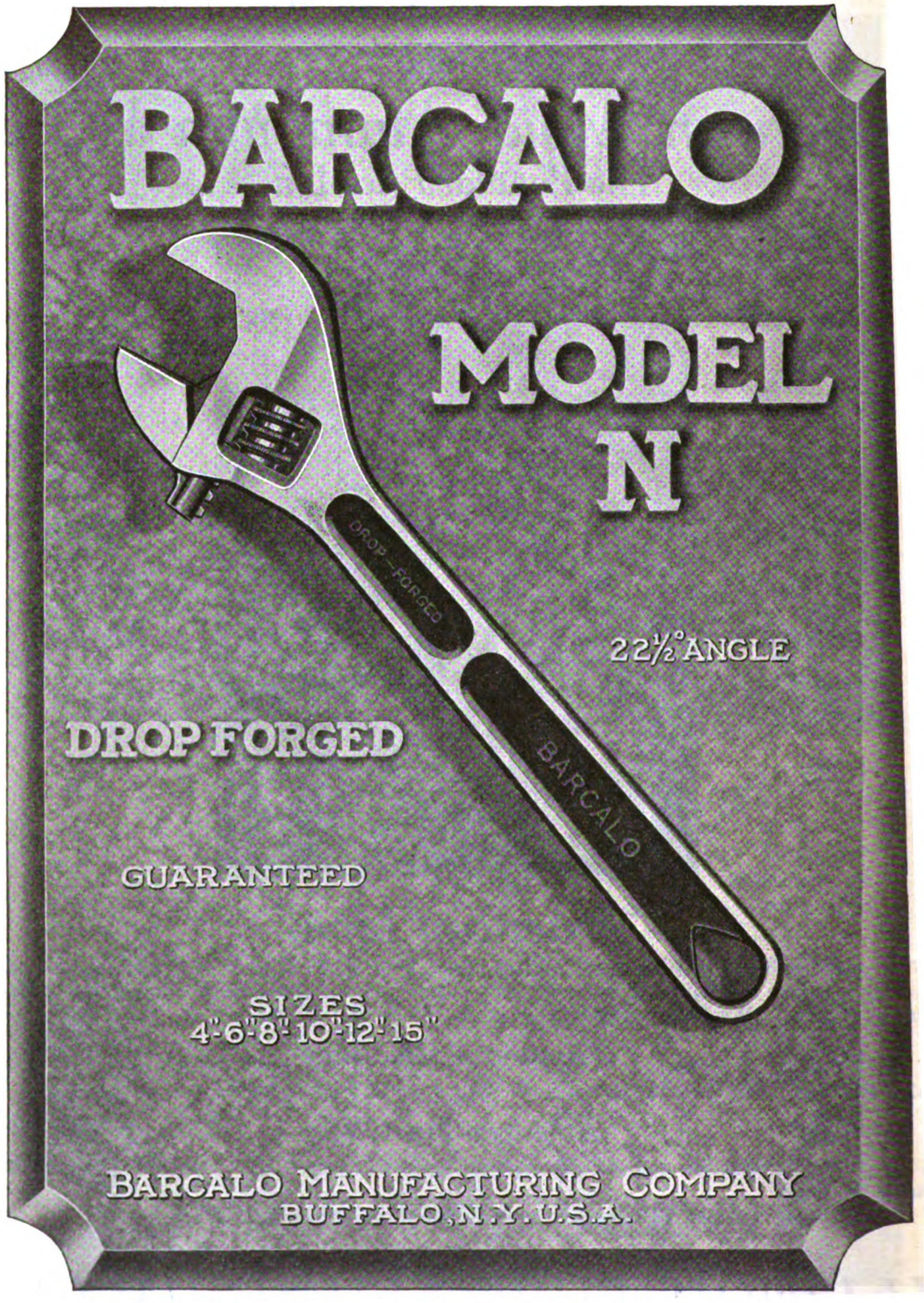
**Ask Your Jobber for American Maid Aluminum Ware**

**Manufacturers**

# *ILLINOIS PURE ALUMINUM CO.*

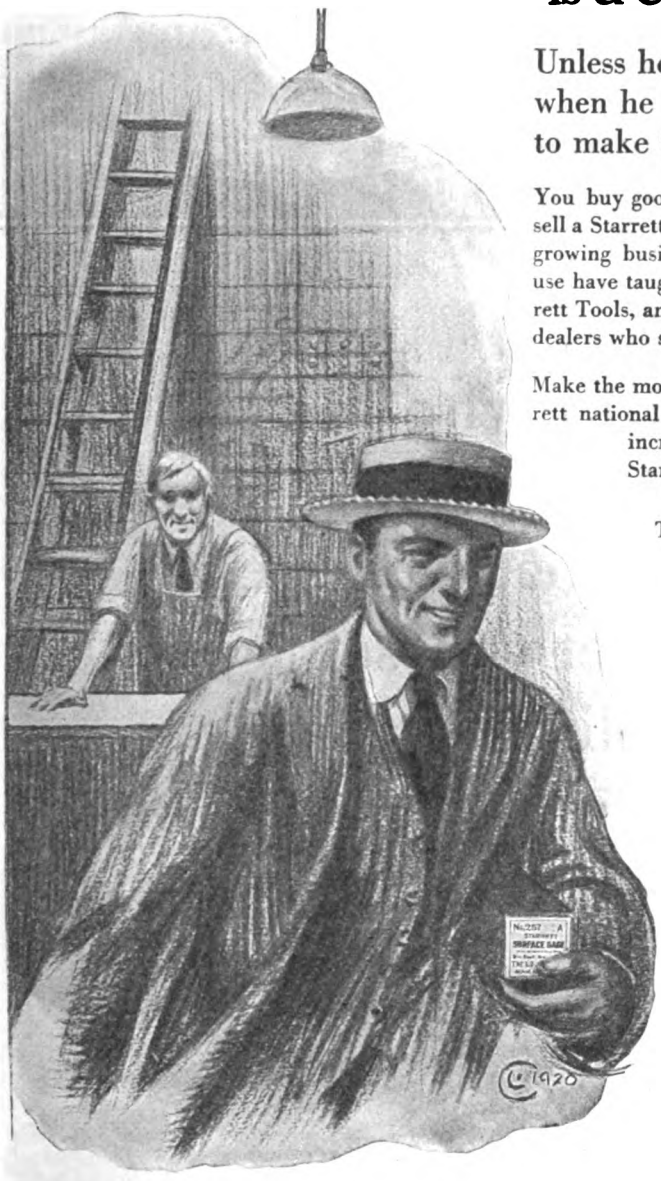
**LEMONT, ILLINOIS, U. S. A.**


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# YOUR BEST "BUY" is a customer's good-will




**Unless he hands *that* over the counter when he pays his bill, it's better not to make the sale.**

You buy good-will and gain a friend whenever you sell a Starrett Tool. That accounts for the constantly-growing business of Starrett dealers. Forty years of use have taught mechanics to rely absolutely on Starrett Tools, and they have the same confidence in the dealers who sell them.

Make the most of the new business created by Starrett national advertising, by supplying the steadily increasing demand for Starrett Tools and Starrett Hack Saws.

THE L. S. STARRETT COMPANY
*The World's Greatest Toolmakers*
*Manufacturers of Hack Saws Unexcelled*
ATHOL, MASS.

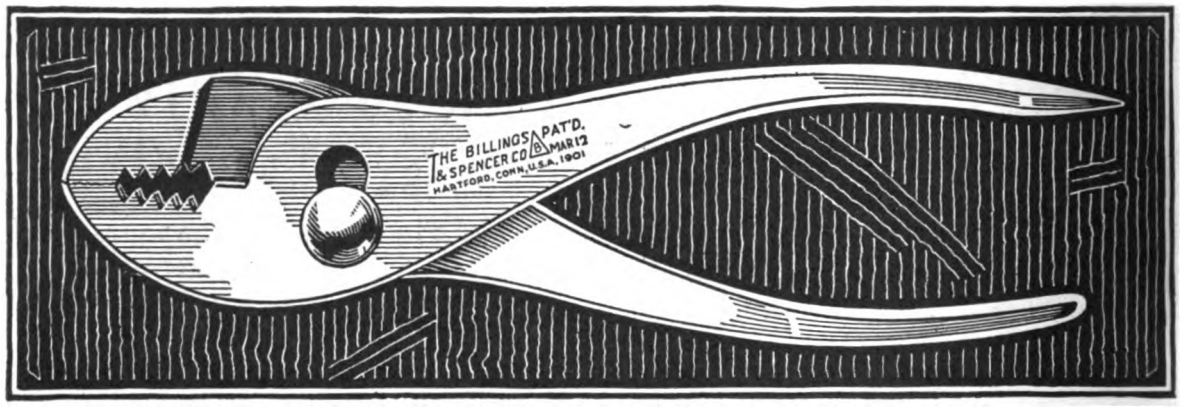
Have you read the "Tools Mechanics Buy"? Better write for free copies for yourself and your clerks.



42-84

# Sell Starrett Tools

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IF you like the feel of a pair of pliers that grips for keeps—that wears everlastingly—get yourself a pair marked Billings & Spencer. Adjustable in one motion to pinch a wire or grip a pipe.

"RELY B ON ME"

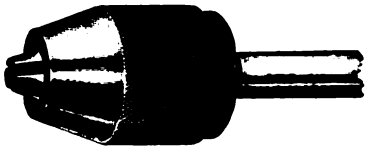
# THE BILLINGS & SPENCER CO.

HARTFORD, CONN.

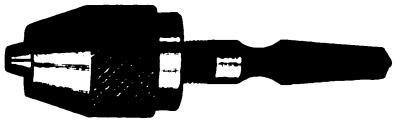
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# GOODELL-PRATT

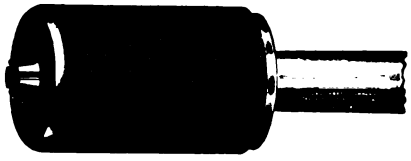
## 1500 GOOD TOOLS



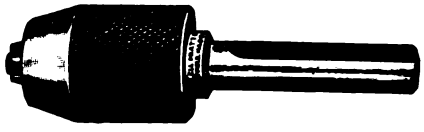
No. 14



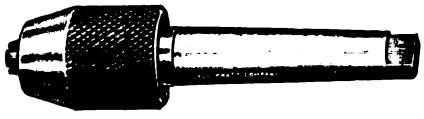
No. 14B



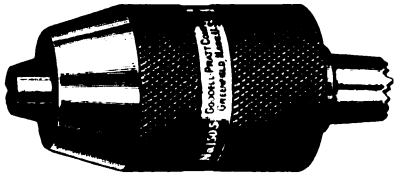
No. 16½



No. 1501



No. 1501MT



No. 1505

# CHUCKS

### 60 Sizes and Styles

It's the sale of the last one-third of your stock that brings your profit, so why not assure that profit by putting in your stock only the complete, one brand, nationally advertised line that you know will sell quickly and give your customers entire satisfaction?

### Simple and Accurate

Goodell-Pratt Drill Chucks are extremely simple in construction, well finished, strong and accurate. They are made entirely of steel in two different patterns with various capacities and are carried in stock fitted with any standard shank.

### Reliable—Economical

Accuracy and durability, with low first cost and negligible repair expense, make Goodell-Pratt Drill Chucks an extremely attractive line to handle.

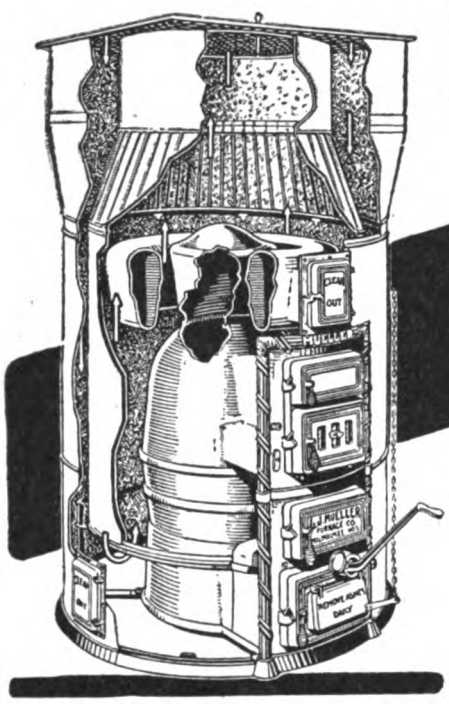
**Goodell-Pratt Company**

*Toolsmiths*

Greenfield, Mass., U. S. A.

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# THE BIG SUCCESS



## MUELLER "Big 3" PIPELESS FURNACE

THE all round construction superiority of the Mueller, backed by trade-creating advertising and powerful selling co-operation, gives every Mueller Merchant a tremendous advantage.

When you talk Mueller construction features—The "**Big 3**"—you have selling arguments which never fail to convince. You can safely recommend the Mueller—put you reputation behind it—because it will hold and build trade for you.

The Mueller has stood the test of real service and its record is overwhelming evidence of its heating efficiency and fuel economy. That is why every merchant who handles it is profiting by the big and constantly increasing demand for the right kind of a pipeless furnace. The Mueller squarely meets every requirement of pipeless heating.

Don't ignore the opportunity for Mueller sales in your community. Get in touch with us at once and learn full details of our liberal and attractive agency proposition.

### The "Big 3"

The exclusive construction features that have established Mueller superiority:

1. **Large and Properly Proportioned Register Face.**
2. **Spacious, Unobstructed Air Passages.**
3. **Vast and Scientifically Designed Heating Surface.**

---

Write for the Mueller Book and get full details of the "Big 3" features and other superior points of Mueller construction. Learn also about the Mueller sales plan that helps you get the cream of the business.

## L. J. MUELLER FURNACE CO.

**Makers of Heating Systems of All Types Since 1857**

**233 Reed Street** DISTRIBUTORS **Milwaukee, Wis.**

**The Salt Lake Hardware Company, Salt Lake City, Utah, and Pocatello, Idaho.**

**Holbrook, Merrill & Stetson, San Francisco and Los Angeles, California.**

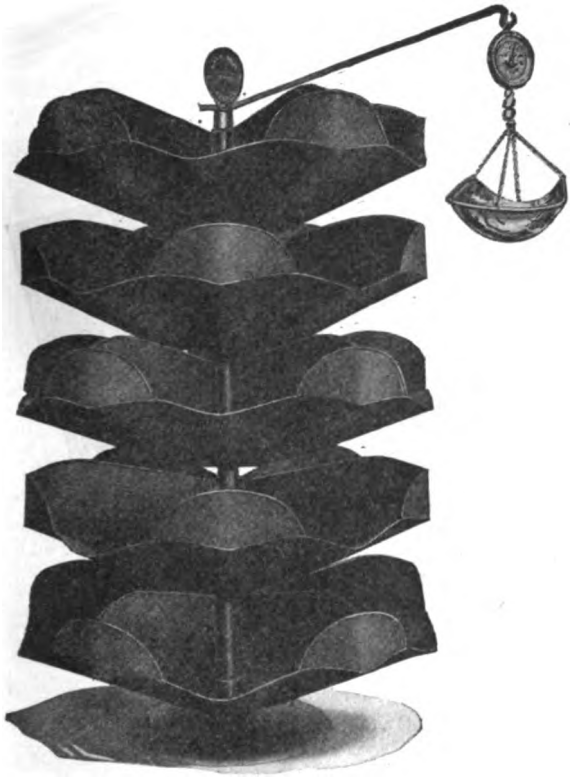
**Richards & Conover Hardware Co., Kansas City, Missouri, and Oklahoma, Okla.**

**Lee-Coit-Andreesen Hdwe. Co., Omaha, Nebraska, and Denver, Colo.**

**The Jackson Hardware Co., Aberdeen, So. Dakota**

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Atlantic City, N. J.; Baltimore, Md.; Toledo, Ohio; Nashville, Tenn,; Detroit, Mich.; Minneapolis and St. Paul, Minn.; Chicago, Ill.; St. Louis, Mo.; Omaha, Neb.; Portland, Oregon; Seattle, Washington

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"Eclipse" Nail Bin

# "ECLIPSE"

## *All-Steel Revolving*

## NAIL BINS

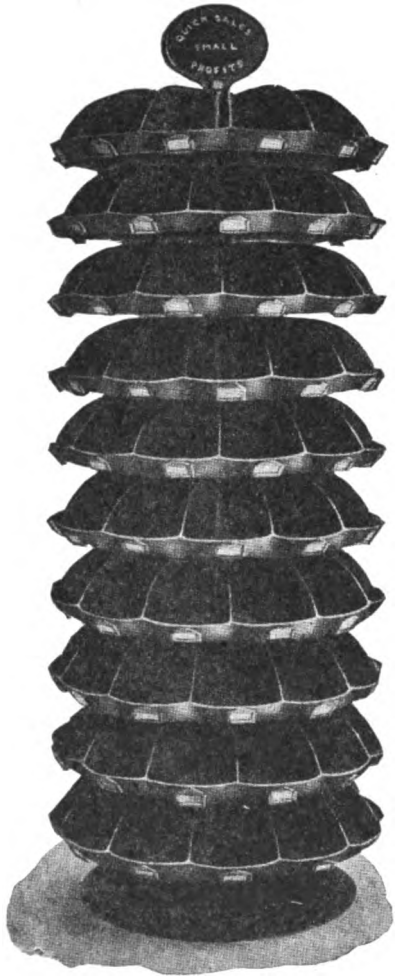
Are constructed with ball bearings to assure easy revolving. They are made in sizes to hold from 15 to 25 kegs of nails with from 3 to 5 sections and 15 to 25 compartments.

# "ECLIPSE"

## *All-Steel Revolving*

## BOLT CASES

Are also built with ball bearings, and are made in sizes of from 3 to 10 sections and from 36 to 120 compartments for all kinds and sizes of bolts.




"Eclipse" Bolt Case

**LE ROY SMITH, Western Representative**
**112 Market Street, San Francisco, California**

**The Wellston Manufacturing Company**
**WELLSTON, OHIO**

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# One Full of Files, the Other of Filing Knowlege

Six hundred illustrations of files—a file for every purpose—in the NICHOLSON FILE CATALOG. And its reading pages give an interesting history of the NICHOLSON FILE COMPANY since its founding in 1864 by Mr. William T. Nicholson, inventor of INCREMENT cut files and of many essential file making machines.

FILE FILOSOPHY condenses the valuable gleanings of file knowledge gathered through an experience of over half a century of file making and file using—all disclosed in an hour's reading.

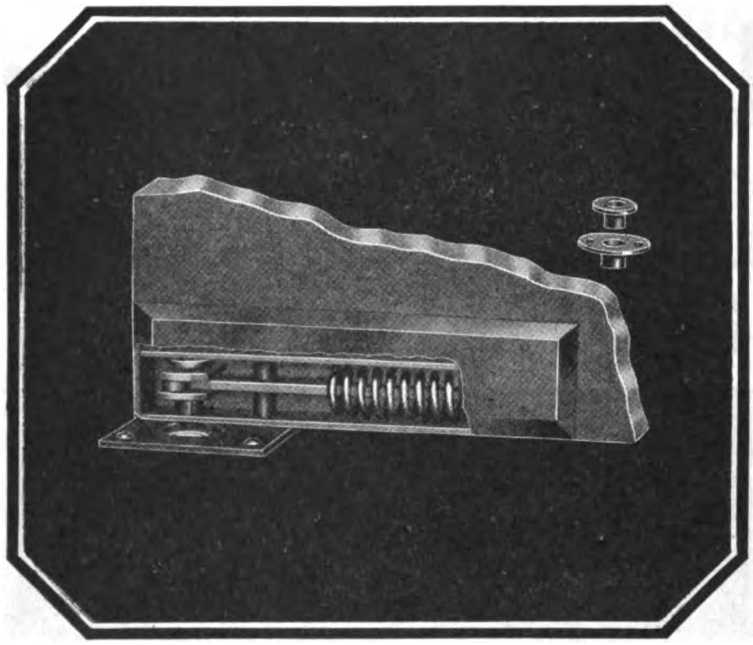
Both are to be had for the asking.




## NICHOLSON FILE CO.

## PROVIDENCE, R.I., U.S.A.

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# 60,000 Double Swings Without a Sign of Wear

WHEN the new Lawson No. 800 Floor Hinge first came out hardware men asked, "Will such light construction stand up under heavy wear?"

So a Lawson Hinge, taken from a dealer's stock, was put to a thorough test. Fitted to a 50-lb. door, it was slammed back and forth continuously—60,000 complete double swings.

After this treatment, as severe as the average hinge would get in a life-time, *no part of the hinge showed any appreciable sign of wear.* It continued to swing smoothly with no lost motion at dead center. This is the result of Lawson *scientific construction.* Strength where strength is needed. Friction eliminated where the wear comes.

The Lawson No. 800 Floor Hinge is made with square bevel-edge reversible side plates, all standard finishes. A better looking job, easily installed and at low cost.

It is meeting with a steadily increasing demand from contractors and architects. This means large sales and quick turn-over for dealers.

*Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.*

**Lawson Manufacturing Company** 230 West Superior Street Dept. 7789 Chicago, Ill.

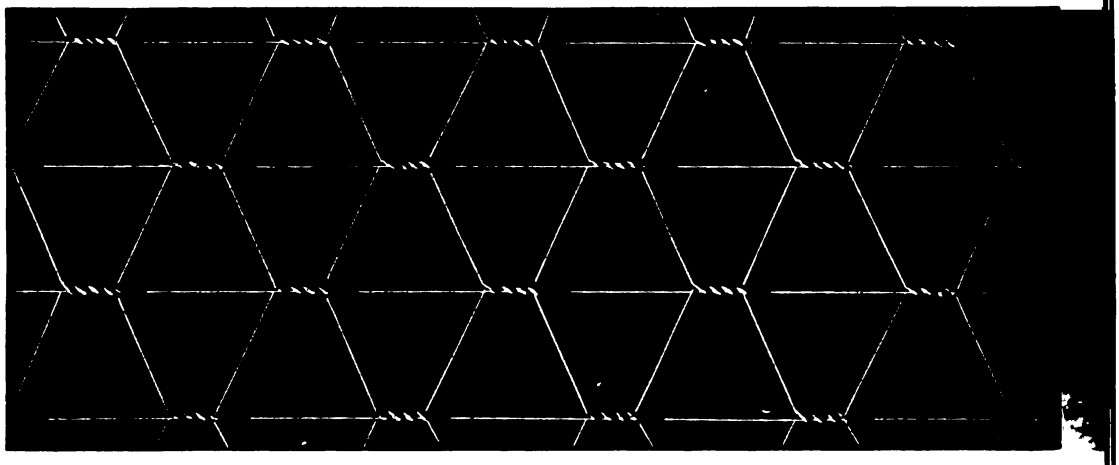
*Eastern Representative*
*John H. Graham & Co.*
*113 Chambers St. 95 Reade St.*
*New York City*

*Pacific Coast Representative*
*C. N. & F. W. Jonas*
*Seattle San Francisco*
*Los Angeles*

# LAWSON

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# Ideal Poultry and Rabbit Fence



## Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## American Steel & Wire Company

**UNITED STATES STEEL PRODUCTS COMPANY**

SELLING AGENTS

**San Francisco** **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition


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# The GUARANTEED ROPE

## "Yes---it's *Tape-Marked* Columbian Pure Manila Rope"

"See this Tape with the red, white and blue colors bearing the name and trade mark of the Columbian Rope Company, which I have pulled out of this strand and untwisted. This *Tape-Marker* is imbedded in that strand for the entire length of the rope and is an absolute guarantee that the Columbian Rope Company stands behind its *Tape-Marked* Rope as regards durability, strength, quality of fibre and workmanship.

It's easy to sell this superior rope when the broad guarantee of the manufacturer is backed up by this red, white and blue marker and signature in every foot of it. Each customer benefits by that guarantee whether he buys ten feet or ten coils of this Columbian Cordage."

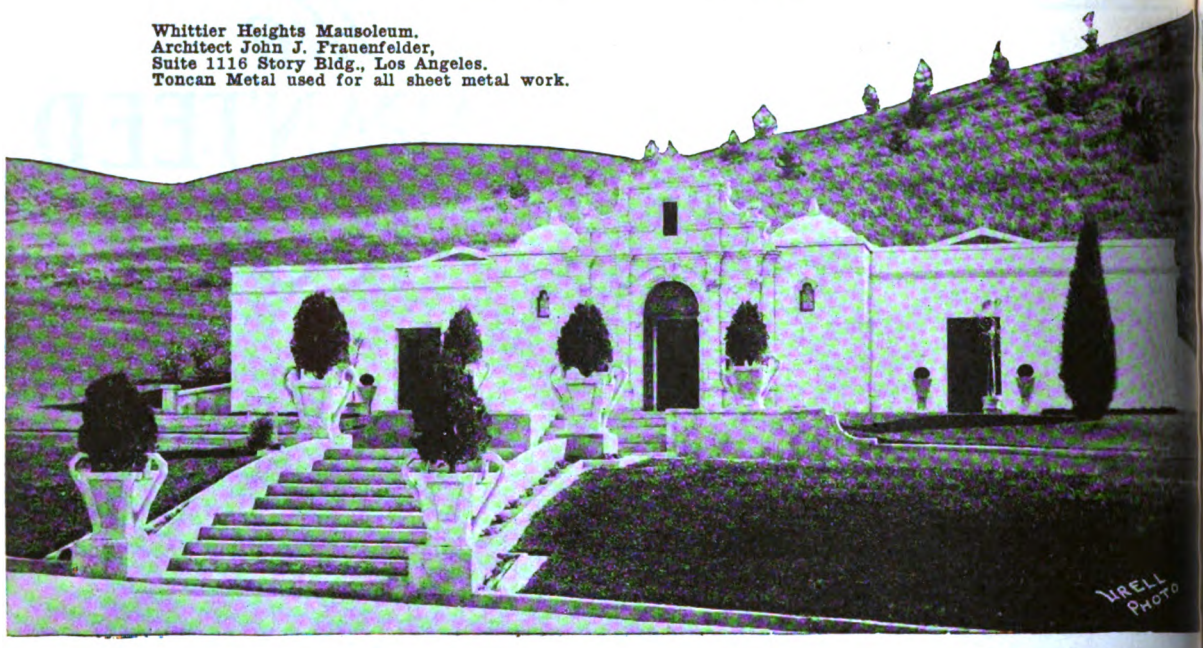



COLUMBIAN ROPE COMPANY
AUBURN, N. Y. "*The Cordage City*"

Branches:— New York, Baltimore, Chicago, Houston, Boston

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Whittier Heights Mausoleum.
Architect John J. Frauenfelder,
Suite 1116 Story Bldg., Los Angeles.
Toncan Metal used for all sheet metal work.




# To Last for All Time Toncan Metal Used

The following letter shows the opinion of Toncan Metal held by another prominent architect.

Stark Rolling Mill Co.,
Canton, Ohio.

Gentlemen:

We find it a great pleasure at any time the opportunity affords us a chance to endorse TONCAN METAL.

We have used TONCAN METAL in the Whittier Heights Memorial Park Mausoleum because it was erected to last for all time and it is pronounced one of the best constructed buildings of its kind in the country.

Yours very truly,
(Signed) JOHN J. FRAUENFELDER.

Architects today plan for permanence in all their buildings—Building owners too are asking for materials that last.

Toncan Metal offers durability unsurpassed by any sheet metal made from iron ore, and sheet metal men find Toncan a business builder—a source of satisfied customers. If you don't have the latest information on Toncan, write nearest distributor.

## The Stark Rolling Mill Co., Canton, Ohio

COAST DISTRIBUTORS

**HOLBROOK, MERRILL & STETSON**
San Francisco. Los Angeles

**THE FAILING-McCALMAN CO.**
Portland, Ore.

**THE BERGER MFG. CO. OF CAL.**
San Francisco, Los Angeles

**Build for Bigger Better Business with TONCAN METAL Lasting, Economica Satisfactory-USERS KNO**

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# Permanence

Conviction of the unimpaired usefulness of WEST BEND Aluminum has deepened, and broadened, and spread, and grown steadily stronger.

The history of permanence which is warm in the hearts of users of WEST BEND products constantly reflects the quality of the aluminum ware of their choice.

★ West Bend
QUALITY UTENSILS

The fact that every utensil bearing the WEST BEND Hall-mark is actually PURE aluminum is one significant reason for the popularity of our products.

And that each piece is stamped from a single sheet of metal, without seam or joint — made extra heavy where the wear is hardest—and with cool handles, are striking features that recall WEST BEND superiority.

Our original Sun-Ray Finish facilitates cleaning, and lends the brilliant lustre of sterling silver.

The teakettle illustrated may be filled thru the spout.

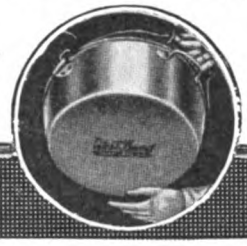
**West Bend Aluminum Co., West Bend, Wis.**

WESTERN REPRESENTATIVES

ALBERT GROESCHEL
1055 Market St.
San Francisco, California

W. M. CLARK
707 Spalding Bldg.
Portland, Oregon





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# Keep the Slump
## Out of Winter Milk Check



Selling water bowls really means selling the farmer more money in his milk checks.

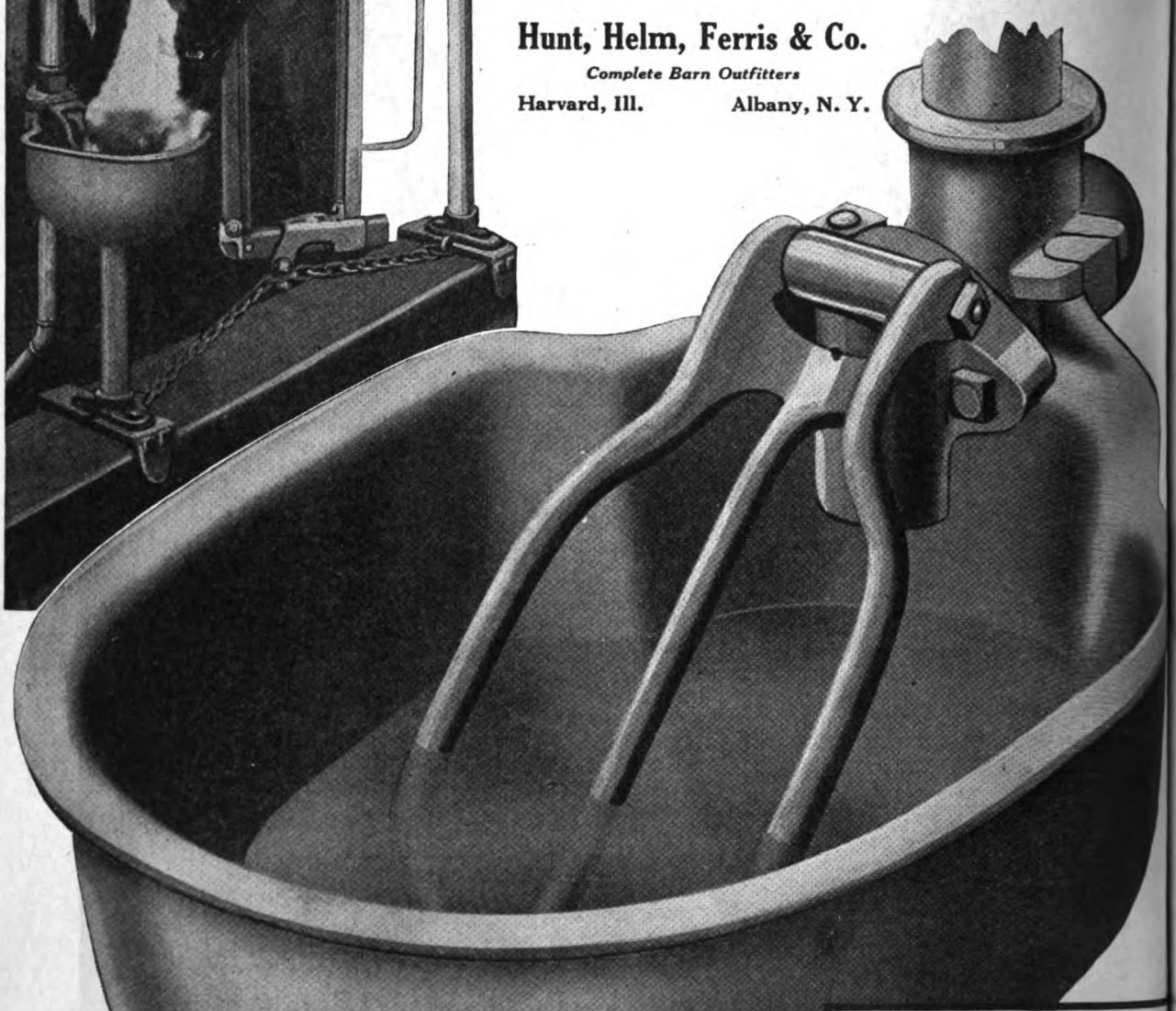
What could be a more profitable business for you as a dealer? Water bowl business is always good and right now it is better than ever before. High milk prices are forcing more farmers to install water bowls in the barn. Nothing keeps up the milk yield in winter months as well as an ever ready, plentiful supply of fresh drinking water for the cow—as easily reached as the feed in her manger.

Now is the time for you to get the water bowl business. Let us tell you how STAR Bowls can help you make the most of your opportunity.

**Hunt, Helm, Ferris & Co.**

*Complete Barn Outfitters*

**Harvard, Ill.** **Albany, N. Y.**



# STAR Equipment

STAR Water Bowl—the b with the slanting valve leve fills as the cow drinks. Fits a connection on any make equipment.

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# GIANT




## Everything for blasting

Giant Explosives are made in a wide range to suit every blasting purpose. Giant Blasting Supplies will fill your requirements, no matter how exacting they may be.

The superiority of Giant products, as well as their suitability for Western use, absolutely assure you of better results at less cost than ordinary explosives or blasting materials.

Order your requirements from your local dealer, or write us and we will see that you are promptly supplied with genuine Giant products.

**THE GIANT POWDER CO., Con.**

*"Everything for Blasting"*

**HOME OFFICE: SAN FRANCISCO**

**Branch Offices: Butte, Denver, Los Angeles, Salt Lake City, Seattle, Spokane, Portland**

# EXPLOSIVES

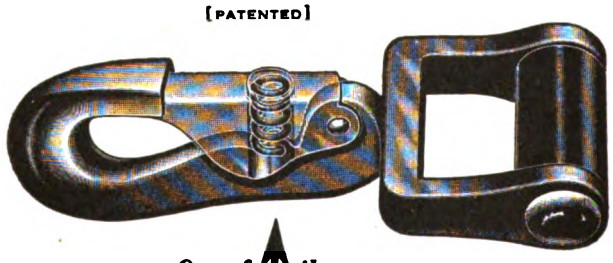

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ANCHOR BRAND HARDWARE PRODUCTS

# INCREASED PROFITS FOR WIDEAWAKE HARDWARE DEALERS

## LOXPRING HARNESS SNAPS

[PATENTED]



*One of the many*

**THE SPRING IS LOCKED IN**

Even if the tongue should become spread, ***the spring cannot fall out.*** It is fastened securely at the bottom and held in position at the top. Extra thickness of metal at points exposed to wear gives "LOXPRING" Snaps extra life.

A good way to speed up your turnover is to sell your customers what they want. After they have used "LOXPRING" Snaps ***they will never accept any other.***

***There Is a "LOXPRING" Snap for Every Desirable Purpose***

**NORTH & JUDD MANUFACTURING CO.**
**NEW BRITAIN, CONNECTICUT**
**WHOLESALE ONLY**

**BRANCH SALES OFFICES**

NEW YORK,
127 DUANE STREET

CHICAGO,
326 W. MADISON ST.

BY INVITATION MEMBER OF

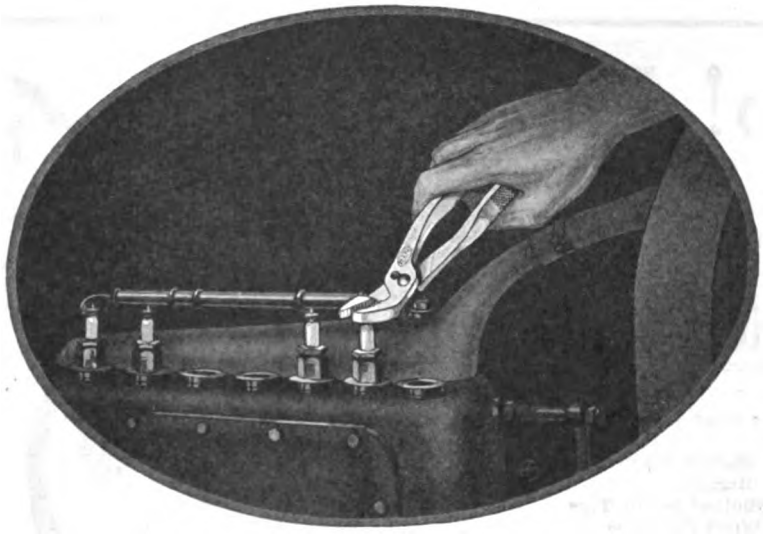
**BRANCH SALES OFFICES**

ST. LOUIS,
608 VICTORIA BLDG.

SAN FRANCISCO,
POSTAL TEL. BLDG.

205

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# *Rapid Turnovers Mean Bigger Profits*



The new and complete line of **PEXTO SLIP JOINT PLIERS** will gather but little dust on your shelves.

These pliers can be had in nine different styles.

They are stamped with the **PEXTO OVAL,** which means that they are fully guaranteed, and are manufactured from the highest grade steel by skilled workmen.

The finish produced on these pliers is exceptionally attractive, and they can be furnished in **FULL NICKEL PLATE** or with **POLISHED HEAD** and **GUN BARREL FINISHED HANDLES.**

Do not hesitate to stock this line of Pexto Slip Joint Pliers. They will sell themselves.

*Our line of Mechanics' Hand Tools and Builders' Hardware is fully illustrated and described in our No. 20 Catalog.*

*Send for your copy.*

**WORTH WHILE TOOLS**

**PEXTO**

## THE PECK, STOW & WILCOX CO.
## Southington, Connecticut, U.S.A.

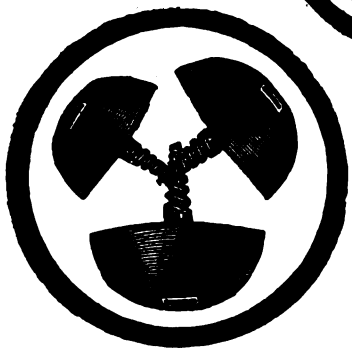
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# Stop! Look! Think!



**OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF**

## "Elastic" Chair Tips



**consisting of the most salable and profitable sizes, viz:**

- **8 Gross Rubber Head Nails.**
- **4 100/144 Gross Bumpers.**
- **17 Doz. Slotted Screw Tips.**
- **4 Doz. Wood Peg Tips.**
- **3 Doz. Patent Rocking Chair Tips.**
- **4 Doz. Stetson's Combination Cushion Chair Tips.**












## "Elastic" Chair Tips

**Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.**

**Their almost universal usefulness and necessity make them most profitable sellers—if pushed.**

**"Elastic" Chair Tips.**
**Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!**



**ELASTIC TIP CO., BOSTON, MASS.**
**Kindly send us full particulars and prices of "Elastic Assortment."**

**Name** .....

**Address** .....

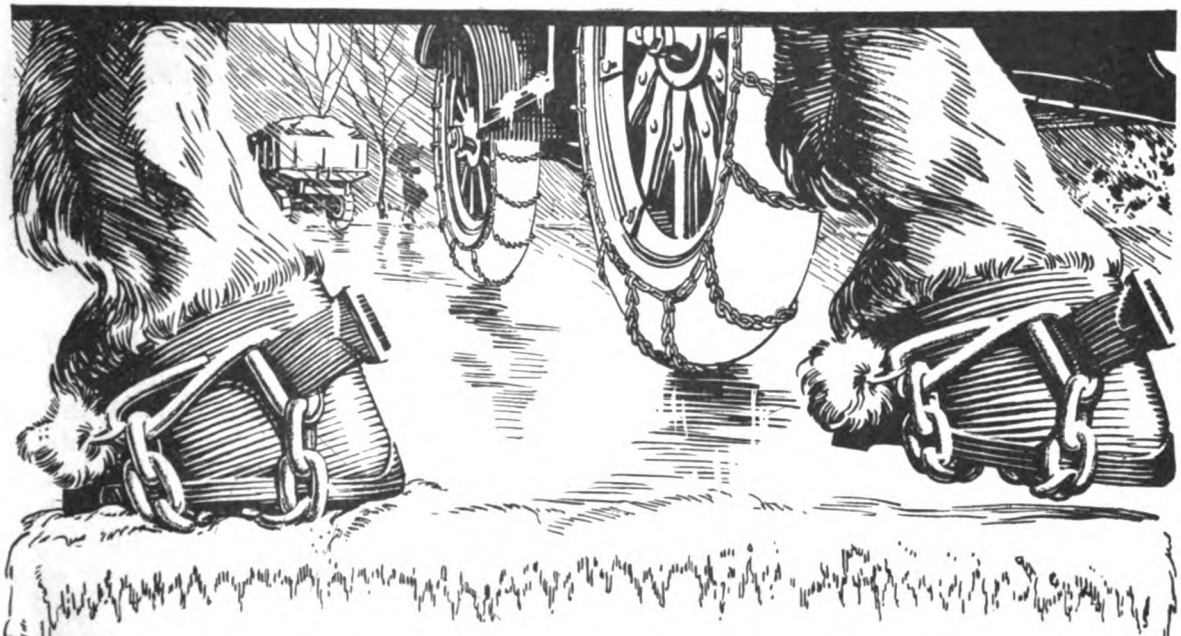
**Hardware World**

# ELASTIC TIP CO.

**370 Atlantic Ave., Boston, Mass.**

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# —And now Horses are "Weed Chained to Safety"



# AMERICAN CHAIN OVER-SHOES

Protected by American and Foreign Patents

## The Principle of the Weed Tire Chains for Automobiles and Motor Trucks Humanely Adapted to Horses' Hoofs

American Chain Over-Shoes make horses sure-footed on ice and snow covered roads and pavements. The Chains are so constructed and arranged that they give the animal 48 points of contact—12 under each foot.

Awarded a prize of $500.00 by the American Society for the Prevention of Cruelty to Animals—the only one of its kind ever granted. Warmly endorsed by the Massachusetts S. P. C. A. and the New York Women's League for Animals.

American Chain Over-Shoes cannot injure the foot or leg in any way, as it is impossible for the chains or center link to touch the frog. They also prevent the "balling" of snow and ice in the shoe.

American Chain Over-Shoes enable a horse to step out fearlessly on the slipperiest pavements and roads, and thus every ounce of his strength can be used for pulling power instead of being wasted in pitiful efforts to keep on his feet.

**Mr. Dealer:** Here's a real sales opportunity only measured by your willingness to accept our co-operation. To every dealer stocking American Chain Over-Shoes we will furnish attractive cards and folders printed with his name and address, ready to send out to all of his customers.

Order American Chain Over-Shoes from your jobber today. The Big Season is On. Act Now.

## DIRECTIONS FOR ORDERING

| | | | |
|---|---|---|---|
| No. 1 Horseshoe | (4½ in. across middle) | takes No. 3 | Over-Shoes |
| No. 2 " " | (4½ " " " ) | " No. 4 | " " |
| No. 3 " " | (5 " " " ) | " No. 4 | " " |
| No. 4 " " | (5½ " " " ) | " No. 5 | " " |
| No. 5 " " | (5¾ " " " ) | " No. 6 | " " |

| | | | |
|---|---|---|---|
| No. 6 Horseshoe | (6⅛ in. across middle) | takes No. 6 | Over-Shoes |
| No. 7 " " | (6½ " " " ) | " No. 7 | " " |
| No. 8 " " | (7 " " " ) | " No. 7 | " " |
| Extra Large Size . . . . . | | No. 8 | " " |

The average 1400 lb. horse requires a No. 5 Chain Over-Shoe and the average 1600 lb. horse requires a No. 6 Chain Over-Shoe. American Chain Over-Shoes for Mules are made in small, medium and large sizes, and fit all Mules.

**List price for any size: $3.00 per pair for horses or mules.**

# American Chain Company, Inc., U. S. A.

**In Canada—Dominion Chain Co., Ltd., Niagara Falls, Ontario**

General Sales Office: Grand Central Terminal, New York

District Sales Offices: Boston Chicago Philadelphia Pittsburg Portland, Ore. San Francisco

## Largest Chain Manufacturers in the World

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STAR HACK

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# Besides Star Hack Saws?"

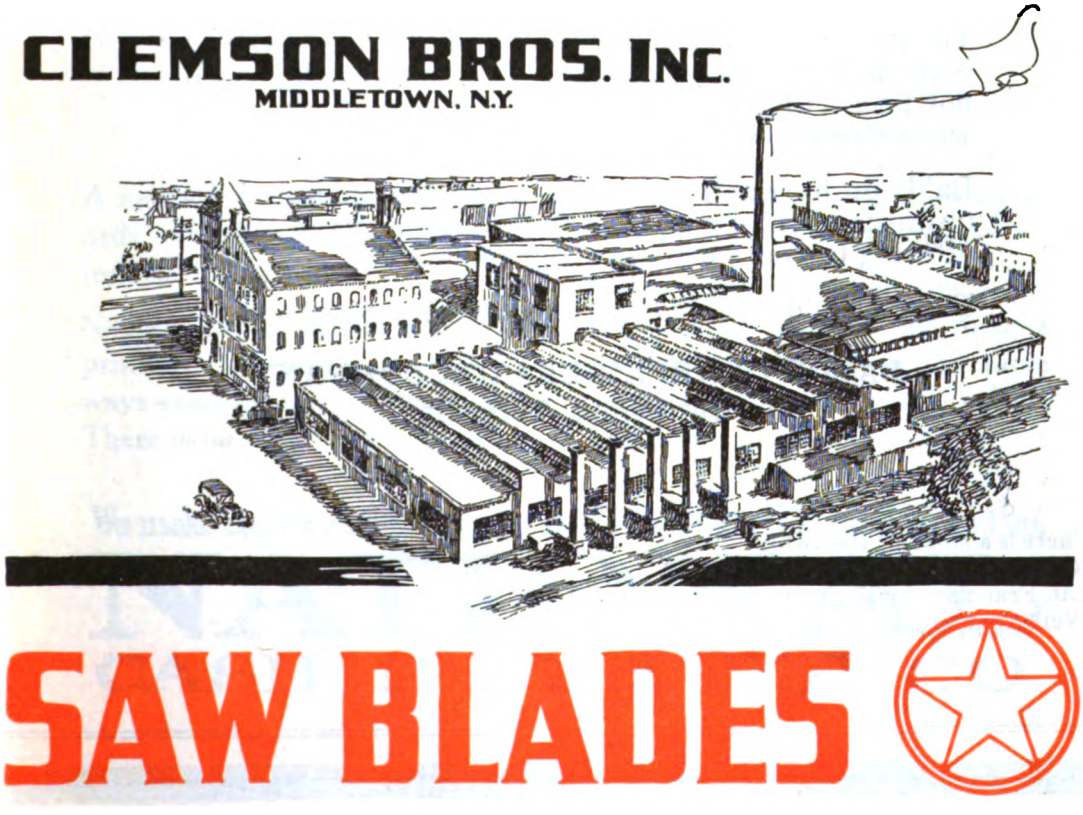
When your customer comes in, you are faced with the vital question of whether you will sell him a standard article which requires little selling, does your store credit, and is the strongest possible repeater, or whether you will spend a lot of effort in putting over some unknown article of doubtful satisfaction. Few merchants today hesitate in choosing the standard goods of known value which give the greatest turnover. Satisfy him that you handle only standard, well-known goods, and it is often surprising how liberally he buys from you and all his many requirements.

In hack saws the standard goods have been "Star" Blades since 1883 as all the trade knows. Star Saws are the only hack saws made. It is a dominating position that has been earned by 37 years of making hack saws so superior in faster cutting and greater toughness that no other make can stand comparison.

Now we have taken over the selling of our own goods so that we can deliver a service to Star users and the trade that is just as superior as the goods themselves. Our factory in Middletown, N. Y., which has made Star Saws since the beginning will now be the headquarters of our Sales and Service Departments, which will give you a more complete and effective service than ever before. We have more representatives in the field and they are at your services to help you build up the largest possible sale of Star Saws with factories and individual users.

Our large national advertising will be larger than ever the coming year, making Star Saws more than ever the largest selling blade and the most profitable for you to handle.

**In ordering through jobbers, be sure to specify "Star" and insist on getting what you order. All inquiries or direct orders sent to this office will have every attention.**




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It is a pleasure to own a

# Baldwin Porcelain Lined Refrigerator

It is an equal pleasure to sell one.

The glossy white porcelain lining of THE BALDWIN is in one piece—hard as flint. It cannot crack—it will not peel. Clean it as easily as a porcelain plate, and when clean it stays clean.

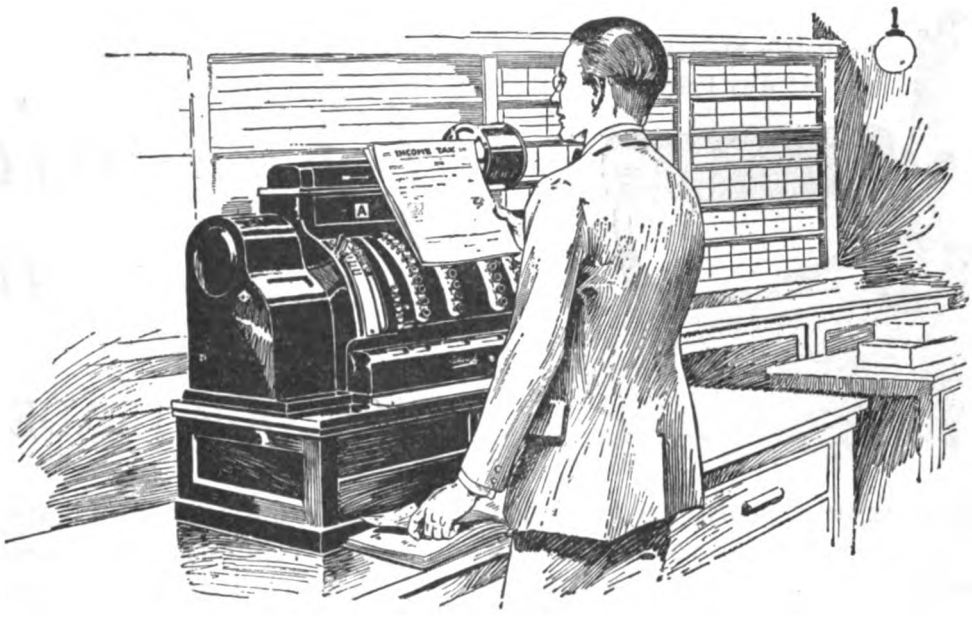
Baldwin Refrigerators have been manufactured for upwards of fifty years and in selling them you are not offering to your customers an experiment.

There should be a good refrigerator in every home.

**BALDWIN REFRIGERATOR COMPANY**
**Burlington, Vermont**

**There is a stock of Baldwin Refrigerators carried in San Francisco by Heyman-Weil Company.**


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# Accurate records make it easy to make out an income tax report.

An up-to-date National Cash Register gives complete and accurate records of—

① Cash sales.
② Charge sales.
③ Received on account.
④ Petty cash paid out.

A merchant must have these records to make out his income tax report.

National Cash Register records are printed and added. They are always available and always reliable. There is no other way a merchant can get these records so easily as with a National Cash Register.

Every merchant needs these records once a year for his income tax report. He needs the same records every day to control his business.

**We make cash registers for every line of business. Priced $75 and up.**

# NATIONAL CASH REGISTER CO.

DAYTON, OHIO.

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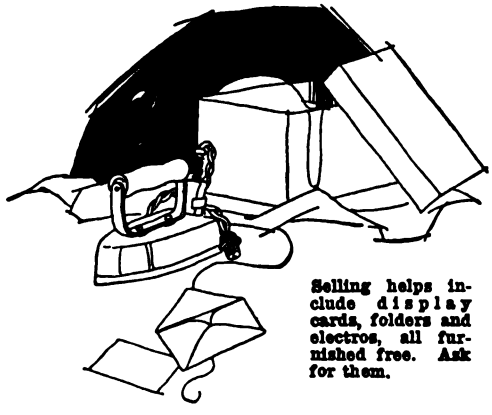

# OFFER THE *Domestic Electric Iron* TO YOUR TRADE

It is netting neat profits to hundreds of dealers throughout the country—it will do the same for you. You will add to your reputation and increase your sales by handling this real good, honest electric iron, with a record of never coming back for repairs. Here's what one dealer says:

Kankakee, Ill., Sept. 15, 1920.

Since we have been selling Domestic Irons we have noticed a decided increase in electric iron sales. Our customers compliment the Domestic Iron.

A. J. LEE HARDWARE CO.



**Selling helps include display cards, folders and electros, all furnished free. Ask for them.**

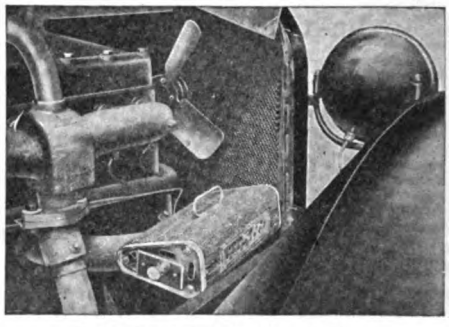
**The Domestic Electric Iron, packed in an attractive holly gift box, coupled with our national advertising campaign, is a genuine booster for holiday business. Get your share of Domestic Iron sales this year.**

**Order your stock now—from your jobber or from us. In cases of six or a dozen.**

## CHICAGO FLEXIBLE SHAFT COMPANY

**5604 Roosevelt Road, Chicago, Ill.**

## Double Purpose Means Double Sales



**Under the Hood While Standing Keeps Engine Warm**

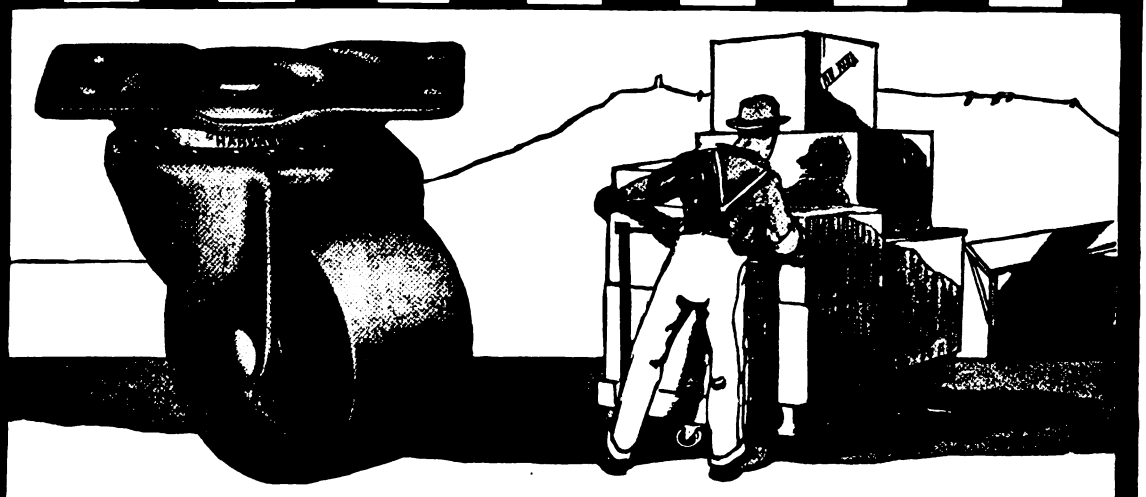
For winter motoring the Clark Heater is unexcelled. In the tonneau of a car it will keep the passengers comfortably warm. Placed under the hood when car is left standing in the street or garage, the Clark Heater not only does away with the usual cold weather starting troubles, but saves batteries from running down and economizes on oil and gas used in "warming up."

Now is the time to tell your customers of its double use. Increase your sales on heaters this season. Attractive window cards packed with goods. Ask for folders and electros for your advertising.

Every car at your door a prospect. Order now from your jobber or from us.

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# BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?




## The Bassick Company

Which is a consolidation of—
*The Universal Caster & Foundry Works*
*The M. B. Schenck Company*
*The Burns & Bassick Company*

*Write for descriptive circular No. 200 W*

General Offices
BRIDGEPORT - CONN.

# PRODUCTS

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# Faultless Caster Company

PACIFIC COAST REPRESENTATIVES
**CHAS. A. DOWD SALES COMPANY, 320 Market St., San Francisco, Calif.**

Evansville  Indiana



## Casters That Sell

**Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.**

**Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.**

**Send for Catalog "G"**





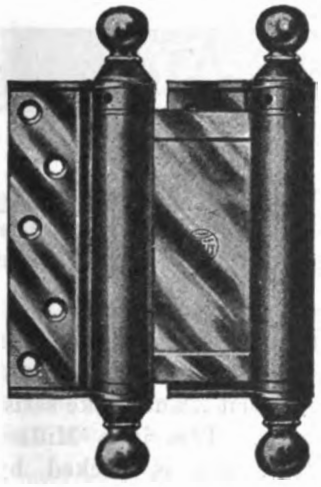
**Full Size Plate 2-8**

***"Move the FAULTLESS Way"***


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TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—a hinge in great demand. Note its graceful lines and handsome appearance.



You can safely stake your reputation on its *quality* and *performance.* It swings doors faultlessly. Thousands in use.

Sell a product that brings satisfaction and nets a good profit. Keep well stocked.

*Send for Catalogue*
*W-36*

**Chicago Spring Butt Company,**
CHICAGO NEW YORK
Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

CHATILLON
CUTLERY

"Foster Bros. Cutlery"



— mention that name when your customer asks what brand you handle and the sale is made.

We say this because Foster Bros. Cutlery, manufactured for thirty-five years, has been acknowledged as standard.

The high quality of steel used insures blades that are strong and durable and that will hold an edge.

The cutlery shown herewith illustrate a few popular numbers that are ready sellers. We know they are dependable—we stake our reputation on their quality.

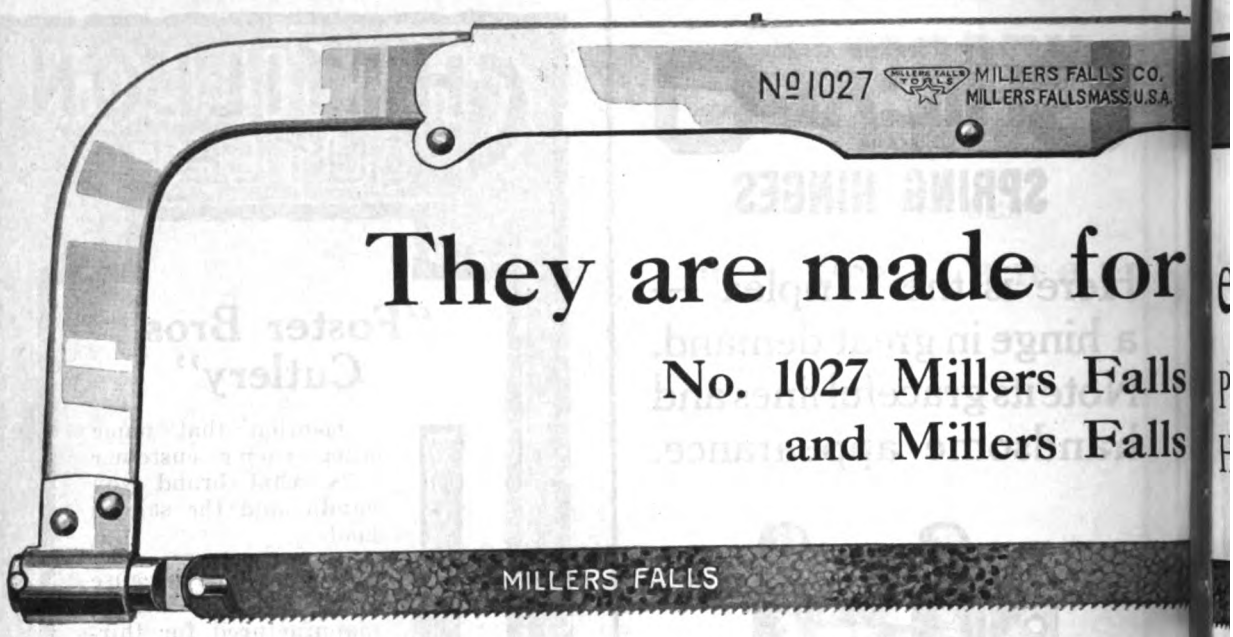


Your Nearest Jobber Will give You full Information



JOHN CHATILLON & SONS
New York U.S.A.

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# They are made for

## No. 1027 Millers Falls and Millers Falls

MILLERS FALLS Hack Saw Blades set new standards—are worthy companions to our No. 1027 Pistol Grip Hack Saw Frame. Together they make a working tool that for its purpose can't be beat.

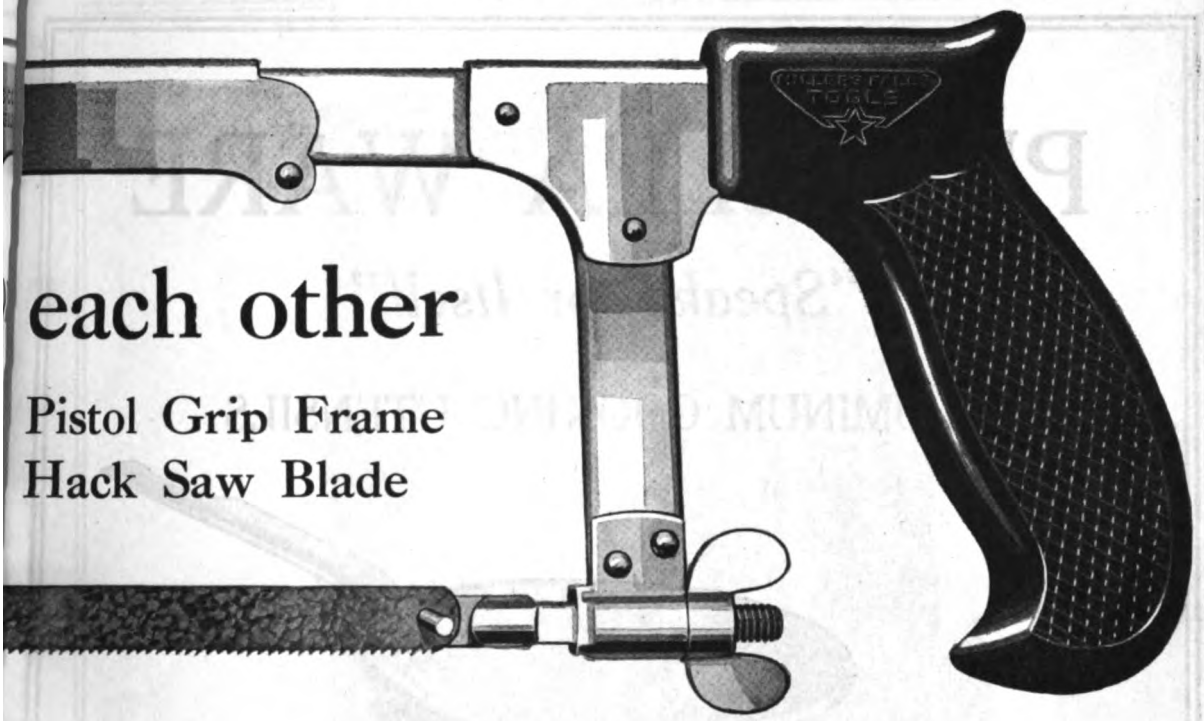
Millers Falls Blades are even-tempered — every blade in the box is alike—none too soft, none too hard. Each tooth is accurately finished—no strain points at the ends of the blade — no binding, therefore less breakage. And they **stay sharp** a long time.

You can get behind Millers Falls Hack Saw Blades and push them, because they merit it and make satisfied customers. This is a Millers Falls product, and is backed by Millers Falls Company guarantee of quality.




*The Berkshire Hills country —the home of Millers Falls Tools*

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# each other

## Pistol Grip Frame Hack Saw Blade

THE mechanic who has tried the No. 1027 Pistol Grip Hack Saw Frame will tell you it is not only comfortable—easy on your hands—but saves blades, too. He does a better job in less time, has better control over the frame—a firm hold that resists wabble.

The Millers Falls No. 1027 Pistol Grip Frame is an easy seller. Just point out its many exclusive features: the steel rib securing the handle that extends almost the entire length, serving as a strong backbone; extra strength in the middle of the back, where the greatest strain comes; the thumb nut placed beneath the handle, never interfering with the stroke; the perfect "hang" of the tool. A man who knows tools will quickly see how it meets his needs. And you've made more than a sale—you've made a satisfied customer who will buy from you again.

The Millers Falls Mechanics' Handbook will be sent you for ten cents to cover postage.

*"Right Design—Honest Construction"*

**MILLERS FALLS COMPANY**

**MILLERS FALLS, MASSACHUSETTS**

**FOUNDED IN 1870**

*Makers of "Millers Falls" and "Universal Hack Saw Blades"*

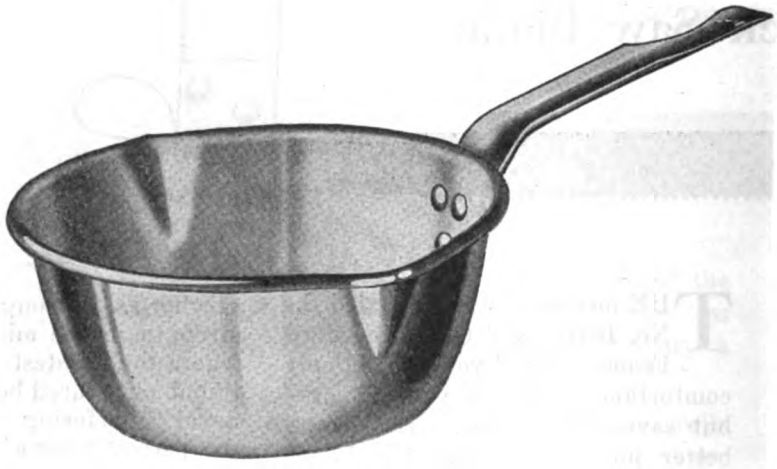
**HOW LONG** have your customers been using Millers Falls Tools? If over ten years we want a photograph of the tool and the customer. If we use the photograph, we'll send him a new Millers Falls Tool free.

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# PRISCILLA WARE

*"Speaks for Itself"*

## ALUMINUM COOKING UTENSILS



## BEST GOODS——BEST PRICES

Pie Plates

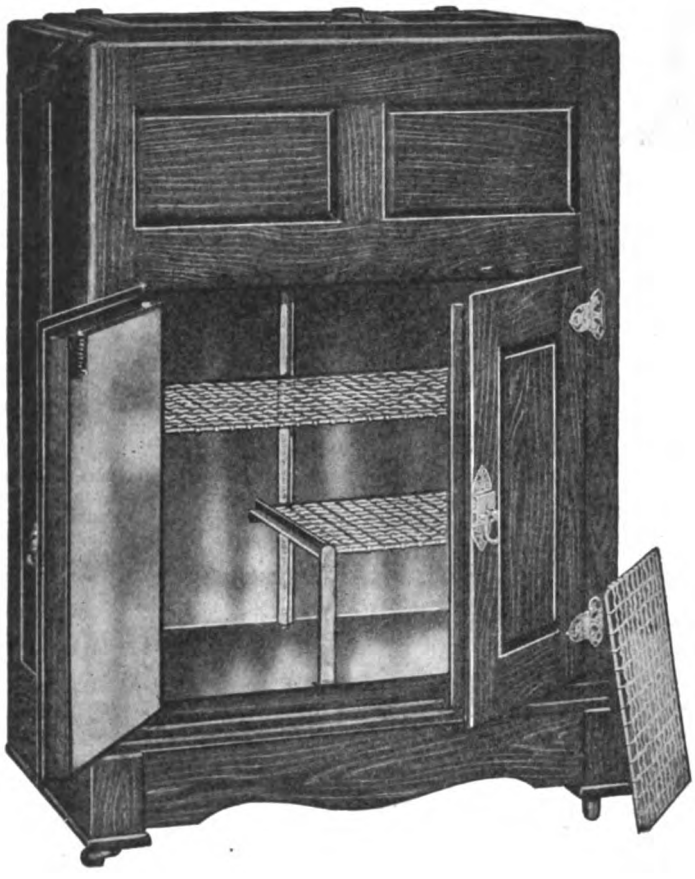
Mixing Bowls — Pudding Pans
Preserving Kettles — Convex Sauce Pans
Convex Combination Kettles — Double Lipped Sauce Pans

**H. J. GUTE & CO.**

PACIFIC COAST
FACTORY REPRESENTATIVES

150 Post St. San Francisco
CALIFORNIA


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# *Announcement*

WE take pleasure in announcing that The HOFFMAN HARDWARE CO., Los Angeles, California, will distribute MONARCH REFRIGERATORS in Southern California and Arizona, effective at once.

We wish to thank the dealers who have handled our Refrigerators in the past and solicit for The Hoffman Hardware Co. their future orders.

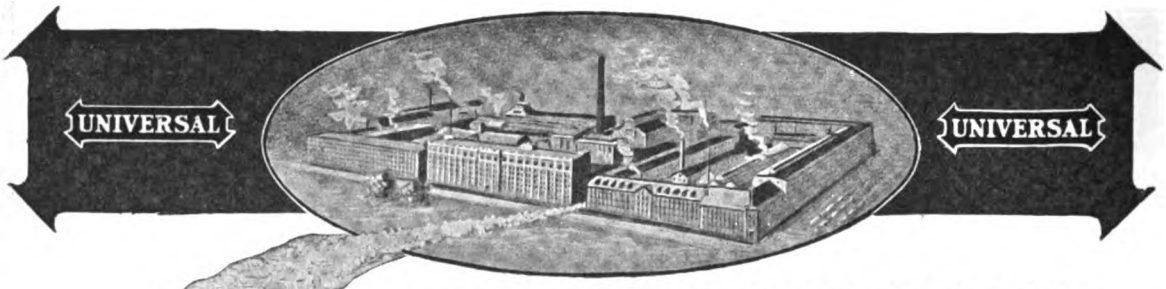
The Hoffman Hardware Company is prepared to fill orders for Monarch Refrigerators at the present time. It will be our aim in the future as in the past to see that dealers are provided with Monarch Refrigerators from the large stocks in Los Angeles and San Francisco.

**The Monarch Refrigerator Works, Burlington, Vt.**

THE HOFFMAN HARDWARE CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

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# THE LATEST ACHIEVEMENT

## *In the Great Line of* UNIVERSAL SUCCESSES

The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing—the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives who for years have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

**LANDERS, FRARY & CLARK - New Britain, Conn.**

**Write for Special Bulletin which pictures and describes the Universal Washer in detail.**



## UNIVERSAL

**"The Washer That Needs No Wa hing"**

Simplicity and sturdiness for service without servicing.

Has combined advantages of revolving and oscillating types.

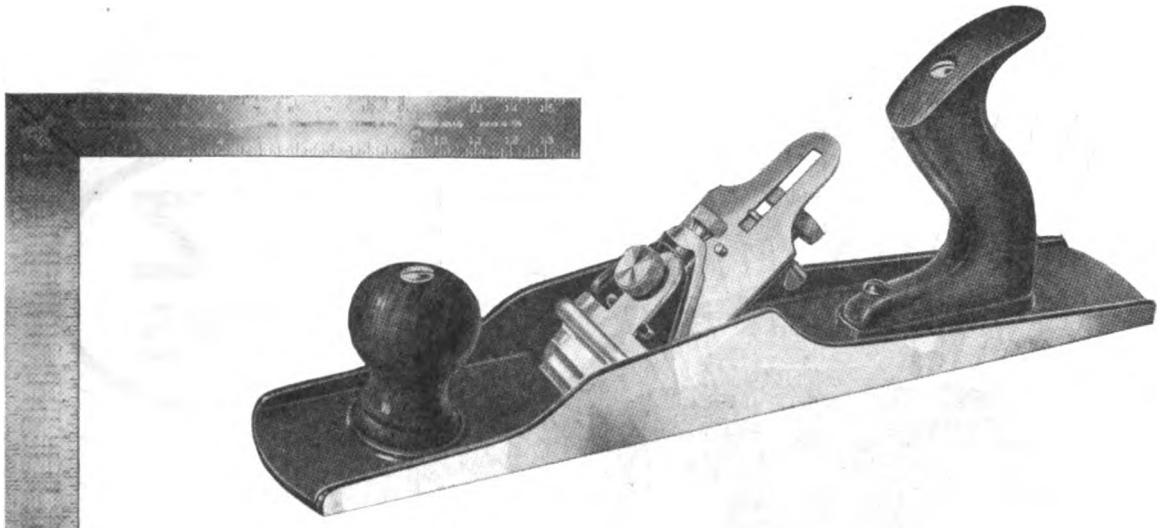
Motor and transmission mechanism entirely enclosed in handsome cabinet.

Quick-draining, galvanized tub with settling zone.

Non-sagging, swinging wringer locks in four positions.

# UNIVERSAL ELECTRIC WASHER


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# These Sargent-made Tools Will Increase Your Holiday Sales

### SARGENT STEEL FRAMING SQUARE

A CARPENTER'S joy is in fine tools. Nothing could please him better, as a gift, than a Sargent Steel Framing Square. (No. 500 R Series.)

This is the only square made requiring no figuring by the carpenter, saving his time, and also avoiding possible errors, as there are no calculations to make. The required figures are all given in the rafter tables on the Square.

Sargent Steel Squares are made of high grade tool steel in five dependable finishes.

Suggest Sargent Steel Framing Squares as gifts. They will swell your holiday profits.

### SARGENT AUTO-SET BENCH PLANE

EVERY carpenter should have a set of Sargent Auto-Set Bench Planes in his kit. It is a light plane for both light and heavy work.

Excellent balance, ample handle room, and the ease with which it cuts with or across the grain, without chatter, all recommend it to the lover of fine tools.

What most appeals to carpenters is the Auto-Set feature by means of which he may adjust the depth of cut as he planes. Cap iron and clamp are in one piece and the blade may be removed and whetted, then replaced to position without readjustment.

Made in six sizes. A very fine thing to recommend as a gift.

## SARGENT & COMPANY

*Manufacturers*

New York · NEW HAVEN, CONN. · Chicago

SARGENT

LOCKS AND HARDWARE

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IN A WORLD BABEL OF TONGUES THERE ARE MILLIONS OF PEOPLE WHO COULD NOT POSSIBLY UNDERSTAND EACH OTHER BUT WHO DO UNDERSTAND AND DEMAND DIETZ LANTERNS ABOVE ALL OTHERS

**R. E. DIETZ COMPANY**

NEW YORK

*LARGEST MAKERS OF LANTERNS IN THE WORLD, FOUNDED 1840*

YOUR JOBBER STOCKS DIETZ LANTERNS


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# SIMONDS

## NON-BREAKING HACK SAW BLADES



For machine or hand use, there is no hack saw blade that will give as efficient service as the Simonds Hard Edge Blades. They are the non-breaking blades that do not shell teeth and stand up to the toughest kind of metal cutting jobs. Dealers in all parts of the country find a big demand for Simonds blades and Hack Saw Frames.

Write for prices and selling proposition.

**Simonds Manufacturing Co.**

*"The Saw Makers"*

San Francisco, Calif. Portland, Oregon Seattle, Wash. Vancouver, B. C.

# "YANKEE"

## QUICK RETURN

### In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.




**No. 130**—For all general work. Very popular.

**No. 131**—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

**No. 135**—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven.

**Your Jobber will supply you.**

**NORTH BROS. MFG. CO.**

**Philadelphia, Pa.**


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# New Style "ACME" Fry Pans

**ONE PIECE COLD HANDLE**

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

**INSIST ON THE "GENUINE" ACME**

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST




Pacific Coast Representatives

**Wm. P. Horn Co.**
**Rialto Bldg.**
**San Francisco**

**Portland**
**Los Angeles**
**Seattle**

## NEW YORK STAMPING COMPANY

**Brooklyn, New York**

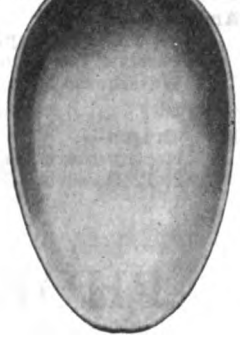
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# 1847 ROGERS BROS.

## SILVERWARE

*The Family Plate for Seventy Years*





"Heraldic Pattern"

## Silverware Helps Sell Other Lines

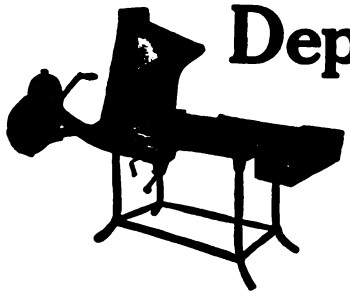
The woman or the man who makes periodical or occasional visits to your store in order to add to the silver plated flatware at home is going to buy other things besides Silverware in some of those visits.

In other words, when you sell a flatware pattern you are "planting a silver tree, from which, every once in a while, you will gather fruit." Write for advertising and display helps.

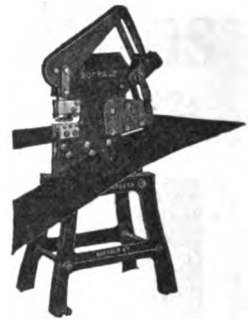
**INTERNATIONAL SILVER COMPANY, Meriden, Conn.**

**Pacific Coast Warerooms, 150 Post St., San Francisco, Calif.**

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# Dependable Tools



Dealers! You will find the Buffalo Tools a profitable addition to your line.

Buffalo Blacksmith Tools are dependable, accurate and serviceable—they represent the product of over forty years of experience.

Our advertising department is at your service. We will be glad to furnish cuts or advertising literature and to help you at all times with your catalog or advertising copy.

Write Dept. 37 for more information.



**BUFFALO FORGE COMPANY**
**BUFFALO, N. Y.**

"Buffalo"



# PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

## BEST IN THE WORLD

**Phoenix Shoes are Kept in Stock by the Following Houses**

Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
Sacramento, Calif.....Schaw-Batcher Company
San Francisco, Calif.—
Baker, Hamilton & Pacific Company
Scovel Iron Store Company
Spotswood-Helfer Company
Taylor-Spotswood Hardware Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Spokane, Washington..Holley-Mason Hdwe. Co.
Tacoma, Washington.....West Coast Wagon Co.

MANUFACTURED BY

## PHOENIX HORSE SHOE CO.

**Largest Horse Shoe Manufacturers in the World**

ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK

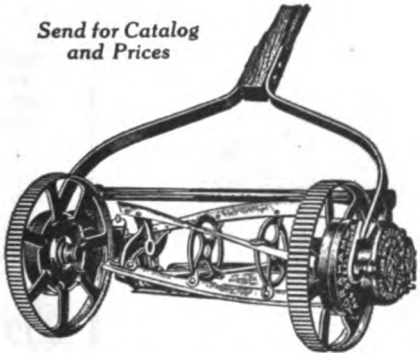

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Service Durability Satisfaction

GENUINE

# "PHILADELPHIA"

Send for Catalog and Prices



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible

**Largest Makers of High Grade Lawn Mowers in the World**

and more people have bought and are buying, using and recommending the Genuine *"PHILADELPHIA"* Lawn Mower than any other make.

The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, are features that have made the name *"PHILADELPHIA"* worth remembering when buying Lawn Mowers.

So great is the demand we are compelled to make *"PHILADELPHIA"* in 18 styles of HAND—3 styles of HORSE—2 styles of MOTOR POWER—all HIGHEST GRADE.

**A MOWER FOR EVERY PURPOSE**

**THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Streets, Philadelphia, Pa.**

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

# "Pittsburgh Perfect" Open Hearth Steel Wire



"Pittsburgh Perfect" Wire is supplied in bright, annealed and galvanized, also barbed wire, twisted cable and hard spring coil wire.

Our wire is made exclusively of our own open hearth steel, assuring uniform gauge and homogeneous quality.

*Write for Catalog*

## PITTSBURGH STEEL COMPANY

GENERAL OFFICES: PITTSBURGH, PA.

**Pacific Coast Office, 359-363 Monadnock Bldg., San Francisco, Cal.**

*Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:*

**DUNHAM, CARRIGAN & HAYDEN CO.**
San Francisco, Cal.
Northern California and Nevada

**WHITON HARDWARE COMPANY**
Seattle, Wash.
Washington and Oregon

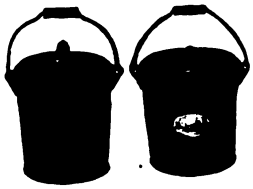

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WHEREVER a system of sewerage disposal is not available, as for instance, on the farm or in the suburbs, there you will find a real need for

**Iron Horse Sanitary Dry Closets**

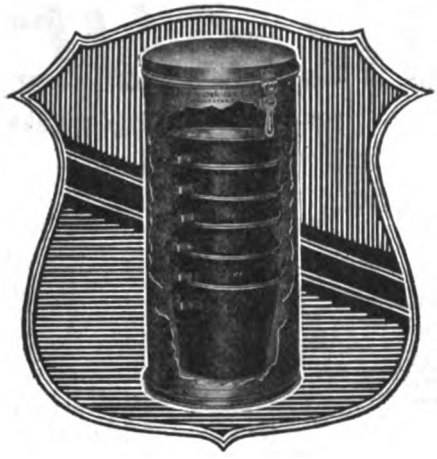
Built of heavy galvanized metal, strictly sanitary—installed in a few minute's time by any one. Handsomely enameled white and decorated with gold striping. *Write for descriptive matter and prices.*



**Commode Pails**

Built from heavy galvanized metal, either striped or attractively enameled in red, blue or green, the ring and cover type.

*Write for prices.*



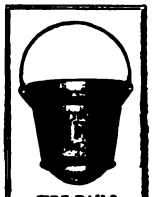
THINK of what it would mean in an emergency to have six pails of water near by, ready for use as fast as you could lift them out of the galvanized Iron Horse

# Fire Tank

—each pail equipped with a bail that is weighted so that it comes to an upright position automatically the instant the pail above is removed. Factories, hotels, apartment houses, stores—they are all prospects for this well-built and servicable fire protection equipment.

Are you selling the Complete Iron Horse Metalware Line. If not—

*Write for prices and discounts.*



**FIRE PAILS**

Galvanized or enameled an attractive red. Write for prices

**ROCHESTER CAN CO**

**ROCHESTER NEW YORK**

**Iron Horse Metalware**

"as strong as the name implies"

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# "My Best Christmas Present"

National STEAM PRESSURE ALUMINUM COOKER



This Christmas hundreds of women everywhere will receive as gifts NATIONAL STEAM PRESSURE ALUMINUM COOKERS.

In justifiable pride, each recipient will hasten to display her "best Christmas present," and tell all about it to many friends.

**In the gay festivity of Xmas-tide, when hospitality is at its height, these friends will partake of foods deliciously prepared the NATIONAL way. They will relish the exquisite flavor, the appetizing tenderness, which cannot be obtained by any other method of cooking.**



**They are bound to hear, through satisfied users, as well as through dominant national advertising, that food is cooked in the NATIONAL COOKER in one-third the time ordinarily used, and at a saving of one-fourth the fuel energy.**

These deeply interested, prospective buyers are going to ask for the NATIONAL STEAM PRESSURE ALUMINUM COOKER. Be ready to supply them.

Get in touch with your jobber at once. If he cannot take care of your order, write us, and we will supply you, allowing generous discount from prices.

**NORTHWESTERN STEEL & IRON WORKS**
603 Spring Street, Eau Claire, Wis.

# DUPLEX
## FIRELESS STOVE

### To Help You Make More Profits

Duplex advertising opens the way to increased sales.

We are ready to help you "cash in" on this advertising in every way possible. The Duplex Dealers Bulletin is going out with suggestions and methods that will increase not only your sales of Duplex Fireless Stoves, but all other lines of merchandise.

Many sensible people this year will make Christmas presents of Duplex Fireless Stoves. Get ready now for this trade.

If you are not a Duplex Dealer now it will pay you to write for our new dealer's proposition.

*Duplex Dealers*
*Ask about the Duplex Christmas Cards*




**DURHAM MFG. CO.**
**MUNCIE, IND.**

**NEW YORK OFFICE: 108 CHAMBERS STREET**
**LOS ANGELES OFFICE: 3718½ W. PICO STREET**


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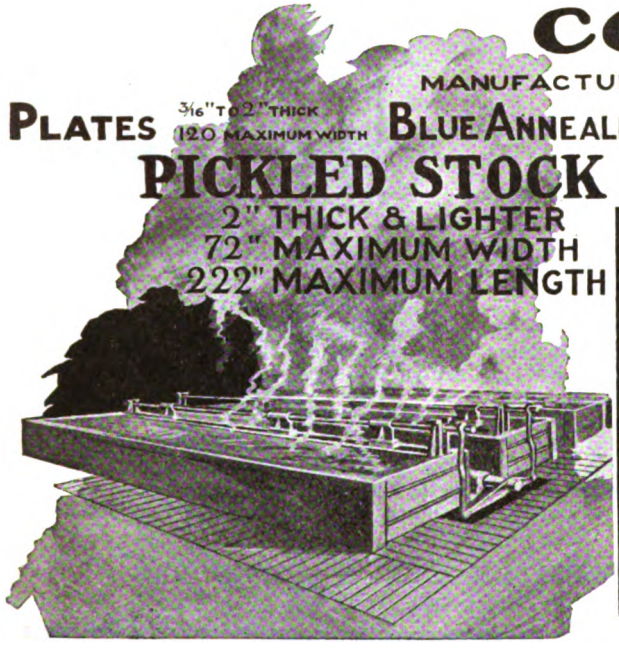
# THE BRIER HILL STEEL CO.

MANUFACTURERS OF

**PLATES** 3/16" TO 2" THICK 120 MAXIMUM WIDTH **BLUE ANNEALED** 16 GAUGE TO 1/4" THICK 72" MAXIMUM WIDTH **SHEETS** BLACK & GALVANIZED 10 GAUGE & LIGHTER

## PICKLED STOCK

2" THICK & LIGHTER
72" MAXIMUM WIDTH
222" MAXIMUM LENGTH



**PRODUCTS**

Washed Metal
Basic and Bessemer Pig-Iron
Low Phosphorous Pig-Iron
Forging and Re-Rolling Billets
Slabs, Sheets and Tin Sheared Plates
Blue Annealed, Black and Galvanized Sheets
Formed Roofing and Siding
Single and Double Pickled Sheets
Furniture, Automobile and Deep Drawing Stock, etc.

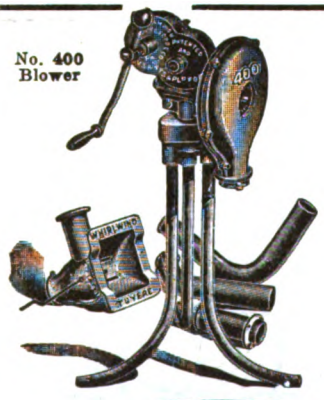
**General Offices:**
**YOUNGSTOWN, OHIO**

DISTRICT OFFICES:
New York, Chicago, Philadelphia, Cleveland, Kansas City, Lynchburg, Pittsburgh, New Orleans, Salt Lake City, San Francisco, San Antonio.

EXPORT AGENTS:
Consolidated Steel Corporation
New York City

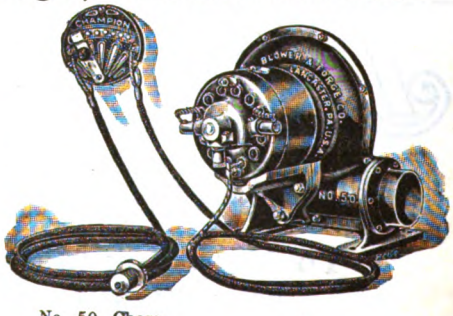
## Champion Blowers, Forges, Drills and Screw Plates

No. 400 Blower



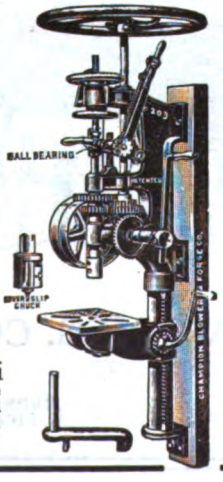


No. 401. Rivet Forge

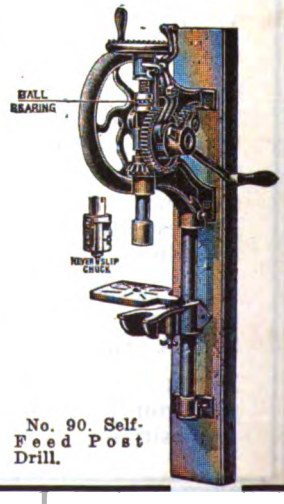


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.




No. 203. Self-feed and Double Compound Lever Feed Drill.




No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"
**CHAMPION TOOLS, Built for Service**
CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS
Write for Our 350 Page Catalog
**CHAMPION BLOWER & FORGE CO.**
Lancaster, Pa., U. S. A.


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# "THE RECOGNIZED LEADER"




ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

**If your Jobber cannot furnish, advise us and we will see that you are supplied.**

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

## AMERICAN WIRE FABRICS CO.

**208 So. La Salle Street, Chicago, Illinois**

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

# "Sterling"




**Hard** **TUNGSTEN STEEL** **Flexible**

## HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

**DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK**

**CALDWELL SALES COMPANY**
**Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.**
**Exclusive Pacific States Representatives**


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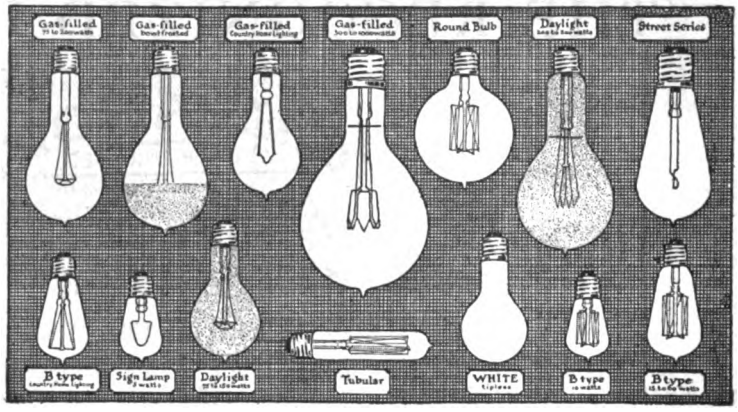
Hygrade

## A Use for Every Lamp

While some of these lamps, such as street series, country home lighting and the larger gas-filled lamps, are used for particular purposes only, most of the types illustrated here have a place in every home, office and factory.

B type lamps for ordinary fixtures, gas-filled lamps for semi-indirect and large fixtures, frosted lamps where the light shines in the eyes, WHITE Hygrades for decorative effects and soft light, tubular lamps for show cases, sign lamps for every progressive store—

What a wonderful field there is for the merchant who sells Hygrade Lamps.




## A Complete Line—Persistently Well Made

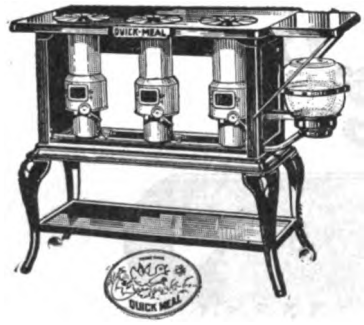
The illustration shows some of the different types of lamps made by the Hygrade Lamp Company—practically every type except miniature lamps.

The assortment runs all the way from the tiny 5-watt sign lamps to giant 1000-watt gas-filled lamps.

Counting the various sizes and including bowl-frosted and all-frosted lamps, the Hygrade Lamp Company makes altogether 253 different types of lamps.

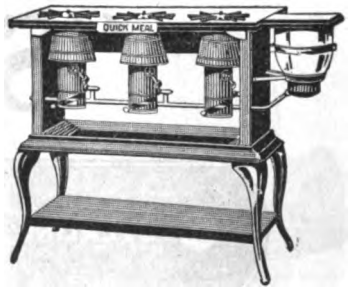
HYGRADE LAMP CO

GENERAL OFFICE AND FACTORY SALEM MASS




Cupola Burner Oil Stove




Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

# We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK

Pacific Coast Agent

715 Indiana St., near 19th St.,

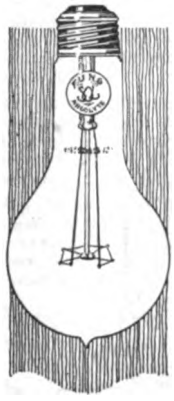
San Francisco, Cal.

We also carry a large line of GAS RANGES

We also carry a large line of COAL RANGES


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# TUNG-SOL LAMPS



## What are the Advantages?

Lamp sellers by the score are coming under the Tung-Sol banner every day. One reason is that they make more money selling Tung-Sol than other brands and are permitted to sell without hampering restrictions, filing of reports, etc.

Tung-Sol jobbers are everywhere. There's one near you who is prepared to fill your lamp orders quickly and for any quantity.

There is a Tung-Sol lamp for every standard use. Find out how you can increase your lamp profits—today! Write to

**The Panama Lamp & Commercial Co.**
595 Mission St., San Francisco

Distributors for Pacific States
or the following jobbers:

Western Metal & Supply Co.
San Diego, Calif.

Thomsen-Diggs Company
Sacramento, Calif.

Standard Woodenware Co.
Los Angeles, Calif.

Honeyman Hdwe. Co.
Portland, Ore.

San Joaquin Grocery Co.
Fresno, Calif.

Whitton Hardware Co.
Seattle, Wash.

Nathan-Dohrmann Co.
All Their Branches

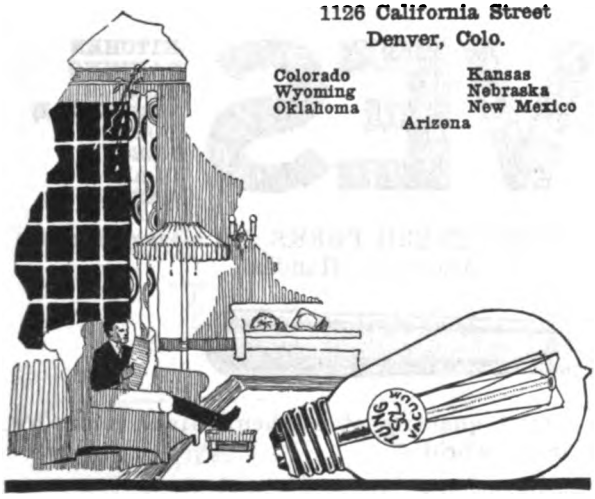
R. W. Murray Lighting Co.
Spokane, Wash.

Reno Electrical Works
Reno, Nev.

Distributors for Western States

**Capital Electric Company**
1126 California Street
Denver, Colo.

Colorado
Wyoming
Oklahoma
Kansas
Nebraska
New Mexico
Arizona




# Simplex Page Advertisments Appear Every Month in

Saturday Eve. Post
Ladies' Home Journal
Good Housekeeping
Literary Digest
Country Gentleman
Farm Journal




*This full-page advertisement, stimulating Christmas sales, will appear soon in Ladies' Home Journal, Saturday Evening Post, Literary Digest and Good Housekeeping*

For years the word SIMPLEX has been synonymous with "Ironing Made Easy" in the minds of the American public. Continuous National Advertising has established a very emphatic preference for the Simplex Ironer.

Simplex dealers **everywhere** profit by this dominating advertising and our very complete, liberal policy of sales cooperation.

**Write for particulars.** With our help you can build business for the entire household Appliance Department.

**THE AMERICAN IRONING MACHINE COMPANY**
431 Sutter St., San Francisco, Cal.
Home Office: 168 No. Michigan Ave., Chicago

**SIMPLEX IRONER**
"THE BEST IRONER"

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# LAST CALL

**FOR HOLIDAY TRADE**

## Immediate Delivery Guaranteed

FROM

## California Factory

ONLY HAND CAR IN THE WORLD FOR BOTH INDOOR AND OUTDOOR USE

Adjustable Seat Makes Any Size

If Your Jobber Cannot Supply You, Write Us

## LLOYD SALES AGENCY, Inc.

**Sole Factory Agents for Pacific Coast Territory**
**Monadnock Bldg., 681 Market Street**
**San Francisco, Calif.**

## THE SAMMIE CAR




## The Ontario Knife Company, Franklinville, N.Y.

**WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE**

**If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.**




**BUTCHER**
**SKINNING**
**STICKING**
**BONING**
**SHEATH**
**SLICING**
**CORN**
**SHOE**

# KNIVES

**KITCHEN**
**CANNING**
**FISH**
**VEGETABLE**
**PUTTY**
**BEET**
**CLAM**
**TABLE**

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles**



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.


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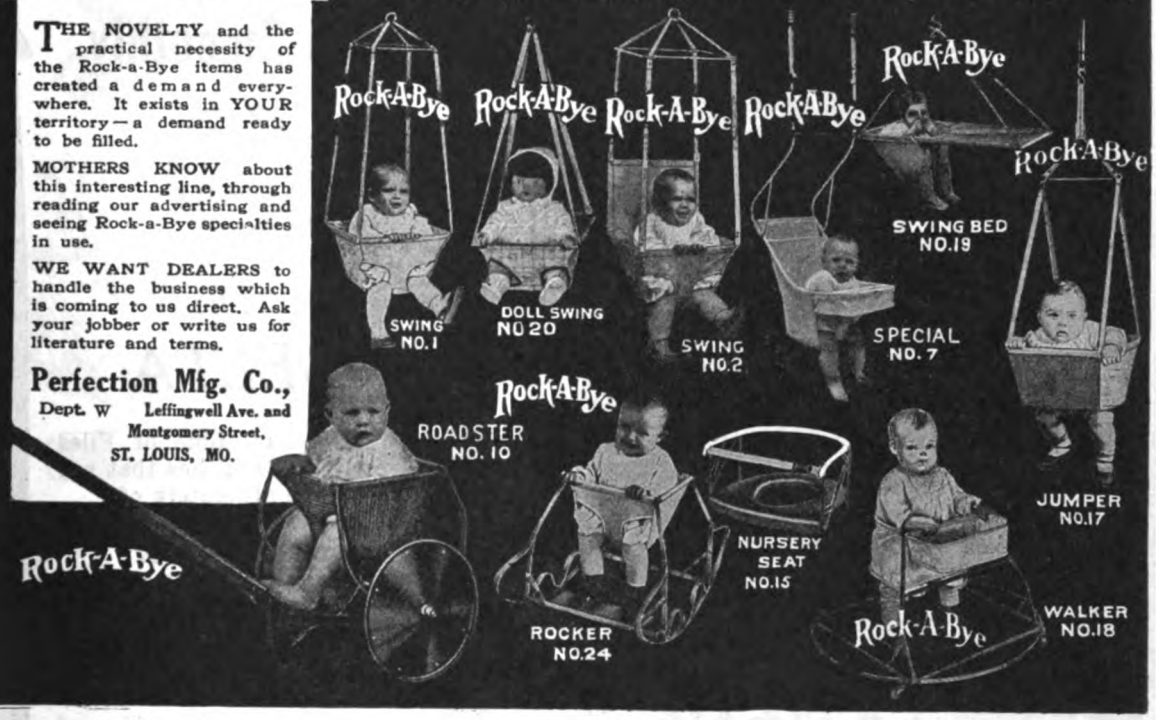
# ROCK-A-BYE NURSERY SPECIALTIES.

THE NOVELTY and the practical necessity of the Rock-a-Bye items has created a demand everywhere. It exists in YOUR territory—a demand ready to be filled.

MOTHERS KNOW about this interesting line, through reading our advertising and seeing Rock-a-Bye specialties in use.

WE WANT DEALERS to handle the business which is coming to us direct. Ask your jobber or write us for literature and terms.

**Perfection Mfg. Co.,**
Dept. W Leffingwell Ave. and Montgomery Street,
ST. LOUIS, MO.




# Lalance & Grosjean Mfg. Co.

*Manufacturers of the Celebrated Lines of*

## Agate (*Nickel-Steel*) *Ware*
## El-an-Ge Enameled Ware
*and*
## Pearl-Agate
## Turquoise Enameled Ware

**New York** **Chicago** **Boston** **San Francisco**


Digitized by Google




# Remove Stock Rapidly and Smoothly

FILES OF QUALITY

*"The*

## *DELTA*

**Is the only Line of Files from 3 to 24 inches that are made absolutely of**

**CRUCIBLE STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exeeptional durability.

**Delta Files** are made in several shapes and sizes—there is a shape and size for your particular requirement.

**Use Delta Files** in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK

DELTA

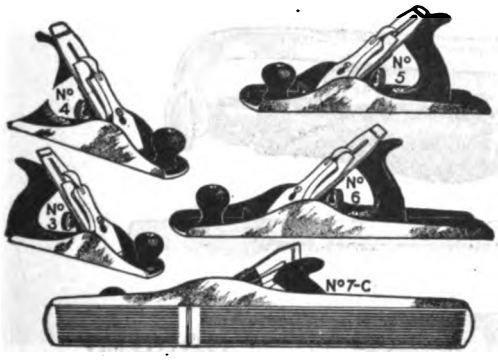
This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

## DELTA FILE WORKS

PHILADELPHIA, PA.


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# Stanley Tools




# "BAILEY" Iron Planes

*The Standard for more than Fifty Years*

**IMPROVEMENTS are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating carpenters and mechanics.**

*If you do not carry these planes, arrange to do so at once. You will be surprised how your plane sales will increase*

MANUFACTURED BY

THE STANLEY RULE & LEVEL PLANT.
The Stanley Works
NEW BRITAIN, CONN. U.S.A.

# Every Foot of

## Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

*The* LUDLOW-SAYLOR WIRE CO.

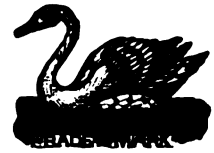
ST. LOUIS, MO.


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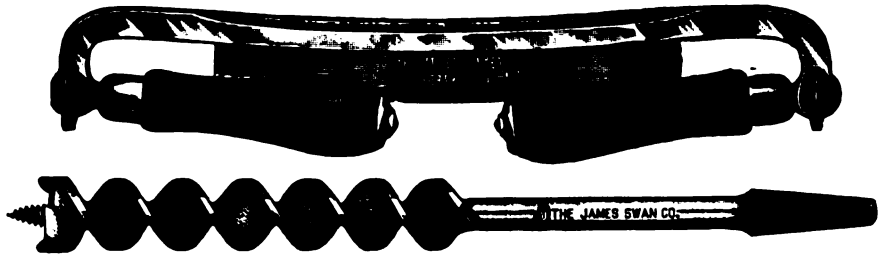
# THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES




NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

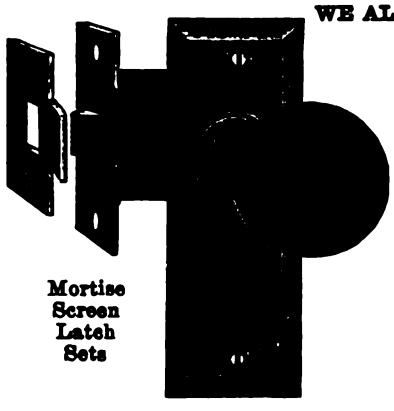
New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

# Shelby Screen Door Hardware

WE ALSO MAKE



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

## The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

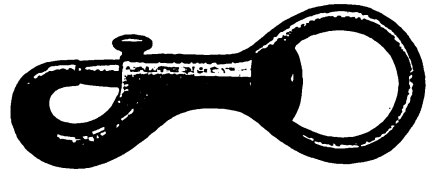
POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

# SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

*Sold by All Jobbers*

## COVERT MFG. CO.

TROY, N. Y.


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# Union—Farm—Tools

## Forks—Hoes—Rakes

Whenever you see a farm tool bearing a Union Fork & Hoe Co. Label, you can rest assured it is a tool in which you can place confidence.

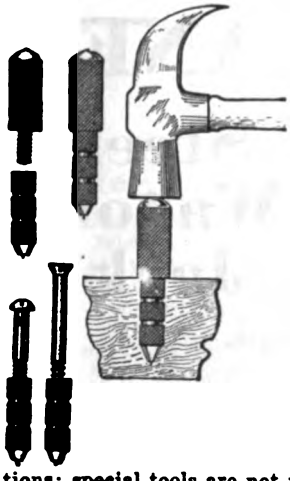
"Farm King" — "Continental" — "Columbus" — all three labels represent the best produced in farm and garden tools.

Ask your Jobber to show you Union Tools, and note their perfection in material, workmanship and attention to detail.

**The Union Fork & Hoe Co., Columbus, Ohio**

FACTORIES

COLUMBUS, OHIO FRANKFORT, NEW YORK



## The Only Screw Holes In the World

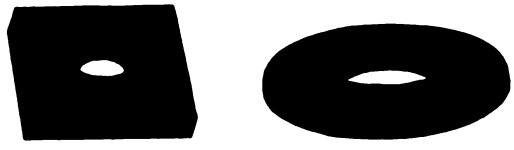
### The "Hole" Problem

The advantages of Screw Holes are: they can be used without damage to receiving material; they enable you to Standardize to wood or machine screws in all materials; they are made of brass and will not rust under atmospheric or moisture conditions; special tools are not needed for using them in any material; they can be used in any place a screw can be used; no special screws are needed—these Screw Holes fit any wood screw or machine screw now in stock; they make the neatest possible job in any material; they are endorsed by all dealers in screws, and by all users of screws; in spite of the high cost of brass, Screw Holes are yet cheap; they make everlasting holes in any material, and anyone who can drive a nail can use them.

You must stock Screw Holes, for your trade demands them.

**THE STINE SCREW HOLES CO., Waterbury, Conn., U. S. A.**

## There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers**
**Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates**
**Sheared and Punched Plates**

PROMPT SHIPMENTS

**Wrought Washer Mfg. Co.**
**Milwaukee, Wis.**

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.


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# "Faith"

*Is the key that opens the door of success.*

# Slidetite

*Is the key to permanent satisfaction in garage door hardware.*

Every garage owner who sees "Slidetite" in use wants it on his garage.

Simple to install. Easy to operate. Doors can't sag—close weather-tight.





If you now sell "Slidetite" you know that it is the last word in garage door hardware. If you do not now sell "Slidetite" you owe it to yourself to find out about it.

RCW

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides"
AURORA ILLINOIS U.S.A.

# PORTER'S
# New Easy Bolt Clippers



Are you handling the

## 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox
Postal Telegraph Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Taylor, Youngs & Cox,
209 Ideal Building,
Denver, Colorado

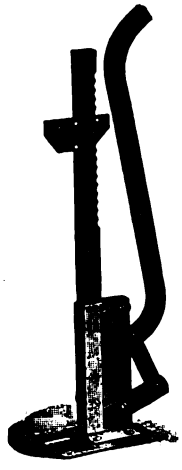
Strimple & Cox,
L. C. Smith Bldg.,
Seattle, Wash.

Strimple & Cox,
Corbett Bldg.,
Portland, Ore.

## H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.



# LANE'S
# Steel Wagon Jack

NO CAST METAL
NO WOOD

**Strong -- Light -- Compact**

SUBSTANTIAL PROFIT TO THE DEALER

Have You Catalog and Latest Prices?

## LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.


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## MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

**REMEMBER**

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

# THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

**ALBERT LEA SPRAYER CO.**
ALBERT LEA, MINN.

## Land This Boy's Trade



You sell him an Auto - Wheel Wagon and we induce him to form a Coaster Club. Every new member follows him to your store for one of our wagons,

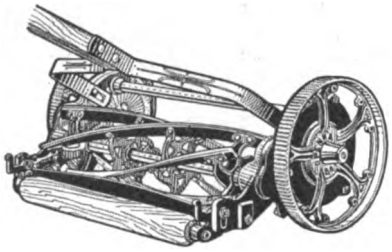
**Auto-Wheel Coaster** and the **Auto-Wheel Coadster**

Advertising has started these clubs all over the country. You deserve your share of these multiplied sales.

Boy trade is profitable for your kind of store. Tie up with our plan, and you'll be well introduced.

—Christmas is coming. See your jobber for merchandise and write us for details of selling plan.

**The Auto-Wheel Coaster Co., Inc.,**
formerly
**The Buffalo Sled Company**
Dept. A, N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y. In Canada, Preston, Ont.
New York Office: 108 Chambers St.
Seattle Office: 214 Maritime Bldg.
Kansas City Office: 1007 Coca Cola Bldg.
Export Office: 365 West 23rd St., New York, N. Y.



# Built Right— Priced Right

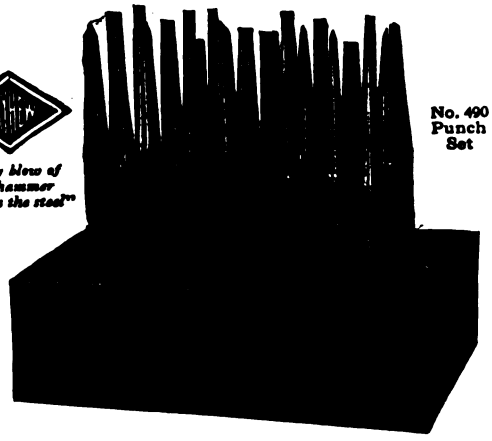
**PENNSYLVANIA**
*Quality*
# LAWN MOWERS

The present prices of "Pennsylvania" Quality line of Mowers, as compared with pre-war figures, is fifty per cent less than the average increase of 259 Hardware lines, as shown in a list compiled by a Hardware Jobber and submitted to the Atlantic City Convention.

It costs more to build now, than six months ago, when present price was made, so if any change occurs before July 1st, 1921, it will not be a decline.

**PENNSYLVANIA LAWN MOWER WORKS**
FOUNDED 1877 PHILADELPHIA


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"Every blow of the hammer refines the steel"

No. 490 Punch Set

## These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

At your jobber's—or

**MAYHEW STEEL PRODUCTS, INC.**
291 BROADWAY, NEW YORK
508 Mission Street, San Francisco

**MAYHEW MADE TOOLS ARE RIGHT**

ONLY

# BOMMER

**DOUBLE ACTING SPRING BUTT HINGES**



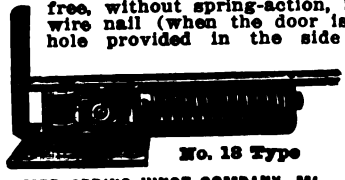
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



**Bommer Floor Surface Spring Hinge**

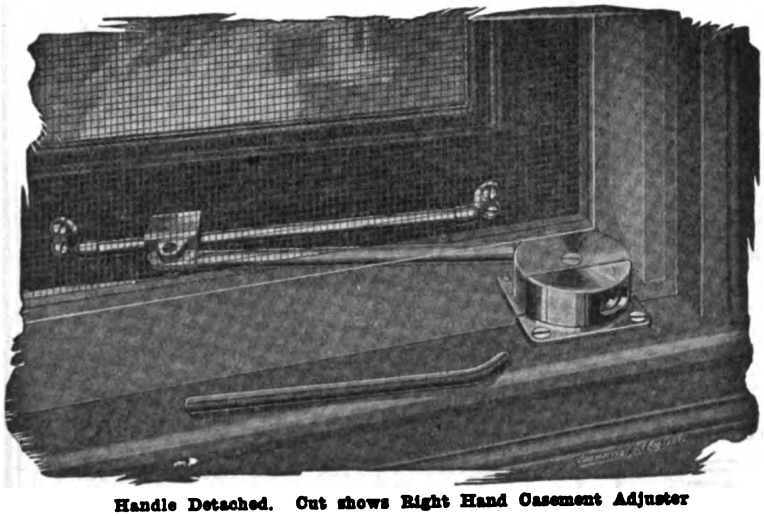
**Has Release and Holdback Features, Ball Bearing and Alignment Device**

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

**BOMMER SPRING HINGE COMPANY, Mfrs. - Brooklyn, N. Y.**



Handle Detached. Cut shows Right Hand Casement Adjuster

# Superior Casement Adjuster

**For windows that open out**
**Operates without disturbing the screen**

**Superior Casement Adjuster** is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

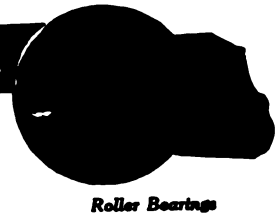
**Superior Casement Adjuster** is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

**Superior Casement Adjuster** holds the window firmly at any angle and does not allow the window to rattle.

**SUPERIOR SPRING HINGE CO.**
136 W. Lake Street, Chicago



# WAGNER Door Hangers and Tracks



*Roller Bearings*

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

*Complete stock carried at Tigard, Oregon, Branch*

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.


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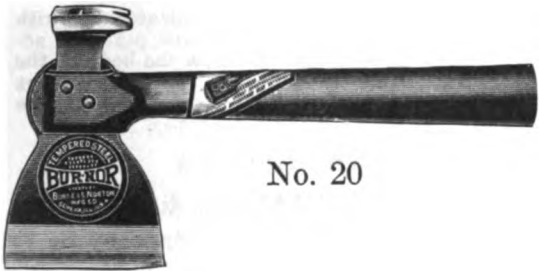
# BUR-NORS

**Winter Is Nearly Here**

Shortage of coal will mean—burn more wood — and

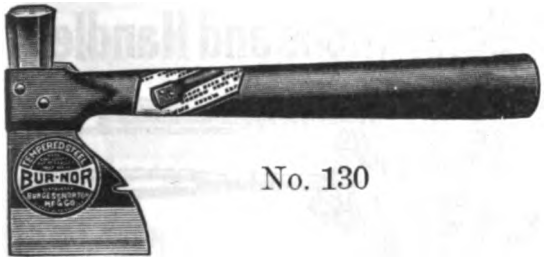
USE MORE HATCHETS

Window displays and other sales helps will move our hatchets quickly—but we are behind on deliveries—you should place orders NOW.




No. 20

**All Steel** BUR-NOR TRADE MARK **Hatchets**




No. 130

**Two of Our Best Sellers**

The BUR-NOR Hatchet is the BEST general household hatchet made. The handle will NOT BREAK NOR COME OFF.

*Write for Catalog*

## Burgess-Norton Mfg. Co.

**Geneva, Illinois**

1603 L. C. Smith Bldg., Seattle
851 Pacific Bldg., San Francisco




## The Window That Gets the Christmas Business

There's a lot of Christmas firearms business. The father who wants his boy to have a **real** boy's rifle. The wife who wants "father" to have the "best sporting rifle in the world" for his annual hunting trip. The household that needs the real unwavering protection that only a Savage Automatic can give.

Savage advertising of Savage quality during the past year was designed to help make Christmas sales.

A Savage window display during November and December will capitalize our entire year's advertising to your advantage.

*Write our Utica factory for the new Savage-Stevens Calendar for 1921*

**SAVAGE ARMS CORPORATION**
**UTICA, N. Y.**
**Sharon, Pa.** **Chicopee Falls, Mass.**

**Executive and Export Office**
**50 Church St., N. Y.**

*Owners and Operators of the*

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# It Pays to Buy Good Tools

Vaughan's Vanadium Supersteel Braces embody radical improvements over ordinary braces. The patented key construction of the socket frame is a positive remedy for the chuck working loose. Vanadium supersteel jaws hold all bits up to ½ inch. Nickel plated—walnut handles—ball bearing. Four numbers 8 to 14-inch sweeps. Your jobber will quote or write for our full catalogue.

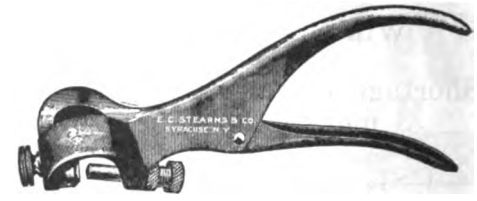
**VAUGHAN & BUSHNELL MFG. CO.**

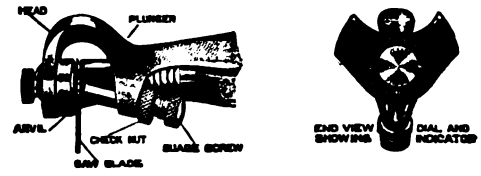
*For 50 Years Makers of Fine Tools*

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# Stearns' Hardware Specialties

**Matchless Reversed Lever Saw Set**






Combines revolving anvil and indicator dial with other features that give it marked practical advantages. **Lever is placed below the body of the Saw Set,** where it is operated by the fingers only, doing away with the motion of the entire hand necessary with the older types.

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# AMERICAN SEAL PAINTS *and* CEMENTS

**"MAKE GOOD"**

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**STAND FOR**

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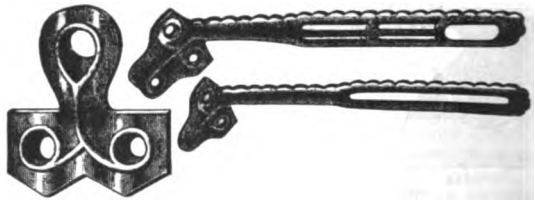
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**Great Assortment of**

# Ears, Knobs and Handles





Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue No. 9 and Prices.

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HIGH EFFICIENCY GM LAMPS

# INCANDESCENT LAMPS

"Save" Nitrogens

## TUNGSTENS and NITROGENS

NITROGEN WHITELITE LAMPS

"SAVE" TUNGSTENS

*Lamps of All Types*



**Prices Right. Best Delivery Service**

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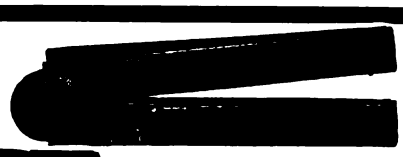
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171 Second Street, San Francisco



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BOXWOOD



SPRING JOINT



STEEL

WITH NOTEWORTHY IMPROVED FEATURES
INSURING ACCURACY OF READING, EASE OF USE, AND SAVING OF TIME

APPEAL TO MECHANICS ON SIGHT

## "STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
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STOCKS AT

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CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

**TOOLS AND TROWELS**

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

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Western Trade Supplied Thru Branches at
San Francisco, Cal. Portland, Ore.


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AND

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Recognized all over the United States as the **BEST** money and skill can produce

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HIGHEST HONORS AWARDED BY

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WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS




The Famous No. 1092

# This Slaymaker Padlock

has a wider distribution than all other adjustable shackle padlocks combined. Over 100 Western jobbers of hardware, automobile accessories, bicycles, etc., sell it.

DEALERS
ASK YOUR JOBBERS

JOBBERS—WRITE

**SLAYMAKER LOCK CO. - LANCASTER, PA.**

—OR—

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## SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

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With the——

## Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

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Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write




**H. C. COOK CO. - ANSONIA, CONNECTICUT**

# The "PONY"

**Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets**




"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

## F. H. SMITH MFG. CO.

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*Established 1863*

"PRODUCTS THAT GIVE SATISFACTION"

**WOOD SCREWS**

THE EDGES OF SLOTS DO NOT CHEW UP AT THE FIRST APPLICATION OF THE SCREW DRIVER. THE SLOTS ARE CUT DEEP ENOUGH



OTHER PRODUCTS

MACHINE SCREWS
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BOLTS, NUTS, RIVETS, BURRS
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REED & PRINCE MFG. CO.
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**MAYDOLE HAMMERS**

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect



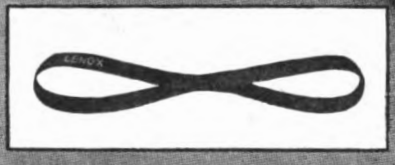

**The David Maydole Hammer Co.**
NORWICH, N. Y., U. S. A.

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.

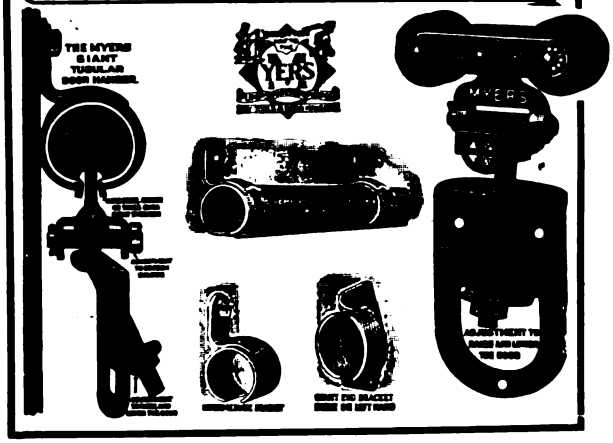

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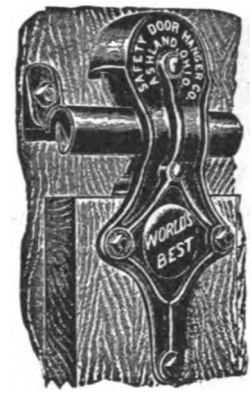
# MYERS Giant Door Hangers

The weather may be a bit rough and stormy—perhaps it has been none too inviting for days—frequent snows block walks and highways—ice is everywhere—things in general are frozen up. At a time like this the weather-fighting qualities of MYERS GIANT TANDEM ADJUSTABLE DOOR HANGERS and HEAVY TUBULAR GIRDER STEEL TRACK will be appreciated by those who have buildings with sliding doorways.

Circulars and Prices to the Trade

**F. E. MYERS & BRO. - Ashland, Ohio**
ASHLAND PUMP AND HAY TOOL WORKS




YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

# World's Best Tubular Track

## *Barn, Factory and Warehouse Door Hanger*

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiet Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

**THE TOPPING MFG. CO.**
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

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"Favorably known the world over" now made with

**Re-Inforced Non-Slipping Bottom**

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

*Write for it*

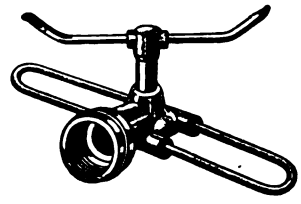


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**THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.**

# Thompson "Junior" Revolving Sprinkler



## *The "Dollar-Seller"*

The embodiment of simplicity has been the watch-word in the construction of this Sprinkler. For service and durability we recommend its use.

We solicit your inquiries on the problems of sprinkling.

**Thompson Manufacturing Company**
East Eighth and Santa Fe Ave.
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# NORCROSS GARDEN CULTIVATORS



*Growing in Demand Every Day*

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

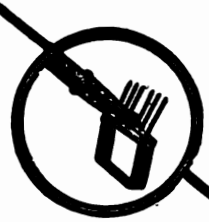
You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line




Manufactured by
**C. S. NORCROSS & SONS**
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

# Bigger Profits IN Garden Tools



can be made by stocking the Gilson Guaranteed Line and setting Gilson selling helps at work for you.

## Gilson Garden Tools

meet every garden requirement, are moderately priced and sell readily wherever shown.

**The Gilson Weeder** (illustrated in detail above) makes short work of weeding and loosening the soil. Double edged blade cuts both ways and saves lost motion. To use as a rake, simply turn upside down. A fast seller that saves its cost many times in one season.



*Write for descriptive literature of complete Gilson line, including Scratch Weeder, Dandelion Digger and Lawn Edge Trimmer*

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Thousands of workers demand STAR HEEL PLATES on their shoes. Are you helping them by keeping up your stock?

It's a good plan to suggest them for work shoes and for boys' shoes. It's a good way to win friends.

Order from your jobber and insist upon STAR HEEL PLATES. If he can't supply them write

# STAR HEEL PLATE CO.

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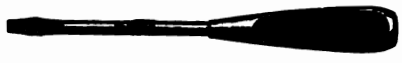
BRIDGEPORT, CONN.

**Matchless Screw Drivers**
Tempered Blade Runs Clear Through the Handle.
Red Varnished Handle



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| No. 93 | Mechanics' Square | 2 to 12 inches |
| No. 94 | Mechanics' Round | 2 to12 inches |
| No. 95 | Electricians' Round, Insulated | 12 inches |
| No. 96 | Cabinet Round | 3-16x2½ to 12½ inches |
| No. 97 | Machinists' Square | ⅜x2½, 3½, 4½, 5½ in. |
| No. 970 | Machinists' Round | ⅜x1¾ inches |
| No. 99 | Baby Round | 3-16x1½ inches |

**Hercules Knife Handle Screw Driver**
Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



| | | |
|---|---|---|
| No. 102 | Round | 2 to 12 inches |
| No. 12 | Square | 7-16x4½ inches |

**Challenge Plain Handle Screw Driver**
Red Varnished Handle



**Full Tempered Blade**

| | | |
|---|---|---|
| No. 32 | Mechanics' | 2 to 12 inches |
| No. 34 | Cabinet | 1-4 x 3½ to 12½ inches |
| No. 36 | Electricians' | 3-16 x 2½ to 12½ inches |
| No. 37 | | 3-16x1½ inches |

Write your Jobber for prices.

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## HARGRAVE TOOLS HARGRAVE








**Pin Punchces**
**Solid Punches**
**Prick Punches**
**Center Punches**

THEY SATISFY THE MOST PARTICULAR MECHANIC

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

YOUR JOBBER CAN SUPPLY YOU

**The Cincinnati Tool Co.**
*"Montgomery Rd."*
CINCINNATI, OHIO

A. C. RIDDELL, Pacific Coast Representative
Higgins Bldg., Los Angeles, Cal. Marvin Bldg., San Francisco, Cal.

## HAY-BUDDEN Solid Forged ANVILS

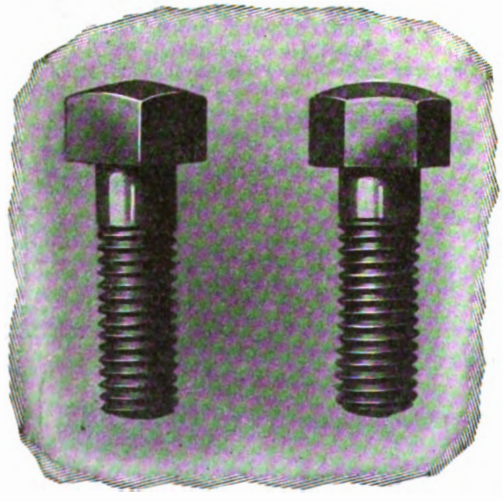


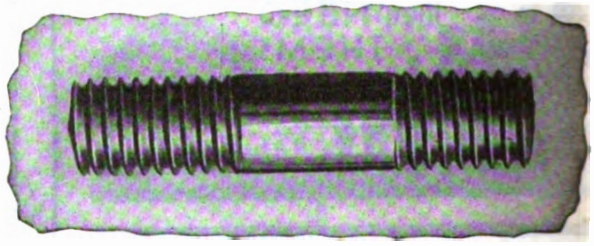

**Entire top being in one piece of high-grade forged steel, makes a loose face impossible.**

For over a quarter of a century, the name of "Hay-Budden" in connection with anvils has stood for perfection. The first Wrought Anvil Makers in America. Anvils made from the best American wrought iron and steel and sold by all the leading hardware jobbers.

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Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
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## WM. H. OTTEMILLER CO., York, Pa.

**Manufacturers of Cap and Set Screws, Screw Machine Work**

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## BOLLER'S CRANK MOP WRINGERS

**Can Be Used Everywhere**

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

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**122-124 N. Curtis St., Chicago, Illinois**




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It's no work at all for your customers to put up storm sash with

**Kees**

# Storm-Sash Hangers

They are quickly hooked on. Suspended from the top.

Can be opened out easily for ventilation. Hang securely without danger of dropping. Black japanned to prevent rusting.

Our free demonstration outfit shows exactly how handy Kees storm sash hangers are, and sells them fast.



*Send for Lists and Free Samples to Dept. 50*

ORDER FROM YOUR JOBBER

**F.D. Kees Mfg. Co. Beatrice, Nebr.**

## KNICKERBOCKER FISHING TACKLE KIT

**CARRIES A COMPLETE TACKLE OUTFIT**



**KNICKERBOCKER CASE CO.**
Clinton St. at Milwaukee Ave., CHICAGO, ILL.

## SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.
We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

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| Sash Cord | Shade Cord |
| Clothes Lines | Masons' Lines |
| Solid Braided Rope | Chalk Lines |

Send for catalogue and samples

**SAMSON CORDAGE WORKS - Boston, Mass.**
JOHN T. BOWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

**The Only Wrought Iron Anvil Manufactured in the United States**



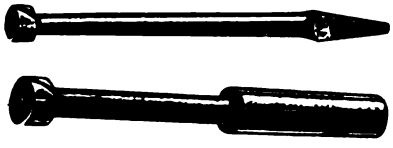

The body is made of wrought iron, the face of highest grade crucible cast steel.

**The COLUMBUS ANVIL & FORGING CO.**
Columbus, Ohio

# "Forstner" Brace and Machine Bits

**For Fine Carpenter, Cabinet and Pattern Work**

**SPECIALLY ADAPTED FOR HARDWOOD WORKING**

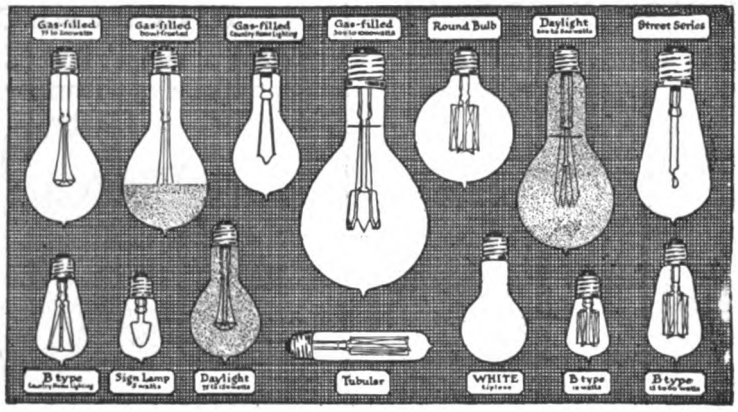


The Foster Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

**Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue


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# We Sell Hygrade Lamps

—because they are "persistently well made" with Massachusetts thoroughness.

—because the Hygrade Line includes practically every type except miniature lamps.

—because Hygrade Lamps are sold **outright,** without agency agreements, consigned stock or resale restrictions.

—because, however small his total sales, a dealer can make from the start a satisfactory profit from Hygrade Lamps.

—because Hygrade Lamps are sold only under the Hygrade triangle trade mark, which is always in red on every Hygrade Lamp, carton and box.




We guarantee increasing sales, repeat orders and good profits from Hygrade Lamps.

## The Tritch Hardware Co.

**Jobbers**

**DENVER - COLO.**

FRANK A. BARE, President O. E. BARE, Vice President

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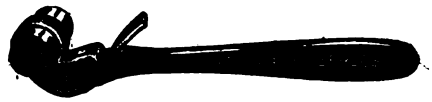

**Genuine Cannon Pump Oilers**

Force the oil anywhere regardless of position of can.

1 pt., 1½ pt., 1 qt.

Write for catalog.

**CANNON OILER CO.**
Keithsburg, Ill.



**PEERLESS STRAP WRENCHES**

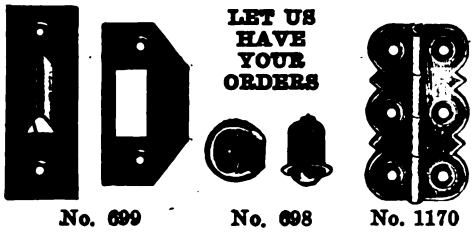
Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel.

The ideal wrench for polished pipe.

**GEORGE H. WILKINS CO.**
180 N. Market Street Chicago, Ill.
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**THE BRAINERD LINE**

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET




No. 699 No. 698 No. 1170

**THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.**

**Sells to Every Belt User**




Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

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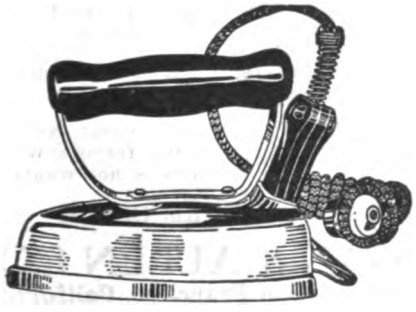
# A Fast Selling Toaster



Economical to operate. Insures crisp, evenly browned toast. Height 7 ins., length 7 ins., width 4 ins.; 400 watt.

Practical design. All nickel plated. Complete with No. 16 Asbestos Covered Cord and 2-piece Hubbel Plug. **LIST PRICE, $4.20**

Guaranteed one year. Immediate shipment.



# Electric Irons

Without question one of the quickest selling low priced lines on the market. Write for full particulars.

## Western Agencies Co.

285 Minna Street, San Francisco
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# Voss 9-o'Clock Electric Washer

## BUILT FOR BUSINESS

The illustration shows the VACUUM DASHER, which performs the operation of washing the clothes white without abrasion or tearing of garments, however delicate.

We manufacture the dolly and disc type, as also the vacuum in both electric and power; also hand; and can furnish you stock from Portland or Seattle warehouses.

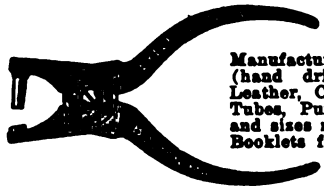
Forty-three years of experience in building washers insures satisfaction to your customers.

*Write for Agency in Your Town*

**R. M. BURTON SALES AGENCY**
**Northwest Distributors, Alaska Building, Seattle, U. S. A.**



GENUINE
**Hildebrandt Spinners**
Fish Catchers for 20 years.
Your customers want the genuine. A size, shape or finish for any game fish. Send for catalog.
THE JOHN J. HILDEBRANDT CO.,
Logansport, Indiana.



**EYELET TOOL CO.**
Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber Booklets free. Established 1858.
40 Lincoln Street
BOSTON-MASS

# The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE
**HARDWARE**

| | |
|---|---|
| Pipe and Fittings | Sargent & Co. |
| Canton Steel | Builders' Hardware |
| Ammunition | Mill and Mining |
| Sporting Goods | Supplies |
| Blacksmith Supplies | |

# NEW HAVEN SLUMBER STOPPER

## ONE DAY ALARM

**With Radium Dial and Hands**

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.




Height....5¾ inches
Dial.....3¾ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3¾ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

**MORGAN & ALLEN CO.**
150 Post Street, San Francisco, California

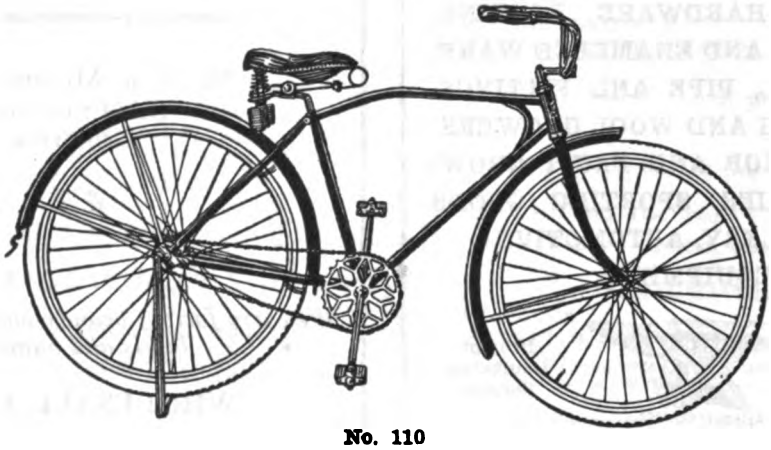

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# Reading Bicycles

We have taken the agency for the Reading Standard Bicycle and having a large stock on hand are in a position to supply the trade.

Equipment is the best that money can buy.

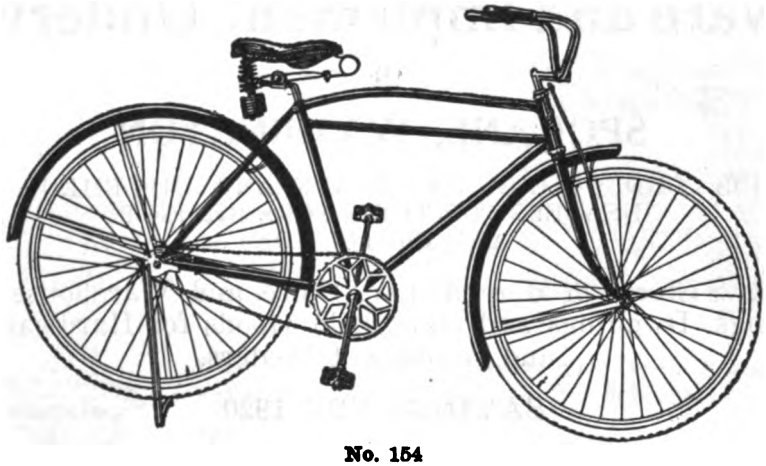
MOTOR SINGLE BAR



No. 110

All wearing parts are interchangeable on each model and with all other models.

MOTOR DOUBLE BAR



No. 154

## DUNHAM, CARRIGAN & HAYDEN CO.

Exclusive Wholesale Distributors for Southern and Central California, Western Oregon and Nevada

SAN FRANCISCO, CALIFORNIA, U. S. A.


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# YAKIMA
## Hardware Company
YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

## Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received




Prompt Courteous Service

# H. Roth & Sons Company

## SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

*We carry factory brands only under factory labels and numbers*

WHOLESALE ONLY

# WASHINGTON
## Hardware and Implement Underwriters
OF
## SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

**SAVINGS FOR 1920**

## 50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

**E. E. LUCAS, Secretary**

will bring full particulars by return mail.


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# A Peters G. A. H.

**One of the most notable features of the Grand American Handicap was the great number of shooters using**

## The Ⓟ Brand

**and the number of events won or tied with these shells made it look like a Peters week**

**Ⓟ Brand Plums include the following:**

**PRELIMINARY HANDICAP**
H. K. MITTON, of Colorado, won this event from 19 yards. He dropped his first bird and then went 99 straight and 25 straight in the shoot-off.

**JUNIOR CHAMPIONSHIP**
TEDDY BEEM, JR., of Illinois, made the old timers open their eyes by breaking 48 x 50 and 23 x 25 in shoot-off, winning the Championship.

**THE AMERICAN AMATEUR CHAMPIONSHIP AT SINGLE TARGETS**
OSCAR HANSON, of Nebraska, broke 197 x 200, tying for the Championship.

**THE AMERICAN PROFESSIONAL CHAMPIONSHIP**
"POP" HEIKES, the Daddy of them all, kept up his old time G. A. H. pace and broke 195 x 200 from 18 yards, tying in this race.

**THE GRAND AMERICAN HANDICAP**
Shooting from 23 yards Woolfolk Henderson smashed 97 x 100 in the big event.

**CLASSIFICATION TROPHIES**
Class B. R. C. MILLER won with 99 x 100. Class D. H. F. BOPP (tie) score 97 x 100.

**Stock Peters Shells this Fall. They'll bag the game as they have broken the clay birds.**

**The Peters Cartridge Company - - Cincinnati, Ohio**

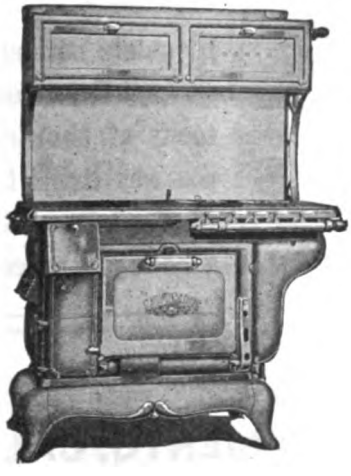
BRANCHES: NEW YORK—SAN FRANCISCO
PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO
MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

# Favorite Stoves and Ranges

## BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





**A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.**

Also regular line of Gas Ranges, with **Porcelain Lined Ovens**; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

**EXCLUSIVE AGENTS**

## MANGRUM & OTTER, Inc.

**827-831 Mission St., San Francisco**


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# Hardware Specialists

## IN ALL THAT THE TERM IMPLIES

We solicit your patronage and assure you of two things which will assist you in developing your business—SERVICE, *Equal to the Best,* and DEPENDABLE QUALITY MERCHANDISE

EVERYTHING IN HARDWARE

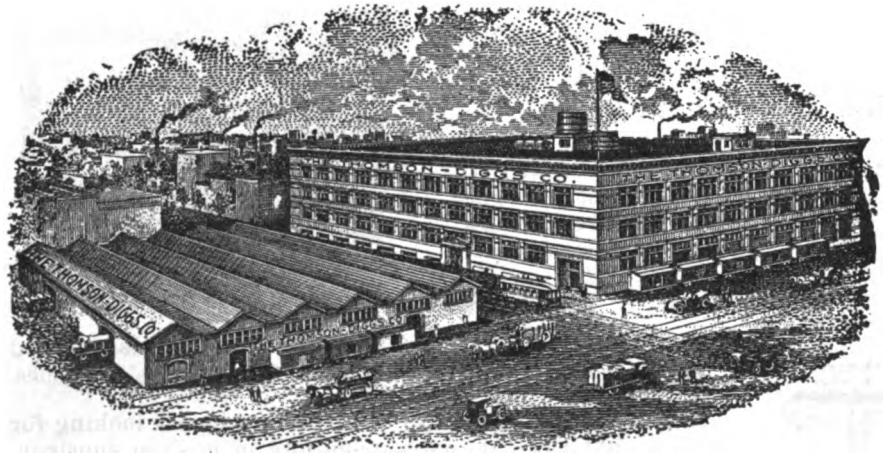
Salt Lake City, Utah

**The Salt Lake Hardware Co.**

Pocatello, Idaho

# THERE ARE MANY REASONS

**For the Continued and Increased Growth of Our Trade**




**If you are one of our customers you know them.**

**If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders**

**The House of Fair and Square Dealing—Ask Our Customers**

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

**THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.**


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OUR Competent Salesmen, a large mail order department, a reputation for making shipments on time, cooperative with buyers of many years' experience, make us a reliable source of dependable service for general hardware, cutlery and automobile accessory lines.

We sell to dealers only

Wholesalers — Jobbers

**Strevell-Paterson Hardware Co.**
**Salt Lake City**

**HONEYMAN**
**Hardware Company**
**Park and Glisan Sts. Fourth and Alder Sts.**
**PORTLAND, OREGON**

GOLDSMITH
Football, Basket Ball and Athletic Supplies

Boys' Express and Overland Wagons, Velocipedes, Hand Cars, Automobiles and Bicycles
and
Flexible Flyer Sleds for the Holidays

Electric, Gas and Oil Heaters Andirons, Fire Sets, Fire Screens and Spark Guards for the Fireplace.

**A. M. HOLTER**
**Hardware Company**
**Helena, Montana**

*Established 1867*

**WHOLESALE**

**Shelf and Heavy Hardware**

**Blacksmith Supplies**

**Sporting Goods**

**Automobile Accessories**

**HOLTER**
**Hardware Company**
***Spokane, Wash.***

**WHOLESALE**

***High Grade Auto Accessories***

**Acme Paints**
**Monarch Ranges**
**Schuttler Wagons**
**Mill, Mining and Logging Supplies**
**Sargent Hardware**
**Peninsular Stoves and Ranges**
**Diamond Tires**

**Prompt — Courteous Service**

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# Clover Leaf Manila Rope

Trade Mark

The same careful attention is always given to the production of this staple commodity.

Rope, or any other manufactured article is judged, like people, by service rendered.

It is always a pleasure to advertise good goods, because when people are never deceived, the next ad. attracts thoughtful attention.

No better Pure Manila Rope made than

**CLOVER LEAF**

Trade Mark

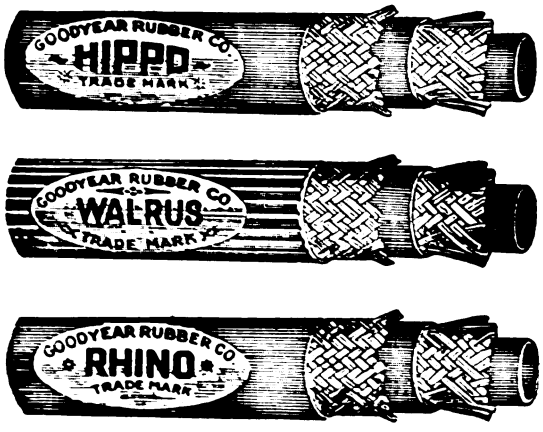
Manufactured by

**The Portland Cordage Company**

Portland, Oregon —— Seattle, Washington

# GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY




INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

## GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. BUNYON, Secy.

539 Mission Street SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St. & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY


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# Front Door Handles

## Casement Fasteners

BUY IN THE WEST

PROMPT SHIPMENTS

We take care of the special requirements of our customers.




**WESTERN BRASS MFG. CO.**
217-219 Tehama St., San Francisco, Cal.

# "Standard of the World"

## NEEDLES

of all kinds and sizes for all purposes and needs.

SACK BAG SAIL BALING

Packing Mattress Upholstery
For
Grain, Flour, Sugar, Cereals, Minerals, Cotton, Burlap, etc.

EVERY NEEDLE WARRANTED

**BARR BROS. COMPANY**
Needles and Cutlery
Since 1873

Sales Division
HUGHSON & MERTON, Inc.
No. 9 Main St., San Francisco
215 Fourth Ave., N. Y.
1449 So. Michigan Blvd., Chicago



# Pioneer Products

## —Western Made for Western Trade

—We have been manufacturing Quality Roofing for 32 years.
—We make a grade and weight for every purpose.
—We believe that it is to YOUR advantage to sell Pioneer Roofing.
—Pioneer Roofing is a business builder.

*Samples and Prices on Request*

**PIONEER PAPER CO.** LOS ANGELES CALIFORNIA


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## *Sell Your Customers Known Satisfaction*

**and your business is bound to grow**

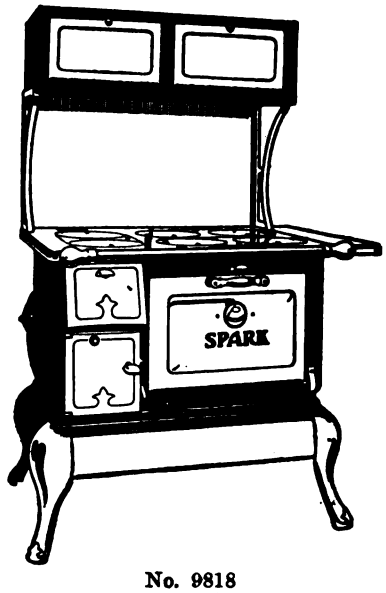
# Spark Cast Iron Range

**Burns either Coal or Wood**

***Handsome in Appearance—Faultless in Performance***

Covers, 6-8 inch; Top Surface, 37x24; Size Oven, 18 inch; Shipping Weight, 350 lbs.

Furnished with or without white enamel Splasher Back, Polished Top and nickel finish.




No. 9818

*Send for latest catalog showing one hundred styles and sizes*

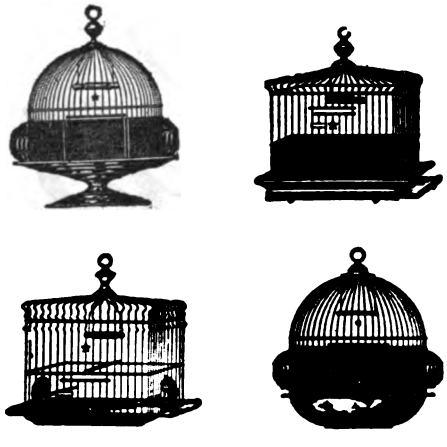
MANUFACTURED BY

**HAMMER-BRAY COMPANY**

Oakland, California

## O. LINDEMANN & CO.

**35 and 37 Wooster St., New York** ***Established 1863***



***Manufacturers of JAPANNED, BRASS and TINNED WIRE***

## Bird Cages and Cage Sundries

A. L. Conger Co., 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia.

## ATLAS

### 10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best every sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.



## Atlas Mfg. Co.

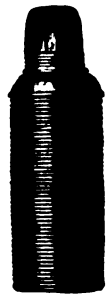
NEW HAVEN, CONN.

HUGHSON & MERTON

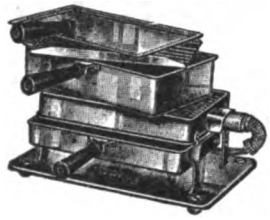
Pacific Coast Agents

San Francisco, Los Angeles


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# Christmas Suggestion Books

were mailed all dealers—Get one?

It shows many lines suitable for

## Holiday Gifts

Our stock is complete on all items shown (80 pages).

See our general catalog for general assortment.

Tool Chests and Kits
Universal and Viko Aluminum Ware
Griswold Cast Aluminum
Casseroles and Pyrex Oven-Ware
Electrically Heated Appliances
Motor Driven Appliances
Electric Cookers, Vacs and Washers
Vacuum Bottle Goods
Pocket Knives, Scissors, Shears Razors
Carving Sets and Silverware
Boys' and Girls' Bicycles,
Wagons, Tricycles, Velocipedes and Skates
Horsie Toddlers, Kiddie Kars and Coasters







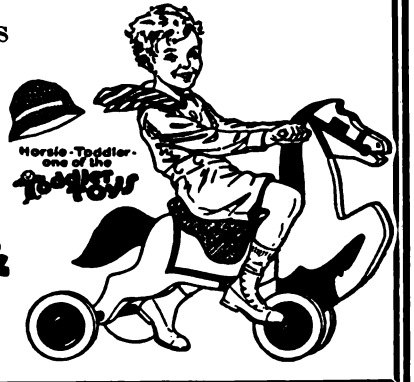











**Baker, Hamilton & Pacific Co.**

**San Francisco**

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# YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

# BOOMER CANNON

Adapted for every use. Suitable for Factories, Store or School Rooms. It is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| Made in six sizes— | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

**THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO**

Trade Mark "Boomer" Registered—No. 58228

POCKET KNIVES
BUTCHER KNIVES
PARING KNIVES
RAZORS
RAZOR STROPS




SHEARS
SCISSORS
MANICURE GOODS
FLASHLIGHTS
FISHING TACKLE

California Stock Pattern

We specialize in Stock and Ranch Knives for the Western trade.

**WESTERN STATES CUTLERY & MFG. CO.**

*Write for Samples and Prices* Mfgrs. of Cutlery and Cutlery Products BOULDER, COLO.

# WHITE MOUNTAIN REFRIGERATORS




## "The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.




**Maine Manufacturing Company - Nashua, N. H., U. S. A**

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco. Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS

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Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Los Angeles.....California Hardware Co.
Seattle.....Schwabacher Hardware Co.


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# MAGNETIC CLOTH

**CLEANS LIKE MAGIC**

**and is the most ready seller of any domestic device known**



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

**Retails for 10 Cents**

GOTTSCHALK TRADE MARK

Send us your jobber's name if he can't supply you.

**Manufactured by**

**JOHN W. GOTTSCHALK MFG. CO.**

**Lehigh Ave. and Mascher St. Philadelphia, Pa.**

**McDONALD & LINFORTH,**

**Pacific Coast Reps., 789 Call Bldg., San Francisco**



## Distributors

M. Seller & Co., Portland, Or. Seattle, Wn. Spokane, Wn.

The Colorado Utah Hdw. Co. Grand Junction, Colo.

American Hdw. & Supply Co., Pittsburgh, Pa.

Eph Feig Grand Central Palace New York City, N. Y.

Prescott & Co. Boston, Mass.

H. E. Hessler Co. Syracuse, N.Y.

J. F. Rappel Company Manitowoc, Wis.




# HOORAY FOR THE YOST

*YOST GEARLESS MOTOR WASHERS*

are the Ideal Family Christmas Presents. They make Happy Homes.

This is an ideal time to make a drive on Practical Holiday Purchases. Alertness to this opportunity means Increased Profits for Active Dealers.

We wish you a most satisfactory Holiday Trade, a Merry Christmas and a more Prosperous New Year.

**The Yost Gearless Motor Company**

**Springfield, Ohio**

...ers Work and Never Tires






**Makes Stoves Look Like New**

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

**SUPERIOR LABORATORIES**

General Offices, Dept. 26

Grand Rapids, Mich.

**GENERAL SALES CORPORATION**

Pacific Coast Representatives

718 Mission St., San Francisco — 737 Terminal St., Los Angeles

Seattle, Wash.



# HERCULES COLD SODER

**THE METAL MENDER**




**Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.**

## HERCULES PRODUCTS CO.

**Dept. A** **COUNCIL BLUFFS, IA.**

**NOWMAN COWAN CO., Pacific Coast Representatives 445 Rialto Bldg., San Francisco, Calif.**

**AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives**


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## COAL WILL BE SCARCE THIS WINTER

**Write Us for Prices and Discounts on**

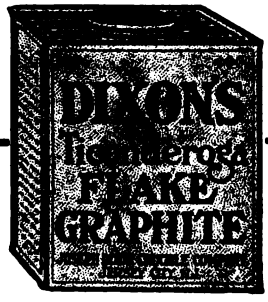
# GLEEWOOD GAS HEATERS

You can sell our 3, 4 and 6 BURNER HEATERS profitably

In our FLOOR FURNACE you will find a Friend-maker

Stocks Complete — Quick Deliveries

**FOSS & JONES, Manufacturers - - - PASADENA, CALIFORNIA**




# DIXON'S Flake Graphite

Constructive economy is the correct means for obtaining more economical power production.

For instance, you can render your customers better and more dependable service by recommending Dixon's Flake Graphite for cylinder lubrication.

With graphitic lubrication the graphite is depended upon as the lubricating agent, the oil merely as the carrier. Consequently a cheaper grade of oil and a smaller amount may be used.

Dixon's "Ticonderoga" is the **original flake graphite.** Sold for years in the red tins.

Write for Booklet No. 230 C and dealer prices.

**JOSEPH DIXON CRUCIBLE COMPANY**

Jersey City, New Jersey
Established 1827

# WINCHESTER GENERAL UTILITY OIL




*First choice for lubricating, cleaning, polishing, and preventing rust in the home, the office, the factory, on the farm.*

It sells because it's *needed*—repeats because it's *better*. A good profit and a quick turnover. A splendid lubricant that will not gum. Stock *now*.

WINCHESTER REPEATING ARMS CO.
New Haven, Conn., U. S. A.



# THE PACKHAM

**Stove Pipe Crimper and Beader**

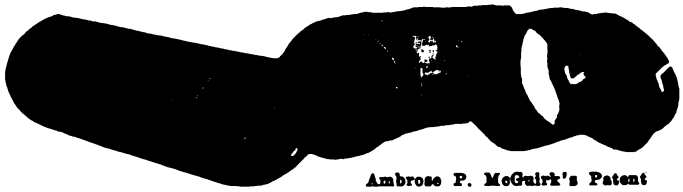
MADE BY

**THE PACKHAM CRIMPER CO.**
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

# SAFETY INTERLOCKING STOVE AND FURNACE PIPES

Fire Preventing



Home Protecting

Ambrose P. McGuirk's Patent

Our Asbestos-Covered Interlocking Furnace Pipes, Interlocking Stove Pipes, Interlocking Asbestos-Covered Flue Thimble, Interlined Interlocking Ring Flue Caps and Interlocking Elbows are not luxuries nor needless accessories. They are very necessary where stoves and furnaces are used. By fastening and cementing the Flue Thimble in the Flue Hole, and putting in and turning the pipe joint and locking it firmly therein, it can't pull out or be pushed in too far. Each successive pipe link is locked to the receding one, until the whole pipe is firmly locked together, and to the Stove Collar, so that the pipe can't fall down. When the pipe is taken down put in the Flue Cap and lock it, making the flue hole fire safe.
Every home and factory owner is morally liable for impending fires on his property, and as fast as flames reap losses will our dealers reap profits on our Fire Safe, Rust Proof, Interlocking Pipes, Flue Thimbles, Caps and Elbows.
Send for Price List and Descriptive Statement.

**SAFETY INTERLOCKING STOVE PIPE CO.,** MT. PLEASANT, IOWA


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# FORTY HARDWARE MEN WAKE UP

Shortly after noon, of a hot and sultry July day, I entered the Automobile Supply Department of a prominent wholesale hardware concern. Approximately 40 high caliber employes were in the office section—behind the display cases, "under the weather." Languidly they peered over papers, samples, catalogues, etc., apparently feeling, hearing and seeing nothing.

Action was as evident as though a calm night on the Sahara Desert.

Ink must have turned to chloroform. Everyone seemed to honor work so well they did not bother it.

I was scrutinizing a large sized electric auto horn on the display case. I touched the button, never believing it was connected, and away she went with a sound that scared me stiff, and shocked 40 men to their senses.

In two minutes "the dead came to life"—and behold the change—**shocked into action!**

**Moral: Blow your horn.**

As easily as reading this print, with determination and action you can **capitalize** on the

## GEM RAZOR REPLACEMENT PLAN

In the Fall of 1919, the Gem Razor manufacturers started placing on the market, through regular channels, the **most efficient** razor frame ever produced—technically known as "Model E."

Investigate and you will find a stronger spring to hold blade in and cover down; a new angle on the frame—accepted as universal, after constant test and experiment. Then observe the beveled edge of frame, removing all possibilities of "sticking," in razor's progress over the face, whether a smooth one or with many lines, furrows or wrinkles.

Results: **Smooth action.**

In addition, "Model E" is attached to a shorter and heavier handle, giving correct balancing qualities.

Five apparently minor changes, with one positive, important result, namely, **a perfect shave.**

**Burying valuable knowledge is a crime,** therefore, it is necessary that the facts be given to your customers who do not possess a "Model E." That includes all Gem razors purchased prior to the Fall of 1919 at least.

**IMPORTANT TO GEM RAZOR USERS**
**THIS IS**
**"REPLACEMENT WEEK"**
**ASK ABOUT "MODEL E"**

A sign as above, in your window, will start the event—an advertisement to that effect in your local paper will bring them in—and then, inquire from every purchaser of Gem Blades, "Did you purchase your razor prior to Fall 1919?" The answer governs the course of procedure.

Tell your customer the facts already given and show the "Model E" while doing so. He was prepared to spend 50 cents for a package of blades—now for an additional 50 cents he can obtain the blades, the "Model E" frame, improved handle and a new case.

You merely sell new complete Gem set.

**Yes, you are justified in smiling with confidence,** for it means greatly increased razor business, a cleaning up of the market, and your store as the **Shavers' Shoppe,** where things are done—timely and progressively. Watch how your blade business will increase, too.

**IMMEDIATELY is the TIME you should put this plan into work.**


## Big Reduction in Typewriters

We have made the greatest reduction in prices ever known in the history of typewriters, on account of accumulated stock purchased from manufacturers.

| | | |
|---|---|---|
| Remingtons | No. 10 | $55.00 |
| Olivers | No. 9 | $45.00 |
| Underwoods | No. 4 | $55.00 |

**Graywood Envelope Sealing Machine—New. Cost $35.00—Sell for $20.00**

**1 Brand New MacRae's Blue Book of American Manufacturers**

**Cost $10.00—Never Used—Sell for $7.50**

*Many Other Bargains* *Send for List*

**H. S. HARTZMAN, 1125 13th Ave., Moline, Illinois**

## The BIG FOUR Stropper

**For Gillette Blades**



Manufatured by
**The Novelty Stropper Co.**
New York

**For Sale by your Jobber**

Best for customers
Best for your profits

Western Sales Repesentative
**W. H. WILBURN**
602 Williams Building
San Francisco


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## IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS
All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

**BENJAMIN AIR RIFLE MFG. CO.**
611 N. Broadway
ST. LOUIS - MISSOURI



## "THE BENJAMIN"

**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

**SALES PROFITS SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

Pacific Coast Representatives: McDonald & Linforth, Call Bldg., San Francisco

1880 **FORTY YEARS** 1920

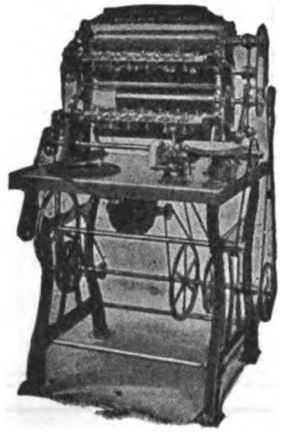
EXCLUSIVE AGENTS TO THE WESTERN TRADE

**ARROW BRAND**

# CUTLERY

**ADOLPH BLAICH, Inc.** - - **693 Mission Street, San Francisco, Cal.**

*Wholesale Only* *Samples and Prices on Request*



## Cash In

All stores that cater to men who use safety razors, (and that means the big majority), are now cleaning up between $7.00 and $15.00 per day with a

**Hatfield Complete Sharpening Machine**

Why not "cash in" right away—put a 12-blade Hatfield in your store—noise it around that you sharpen all makes of safety razor blades and you'll be surprised at the string of shavers who will make tracks for your store.

Write for "Evidence" a folder which tells how much others are making in the Sharpening business with Hatfield machines.

Everything is "going up". Hyfield profits will help you to pay your rent.

**HYFIELD MFG. COMPANY**
21 WALKER ST. NEW YORK CITY

**HARRINGTON CUTLERY COMPANY**
SOUTHBRIDGE, MASS.

Manufacturers of **DEXTER Brand**



**FINEST GRAPE FRUIT KNIFE MADE**

FOR SALE BY JOBBERS

Western Sales Representative
W. H. WILBURN
602 Williams Building, San Francisco

**DI-MEL-INE**
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 Doz.) ..... $54.00
Jobber's Assortment (12 Doz.) ..... 21.60
Open Stock, all colors, per gross ..... 21.60

2% Freight allowance, F.O.B., N. Y., 2% Cash.

*Write for Color Card, Circular and Booklet*

**MONTAUK PAINT Mfg. Co.**

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

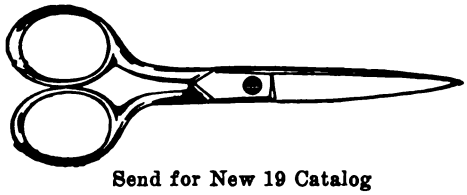

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# "ATLAS" Shears and Scissors

**SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA**

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

**Our Counter Display Carded Assortments** sell Scissors for dealers very quickly.



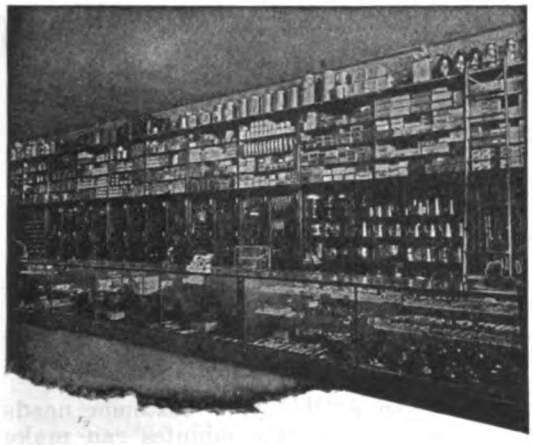
Send for New 19 Catalog

We are prepared to make prompt shipments.

**THE ATLAS SHEAR COMPANY**
250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City and Denver

# Hidden Hardware Won't Sell Itself



Don't keep your hardware out of sight, in odd shapes and sizes of boxes. Get it out where people can see it. If you do this you will sell more, because your customers will then be reminded of their needs.

Put "Duluth" Hardware fixtures to work for you, and they will pay for themselves in extra sales made.

**DULUTH SHOW CASE CO.**
DULUTH, MINNESOTA

CORBIN



# CORBIN SCREW PRODUCTS





Wood Screws, Machine Screws, Cap and Set Screws, Saw Screws, and Special Screws of every description. Stove, Tire, Sink, and Agricultural Bolts, Nuts, Escutcheon Pins; Jack, Safety, Plumbers, Register, and Ladder Chains.



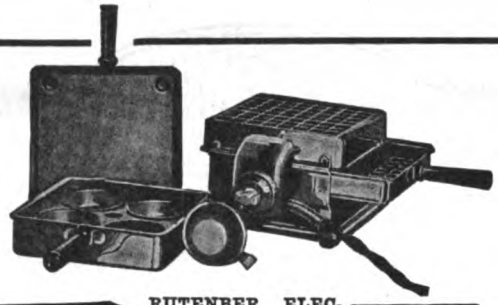


We shall be pleased to furnish quotations immediately upon receipt of samples, blueprints, or specifications.

**CORBIN SCREW CORPORATION**
American Hardware Corporation, Successor
NEW BRITAIN, CONN.
Branches:
New York Chicago Philadelphia




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RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

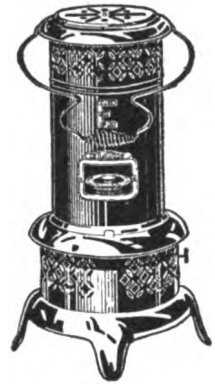
Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

**RUTENBER ELECTRIC CO.**
Marion, Ind., U. S. A.

# Elgin Oil Heaters



FULL STOCK READY FOR IMMEDIATE DELIVERY

H

SEND US YOUR RUSH ORDER

ASK YOUR JOBBER

ALL STANDARD FINISHES

USE STANDARD WICKS

Write for Catalogue and Prices

**ELGIN STOVE & OVEN CO.**
ELGIN, ILL.

BEH & CO., 106 Franklin Street, New York City

Warehouses: New York, Philadelphia, Boston, Syracuse

# TRINER "LIBERTY"

## PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

**TRINER SCALE & MFG. CO**

West Twenty-First Street Chicago, Illinois

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

YOU EAT ICE CREAM ALL YEAR ROUND

WHY NOT HAVE IT HOME MADE?




# The Acme

## 2-Quart Freezer

retailing at $1.50, will satisfy the customer who doesn't want nor can afford to pay $6.50 to $8.00 for a heavy 2-quart freezer.

With an ACME, your customer needs little ice, and in five minutes can make perfect and delicious Ice Cream.

Ask us for particulars or get your nearest jobber to quote price for next Spring delivery.

MADE BY

**RITTER CAN & SPECIALTY CO.**
Philadelphia, Pa.

Factory Selling Agents
BEH & CO.
106 Franklin Street, New York City

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# This Man Timed a Shave

Have you noticed what a demand there has been for time and labor saving devices for use in homes and business places? Men (and women, too) are buying those things that help them save minutes.

That is why more and more men are shaving themselves. They avoid wasting time waiting in barber shops.

That is also the reason that so many men are buying and using standard razors. Razors that are always ready to strop and shave.

The man who uses a GENCO Razor does not have to assemble it, run the blade through a separate stropping device, insert the blade in the razor and then adjust it before he actually begins to shave. Just a few licks on a good strop and a GENCO Razor is ready for the man's face.

Then after the shave there is nothing to be taken apart, no teeth to be picked, no blowing out of lather and water. Simply wipe the lather from a GENCO and dry it thoroughly to prevent rust.

Those are some of the reasons for the continually increasing demand for Genco Razors. Here are a few more:

They are guaranteed.

They are nationally advertised.

They are made in a variety of grinds and bevels. There is a Genco Razor for every kind of beard and skin.

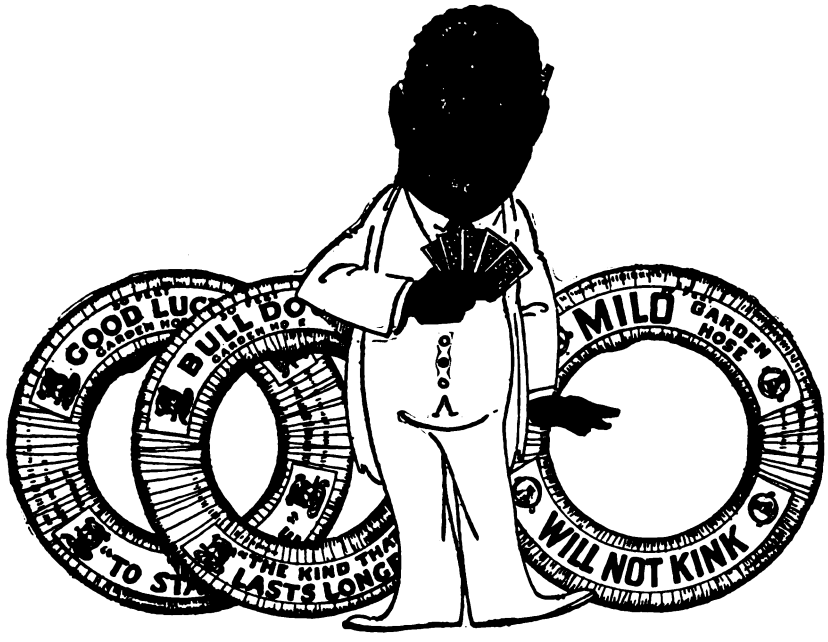
**The Genco Advertisement in Saturday Evening Post for December 4 will show the illustration above. Buy a copy of the Post for that date, cut out the ad and attach it to the inside of your show window. Couple up our advertising with your store. Make it work for you.**

## Geneva Cutlery Corporation

157 GATES AVE., GENEVA, N. Y.

San Francisco: 693 Mission Street

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*The live hardware dealer says:*

# "Three of a Kind Beats a Full House—

"That isn't good poker but it is good stockkeeping. I used to have my back room full of all kinds and sizes of hose. Somebody was stumbling over it every day in the week.

"Now I have a clean fresh stock of 5/8ths hose neatly hung on rods, leaving the floor space free.

" 'Three of a kind' certainly—BULL DOG, GOOD LUCK and MILO, all 5/8ths hose and all from the same maker."

**BOSTON WOVEN HOSE & RUBBER CO.**

***Cambridge, Mass.***

**The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands.**

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Hardware World

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Volume XV DECEMBER :: 1920 Number 12

# A Poor Rule That Don't Work Both Ways

SOME odd vagaries get into the never-ending controversy between "capital and labor." Perhaps the oddest of them is the assumption on the part of "labor" that "labor" means any physical act performed for hire by a person who is a member in good standing of an organization called a union—even though such members constitute not more than six per cent of the laborers of the United States; and that "capital" embraces everything that has not thus far been appropriated for wages, says J. W. McEachren.

Another vagary is that while "labor" holds that it has an "inalienable right to strike," that is, to quit working for any reason or for no reason at all, "capital" has no right whatever to reduce expense by curtailing production and reducing the number of men employed—that is, the number of "union" men. It is, of course, proper to lay off non-union men anytime.

Over in England recently the miners were taking a vote as to whether or not they should strike for more wages and a reduction in the price of coal. As "labor" never yet has set a point beyond which higher wages would not be demanded, it is presumed that English miners would not set a point below which they would not demand that the price of coal be fixed.

We cannot fancy a readier method of putting an industry quickly into bankruptcy than by increasing the cost of production and decreasing the selling price of the product.

### Overlooked One Side

The leader of "labor" in the United States said recently that "what is needed above everything else today is continuous operation of industry, with a fairness and honesty and intelligence upon the part of employers that will make continuous operation possible"; but he neglected to add, "and with a fairness and honesty and intelligence upon the part of employes that will make continuous operation possible."

It's a poor rule that won't work both ways, and the present rules in the conflict between "labor" and "capital" do not seem to be fashioned for working in any but one direction. Mr. Gompers says "the mills and the factories should run," but he appears to demand that "capital" shall do all the running, and "labor" may rest now and then, take a "vacation" or even go on strike.

When both sides to the controversy make rules that will work as well one way as the other, rules intended to secure fair play for all of labor as well as for all of capital, rules that will not be intended to affect six per cent of American workers and consider the other ninety-four per cent as beyond the pale, we may look for a real advance toward the solution of our present industrial problems.

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## ASK YOURSELF

How much time out of each twenty-four hours am I spending in an intelligent, sustained effort to expand my business and to build for larger success tomorrow? Am I constantly remembering that whatever is worth having, is worth digging after?

Just what do you think you are? How do you sum yourself up? How do you price mark, and estimate yourself? We are just about what we think we are, when all is said and done! Are we relying too much upon someone else or are we developing a self-reliance which will make us strong to fight single-handed if need be, such obstacles as we may meet in our paths? Leaners are never nearly as strong as those who are leaned upon!

Am I realizing fully the great importance of accurate cost accounting? A large number of business men fail because they do not make close analysis of the cost-end of every sale. Consequently they live in a Fool's Paradise, making much smaller profits than they think they are doing. Sooner or later they are bound to meet disappointment and difficulties; for any normal individual will spend pretty freely if he thinks he is making plenty of money all the time. Don't be an echo. Be an original voice. Lots of people are content to do today what they did yesterday and do it in the same way. Progress represents improvement and a desire for better things. Don't let today be a mere echo of yesterday!

When I meet someone who is grouchy, two conditions may obtain. Perhaps he is tired; the tired person is nearly always depressed or irritable. Perhaps the grouchiness is a mere reflection of my own mental attitude. If the grouchy individual is fatigued, possibly I can do or say something to make him feel a little more rested and cheerful. Certainly I can prevent his being an echo of my own personality, by cheering up myself.

The world is full of men today who are doing big things. There are a good many to be sure who are just echoes. I am going to be one of those who determine what the world's echoes shall say, and I will try with all my power to add to the world's sum of joy, and laughter, and happiness, and serenity, and kindliness, and efficiency. Then I shall have no fear that the echoes I have started will ever come flying back to reproach me!

---

## REASONS FOR SALEMEN

If it were not for uninterested buyers there would be no need for salesmen. You owe your job to them. Therefore, instead of bemoaning the fact that a prospect is not interested, try to get the viewpoint that if he were inerested there would be no need for your calling; a catalogue or circular would be all that was necessary.

## HOW MUCH UNSALEABLE STOCK HAVE YOU?

A statistician is one who collects figures on various subjects, analyzes them, classifies them and hands them out to the people interested for the sake of improvement. His work is very useful, but he sure does take the joy out of life on occasion by giving us figures which are disconcerting.

For instance, he seems to have been traveling over the country taking a look at the shelves of country stores, and here is what he hands us:

He says there are four hundred million dollars' worth of unsaleable goods on the shelves and counters of the retailers of the country, and that most of this vast sum will be a total waste.

### Good Buying Not Easy

This vast waste is due to two things, he explains—careless buying and poor selling. Every merchant should sit up and observe these two points. Because buying is easily done, most buyers are prone to believe that good buying is an easy matter.

That is where they are wrong, where their confidence deceives them, and they pay largely for their blunders, though perhaps they never know it.

A good buyer in a store is justly considered a rare bird, and he is paid accordingly. For it is realized that upon his skill and judgment depends the profits or loss of hundreds of thousands of dollars.

He must keep his finger upon the popular pulse with the greatest skill and care. He must realize that goods which have been staple and popular for years often go out of fashion on short notice. He must know that the buying mood of the public is fickle as the wind. One year they want quality regardless of price; another year they may want price regardless of quality.

### Knowing When an Article Will Take

He must buy new and untried things. Otherwise he would become behind the time and be be dropped with haste. But it requires superjudgment to know whether any new article will "take" with the public, or receive the absent treatment. Therefore he must experiment; but if he is a wise buyer he will buy cautiously, in small quantities, and he will place the articles on sale in a conspicuous place to test the interest of the public.

Always his thought is, "Is this what the public wants?" He gives little heed to his own likes and dislikes of the things he buys. He effaces himself entirely and endeavors with all his skill to become an interpreter of the public desires.

Don't get the idea therefore that buying is an easy and simple matter. Otherwise you will help swell this vast total of unsaleable goods on the shelves of dealers.

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# The Grasshopper or the Ant

**Each Teaches a Lesson for Every Young Man and Woman**

THERE comes to us a fable written by Robert Quillen, and recently published, which carries with it a lesson for our present generation.

We hear much about the world "owing us a living," but nothing of what we owe the world.

We have been preached at of what we ought to do for our fellow man, but hear nothing of what this same strong fellow man ought to do for himself.

We have sovietism and socialism given to us by politicians, sugar-coated over with nice sounding words and phrases to mislead and beguile, until one can hardly blame the unthinking, easily misled grasshopper from being what he is, but it is high time that there should be something more of true worth taught.

This is the fable:

Once upon a time, in a day when fairy tales were true, there lived in the country a family of grasshoppers and a family of ants. Some authorities incline to the belief that the grasshoppers were addicted to the jazz dance and the fiddle, but one is at liberty to doubt this.

The grasshoppers were industrious. They worked in the field, side by side with the ants, and they wore good clothes and chewed good tobacco.

In those days, as now, the first impulse or instinct of mortal or insect was to fill his stomach. If men could eat without working, few would work.

The grasshoppers worked diligently at the task of gathering herbs and grains, but as fast as they gathered they consumed, so that the setting sun found them none the richer, save for a comfortable fullness about the middle.

The ants did not neglect the business of eating. They fared well, but they had the savings-bank habit and they did not wear silk shirts while performing tasks that suggested overalls.

The grasshoppers called the ants tightwads. They did not use this expression in the presence of the ants. It is well to keep on good terms with a tightwad. Perchance one may need to borrow from him before the next pay day arrives.

Through the long summer the grasshoppers toiled and fed their faces, dressed to impress the neighbors and petted their appetites, and when the first frost of an early winter killed the green things in the field not one of them had a square meal in reserve.

When grasshoppers find the rations short they cast about to find someone on whom to fix the blame. As these stood in groups about the dismal field making talk concerning the injustice of the general scheme of things, one of their number, who enjoyed making phrases, hopped on a withered flower stem and unburdened his mind.

"We would not be hungry," he declared, "if we had the courage to demand our rights. There is enough wealth in the world for everybody. All that we ask is a fair division.

We are dead broke, while the ants have their barns filled to overflowing. Is this right? Is this justice? Is this democracy?

I tell you, my downtrodden brethren, that we are victims of a greedy and hateful system and shall all miserably perish unless we establish universal brotherhood and divide this supply of food accumulated by the ants."

I realize that all this seems incredible, but I hasten to assure you that it happened once upon a time, in a day when fairy tales were true and grasshoppers knew nothing of savings banks and had no brains worth mentioning.

## A CRIME TO DO SO MUCH

The story is told of a young man in Colorado, who was graduated this year from the University of Denver, that "he played football on Saturday, preached on Sunday, and on weekdays earned enough to pay his way through college. He was president of the student body, a member of a fraternity and active in half a dozen clubs as well as pastor of a Methodist Episcopal church."

In other words, this fellow brazenly violated every union rule by working wherever he could earn, working as long as he pleased, working as hard as he could, earning as much as he could, saving what he could, and acting in every way like a free and independent American citizen. Nothing less than a grand jury of walking delegates could handle properly an outrage like this.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | Chicago, 421 Nat. Bank Bldg. | 70 Fifth Ave., New York | Phelan Bldg, San Francisco | 1302 Young St., Dallas, Texas
388 Taylor St., Portland, Ore. | 624 Higgins Bldg., Los Angeles | 507 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

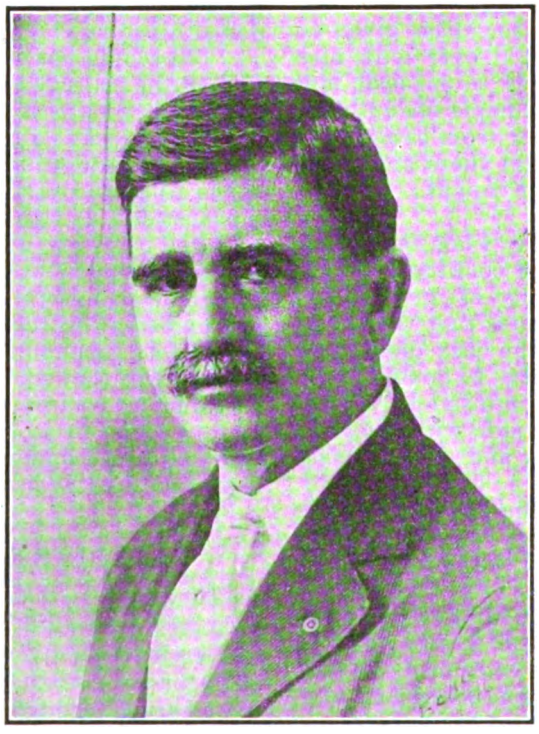
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# Merchants Should Profit By Experience

(By Hamp Williams)

IN the general distribution of merchandise the manufacturer should furnish the jobber, the jobber the retailer, and the retailer the consumer. Each should charge the other a fair margin of profit, and the breaking over, or violation of that trust naturally opens up a market for the catalog houses.

The catalog houses go direct to the consumer. The retailer sometimes breaks away from the jobber and goes direct to the manufacturer, but in less proportion than the consumer to the catalog houses, for the reason that he must buy in large quantities and wait too long for his goods to depend altogether on the manufacturer. But there is a tendency to cut out the jobber altogether, not intentionally, however, but from force of circumstances. We all have participated more or less. While I am a retailer, I believe we are more to blame for these conditions than any other distributing medium.



HAMP WILLIAMS

Here is an unusual article from an unusual retail merchant. Mr. Williams is a close observer and student of business and business conditions. He knows the advantage of keeping close relations with his jobbers, and what he tells the HARDWARE WORLD readers is worth careful consideration. Mr. Williams invites any of our readers, manufacturers, jobbers, or retailers, to come back at him through our pages and tell him if they agree with him or not. Our columns are at the disposal of our readers.

In plainer words, we started it; we sold our goods too high. Our profits being great, we naturally became more and more reckless in handling our business. We sold on credit to customers who are not entitled to credit by any manner of means because we felt we were justified in taking the risk by reason of the excess profits, and the jobber did the same. Credits have been entirely too cheap. We also became reckless buyers and gave price little thought.

These conditions had exactly the same effect upon the jobber, and he too became intoxicated with big profits. Finally some shrewd business men discovered what was going on and saw what they conceived to be an opportunity to make a lot of money by going direct from the manufacturer to the consumer with all kinds of merchandise, because it is the same in every line.

These men started the catalog houses, and they started something when they did it. They started the jobber and the retailer to thinking and the manufacturer to acting. The trouble with us was we did too much thinking and talking, and not enough acting.

### Meat for the Catalog Houses

We continued selling on long credits and getting big profits, until the catalog houses became so numerous and so well established with the customer, that we couldn't throw them off, and then we began to fuss at the jobber, and he at the manufacturer for the very thing we ourselves were to blame for. This was meat for the catalog houses and they took advantage of it, and while we have been fussing they have been geting business.

But, this is not all. We have become re-intoxicated with big profits during and since the war, and if we don't watch we will go too far with it this time, and in the readjustment of prices catalog houses will beat us to it, inform the consumer that goods have declined while we are watching our local competitors, and through our conventions and other means trying to persuade him to hold up the prices as long as possible.

While we are doing this and holding up the prices 30, 60 and 90 days after the decline, the catalog houses will put about 50 per cent of us out of business. We had better watch them. They know what we are doing, because we tell everybody. We talk in our conventions, and it's no secret at all.

But, one thing is certain. We don't know what they are doing and will not know until after they have done it.

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This brings me down to another serious matter as between jobber and retailer, both marked for the slaughter if we don't let up and change our manner of doing business. I say "We" because I am as guilty as others.

**Biting the Hand That Feeds Us**

When the retailers saw their business going to the catalog houses they blamed the jobber and began buying direct from the manufacturer. The jobber saw what we were doing and naturally he must sell goods to somebody or go out of business, and he started selling the consumer.

Now, if these conditions continue I predict many failures. The average retailer (and they are by far the largest distributors of merchandise of any in this country) cannot buy direct from the manufacturer. He has not sufficient capital to buy in large quantities and deliveries are too slow for him.

When he goes out the jobber must turn retailer, as some of them are doing now, and this will keep up until finally the consumers will have to look altogether to the catalog houses for all their needs. Barefooted, he will have to wait three weeks for a pair of shoes from Chicago; and when they come they don't fit. He needs a quarter's worth of nails and parcel post charges are more than the nails would cost, bought at home from the retailer.

And, finally when all the jobbers and retailers are forced out of business, the manufacturers and catalogue houses will have a convention. Then and there they will decide the fate of the consumer, who is always the goat, and is now digging his own grave by patronizing the catalog houses and going away from the retailer, his neighbor and friend, who represents the only natural, safe and legitimate way of distribution.

The retailer is going away from the jobber, his neighbor and friend, who represents another natural, safe and legitimate way of distribution. The jobber is also going away from the retailer, his neighbor and friend, who represents another natural and legitimate channel of distribution.

**We Can All Help Some**

Now, if the jobber will sell less to the consumers, and the retailers will buy more from the jobbers, that will help some.

And, again, if the jobbers will make such prices to the retailer as will enable him to compete with the catalog houses that will help some more. After this is done, if the retailer will sell for cash, and meet any and all catalog house prices, that will also help. Then when prices start down don't let the catalog houses beat you to it. They have the same thing to combat as we—a lot of high priced goods on hand to sell when the decline comes.

But, the difference between their way of doing business and ours is, that when they unload these high priced goods and begin to get goods at a less cost they start selling for a less price, while we, or a good many of us, hold on to high prices regardless of the cost, until we are choked off by competition. Oftimes, when the jobber makes us a price to meet catalog house competition, we abuse it, and continue to sell at high prices, believing that the consumer will not find it out. But he does find it out and we do not know it.

## RATHER ODD WORSHIP

One of the candidates for high public place in Washington says in a book he has written: "The man who builds a factory builds a temple, the man who works there worships there, and to each is due, not scorn and blame, but reverence and praise."

Have you ever walked into one of these "temples," say, within the last year or so, and listened to the "worshippers?"

Have you been struck by the "reverence" shown and expressed for the man who builded the "temple," and have you listened to the anthems of "praise" as they came from the lusty lungs of the "worshippers?"

I have. And if every factory is a "temple," and every man who works there a "worshipper," then I have to go into some far place and revise my conceptions of temple and worship.

## THE BEST TOWN ON THE MAP

(By John C. Wright)

It's not in distant Asia, in Egypt or Japan.
It's not in France nor Russia nor on the Isle of man;
It's not in Greece nor Italy, nor far away as Nome—
It's in the county where you live—the town you call your home.
Be always glad to praise it up, no matter where you are;
Be ready to defend its name and spread it near and far;
And when you hear some knocker knock, respond at every rap:
"The town where I am living is the best one on the map."

If any town in which you dwell is backward, dull or slow,
Why don't you try the boosting plan and help to make it grow?
It's little use to villify, to kick and run it down—
Such antics never built a shack, nor ever made a town.
If you would have your burg become a busy, growing mart,
Just put your shoulder to the wheel and help it get a start;
And let this little motto be enshrined beneath your cap:
"The town where I am living is the best one on the map."

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Reach out as far as you like after trade, but don't overlook that which is within arm's reach of your own door.

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When the boss makes a suggestion, do you try to see how you can adopt it, or do you try to see how you can get out of using it?

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## SUGGESTIONS FOR SELLING KITCHEN CUTLERY

The young housewife who has been forced into the kitchen by the shortage of domestic help during the past few years, has learned many things, among them the fact that nothing adds more to the efficiency of the household and kitchen than the utilization of good tools.

How few women, for instance, own a really suitable set of knives for the preparing of vegetables and meat? The modern housewife should remember that her tasks are very similar to those of the professional butcher and that there are hundreds of forms and styles of meat-preparing knives in the market, all to be had at a very reasonable price and each serving a very distinct purpose.

Professional butchers, for instance, are using beef-shavers, boning knives, brisket knives, carving knives and many others. Each of these is used for a special part of the work and each is designed in the form most suitable and convenient for use.

A good set of kitchen knives should embrace the following selection: One large cook's knife with large blade, having a well-rounded edge running to a sharp point. One scimeter steak knife for cutting large slices of meat or fish. A cleaver for the heavier work. A spatula, which is a long, flat blade used in the turning of pancakes and other such objects, also being used in connection with baking. Two or three knives for ordinary cutting; one of these should be well pointed, while the others should be of the more ordinary type. One or two small, sharp vegetable knives will come in handy.

The selection of knives should be guided by personal taste. Don't forget the grape fruit knives, and all the regular table cutlery, a plentiful supply of which, all set in proper order on the table, adds much to the reputation of the modern housewife. In the making of table and butcher cutlery the American manufacturers stand head and shoulders above the rest of the world.

Be fair—and that means not to take advantage of anyone's ignorance or any peculiar combination of circumstances.

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If your store methods cannot be improved, why are so many people showing a preference for some competitor's store?

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## TEN THINGS FOR SALESMEN TO THINK ABOUT

1. Our customers judge this company by what they think of you.
2. Old customers are new customers who have been rightly treated.
3. The recollection of pleasant treatment remains when everything else is forgotten.
4. Do not expect a customer to believe what you do not believe yourself.
5. Courtesy always pays—and you are paid to be courteous.
6. Two are required to make service perfect, the server and the served; and you are always responsible for your part.
7. Our satisfied customers are our most valuable asset.
8. Let your willingness outrun your obligations.
9. We exist not alone for today. We live for tomorrow also.
10. No article on which is the name of your firm is completely sold until the customer returns to buy again.

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If you would be successful, never hesitate to work, for work is what makes the difference between what we would like to be and what we are. Indulge your imagination, for this pictures what you may be. Never stoop from a high order of integrity, for integrity is absolute dependability, and get ready to give service, for after all this is what you are selling—whether it is in the form of goods or advice or skill. When you have learned to embody these elements into your day's work, you will have no need to fear the future.

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## SHELF ADVERTISING

Do you know the shelves right back of your counter are the best advertising space in the store?

These lower shelves should be used for profitable goods, with large, attractive, easy reading signs, and changed often.

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## THREE MIGHTY WORDS FOR SALESMEN

These are the magic words of salesmanship —Listen! Agree! Oblige! But the average untrained salesman does not know the power of these words, says Herbert N. Casson.

Usually, he has three other words—Talk! Argue! Compel! These three words have spoiled many a sale and lost many a customer.

Of course, we do not mean that a salesman should surrender to a customer; but we say that he should avoid all appearance of compulsion.

The art of salesmanship is in getting the customer over to your point of view without pushing him. And the secret of doing this is really to desire to be helpful, both to your firm and the customer.

If you don't believe this, please give it an honest trial on at least three customers. Try it for one day, anyway, and see what will happen. Listen! Agree! Oblige!

## PRACTICAL TALKS BY BABSON

(By Roger W. Babson)

Have you ever had an idea?

Nearly everybody has.

I've often wondered why we don't get the benefit of some of these splendid thoughts.

I was talking it over with an advertising man and he offered a suggestion.

"It seems," he said, "that an idea is good only as it is used.

"It is like our muscles.

"Ideas need exercise to amount to anything."

You've met men that talk vaguely about a great idea they have.

You meet them a couple of years later and they are still talking about the same idea.

Frequently they live and die talking about this idea, and it is a crime, because the world has lost the use of a creative genius.

Traffic in the think tank has been blocked by a single obstacle.

If you want ideas, you'll have to act on them.

When an idea appears, get immediate action on it.

If you can't put it into practice at once, write it out in full and file it away where you can get it when you need it.

The result is the same in either case—the decks are cleared and the door is open for another idea.

## THE FIRM FIRST

Safety first is good, the customer first is better, but the firm first is best of all. If you, Mr. Salesman, don't assist in every honorable way to make money for the firm, you are dead wood. But if you are loyal and live up to "firm first," you are doing noble work, and your services cannot easily be dispensed with.

## HELPS TOWARD GOOD SALESMANSHIP

There is a new revelation coming in retail hardware, just as there has been a new revelation in the world at large. It is broadening and brightening, with greater rewards for store owners and richer prospects for the store salesmen. Now is the time for every salesman of retail hardware to frame up the ten precepts of his business, as:

Respect your store and your employer, for their importance is your importance.

Do your week's work in one week's time and don't try to stretch Sunday out to a loafing Monday.

Call on the store manager oftener than on the cashier, because your money is where you make it, not where you find it.

Don't lay down on your trade.

Don't substitute and don't try to sell anything that's "just as good."

Don't knock another salesman; it merely makes him knock you.

Tell the truth about your stock—to your boss as well as to your customers.

Don't steal the store's time. You might as well steal its money.

If you can't see opportunities, make them.

Sell goods.

There is only one thing to add to this review of retail hardware salesmanship:

It is a good job, even when it seems like a bad one. All you need to do is to keep a tight grip on it, and keep on gripping.

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If your customer does not believe what you say about the goods, perhaps you have said too much. Don't exaggerate values.

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The man who talks loudly and uses overemphatic language worries and tires his prospect. Use a moderate tone of voice—rather a low one. This will concentrate the attention of the other person and will not irritate him.

---

As soon as you begin to argue, you lose your hold on the other person and argument lines him up against you. Just listen, smile, illustrate your point, and incidentally hand out some complimentary remarks to your hearer, and in nine cases out of ten, you will win the day.

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When you wish to convince someone of something, avoid questions — especially those which can be answered by the word "No." Make positive statements and prove them, for statement without proof means little. When you begin to criticise something which your business prospect admires or is convinced is good—you virtually criticise his judgment. Don't do that. Don't knock. Just show why what you are offering is superior and worthy.

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# Make Christmas Buyers of Your Customers



It is not necessary for the hardware dealer to play the role of Santa Claus in order to serve his customers during the holiday season. He is well situated to take advantage of the unmistakable trend toward practical, useful presents, as his store is stocked with articles which appeal to men, women and children. Numerous dealers have found it advantageous to advertise their stores as Christmas headquarters, and to supplement their newspaper advertising with various selling stunts, which include attractive displays of articles adapted for Christmas presents.

The holiday trade is a prize sought after by the average merchant; for at this season net profits may be substantially increased. The well stocked hardware store may be made an attractive Mecca for the Christmas shopper who is in search of quality goods.

**Make Your Stock Known for the Whole Family**

A stock of hardware includes something for every member of the family, while the range of prices covers a sufficiently wide scope to meet the requirements of any purse. The experienced shopper in search of Christmas gifts finds he can get more value for his money in the hardware store than anywhere else.

Wide-awake hardware dealers are planning to take advantage of the opportunity which exists for increasing trade during the coming holiday season, and are reviewing lists of articles which are likely to be in greatest demand. They realize that all the sales aids in use will avail them little unless they have a well selected stock.

**More Business, if You Tell About It**

In their advertising messages, dealers will place emphasis upon the utility of their stocks as gift possibilities, and will show the advantage of exchanging useful presents which will be a pleasant reminder to the recipients every day in the year.

**Some Presents for the Housewife**

Articles designed for the use of housewives easily become best sellers.

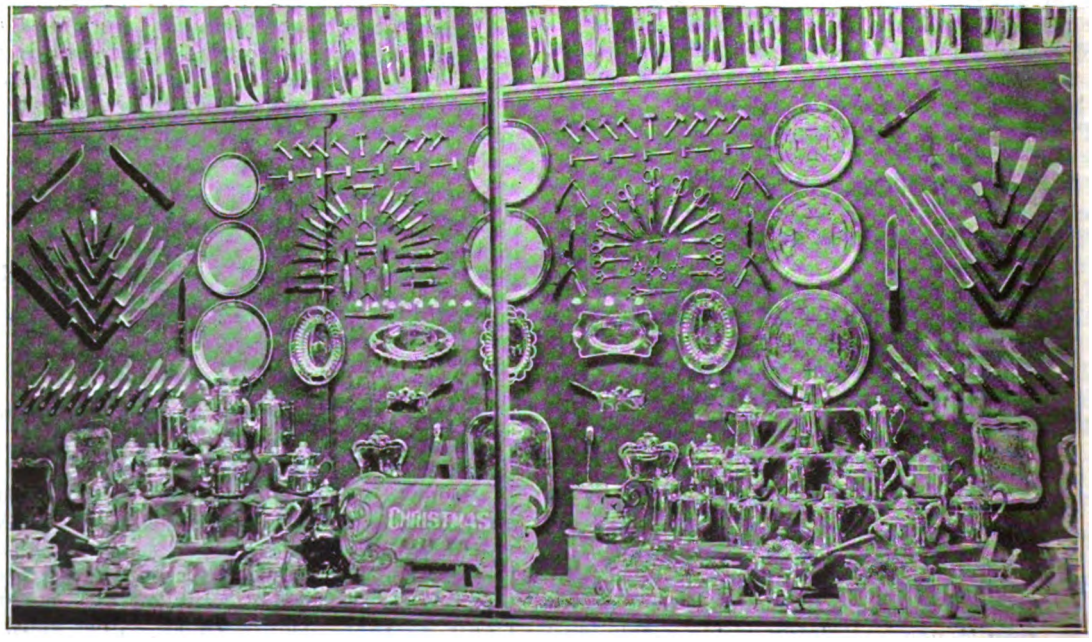
Silver plated and nickel plated ware are in strong demand at Christmas time.

Fancy teapots,
Casseroles,
Salt and pepper sets,
Percolating urns,
Sugar and cream sets,
Fruit baskets,
Butter dishes,
Spoon trays, and
Coffee sets,

are gifts for ladies which can be counted on to please.

Dinner sets,
Berry spoons,
Cream ladles,
Gravy ladles,
Fruit knives,
Tomato servers,
Pie servers,
Sugar tongs, and
Fruit knives,

are offered as examples of useful, attractive articles, which dealers sell in large numbers for Christmas presents.




**Here is a suggestion for a sales window, showing merchandise particularly appealing to the women folk of the household.**

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Occasionally a customer is found who desires to invest in an article of an extremely practical nature. This is why dealers recommend power washers as Christmas presents. At first thought it may seem that the power washer is out of place as a best seller at holiday time. In many homes, however, it would be more appreciated than any other article.

**Suggestions to the Husbands or Children**

The housewife who has been injuring her health and wasting time and energy bending over a tub and board when wash day comes around, is certain to be pleased with a power washer, which reduces her wash day into a wash hour, and removes from her mind the dread formerly attached to the coming of blue Monday.

The holiday season is an excellent time to call the attention of men folks to the advantages of the power washer. The man who desires a practical present for a hard working wife cannot go wrong by selecting a modern power washer. There is so much interest shown in lightening the housewife's burdens, that the opportunity for making power washer sales this season is unusually favorable.

**Gifts for the Entire Household**

Heating stoves, cook stoves, ranges and oil stoves are frequently purchased for Christmas presents. A new range, for example, is a present for the entire family, which will be particularly appreciated by the housewife.

Other practical articles suitable for gifts include roaster sets in small, medium and large sizes, flour and bread boxes, sugar and coffee boxes, pie and cake closets, household scales, mop wringers and food choppers.

**The Modern Vacuum Cleaner**

The modern vacuum cleaner is a sample of the practical articles in demand for Christmas presents, as its ability to clean floors, upholstering, rugs, curtains, etc., without the work of sweeping or beating, endears it in the mind of the housewife.

A dealer states that he recommends electrical devices, such as electric irons, hair driers,




**Here is a more elaborate sales window of Christmas gifts, one that will repay the time and efforts spent. Such windows should not be too crowded, and instead of decorating with palms, evergreens or bouquets of red berries would lend a holiday suggestion.**

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toasters and percolators, when a customer is in search of practical gifts.

**The Things Men and Boys Want**

The hardware dealer's assortment of shot guns, rifles, pistols, cutlery, auto accessories and tools simplifies the selection of useful, desirable gifts for men and boys.

"I am always glad to have lady customers look over my stock in search of presents for their male relatives," explained a dealer. "My first move is to inquire regarding the hobby of the person for whom the gift is purchased. If a man doesn't care for hunting or target shooting, I find out whether he likes to overhaul his car, or make things with tools. Providing he is an amateur mechanic, I recommend something modern and complete in tool kits.

**Auto Accessories and Cutlery Make Desirable Gifts**

"My auto accessories department is filled with articles suitable for Christmas gifts. Spot lights, wrenches, valve grinding tools and various other articles are appreciated by the auto enthusiast.

"My cutlery department is of interest to Christmas shoppers. A new knife is always appreciated by the man or boy who receives it. The youth of shaving age can make good use of a complete shaving outfit, while a good razor is often the best present a man can receive.

**Flashlights Instead of Candles**

"A line of flash lights will assist in getting the trade of Christmas shoppers. Nickel plated vest pocket flash lights, as well as the larger sizes, are suitable presents. It is safe to count on a good demand for flash lights during the holiday season. I display my line of flash lights in a show case, using advertising placards to attract the attention of customers who enter my store."

The dealer who sells toys is not wasting his time distributing worthless goods; for constructive toys have an important place in the household. It is to the hardware dealer's interests to supply his customers with good toys. A dealer who knows how to draw the holiday trade says he has built up a good business in structural steel building outfits, ice and roller skates, bicycles, tricycles and coaster wagons.

"I feel that Santa Claus should present boys and girls with the kind of amusement devices which will assist in their mental and physical development," remarked the dealer. "Take the structural steel building outfit, for example. It is something which every youth who is mechancially inclined should own; for it teaches modern building principles and mechanics.

**Toys With Ideas Behind Them**

"I also make a specialty of the sale of electrical and mechanical trains. There is no better indoor amusement for boys than operating the trains.

"I am also interested in pushing the sale of devices which assist the youth in enjoying outdoor sport—sleds, skates and coaster wagons are very desirable presents for children, and sell readily.

"There is a growing demand for carpenter tool outfits for the use of youths who are taking manual training in public schools, or who have inherited a desire to make things. The demand for such tool combinations is continually increasing. A line of toys assists in bringing the Christmas atmosphere to a hardware store, and putting the dealer in touch with new customers."




My Dear Little Friend:-

Well it surely has been a long time since I was in Kingsville. Yes: it has been a year and a lot of things have happened during that time, but I sincerely hope that you have been a good little boy or girl, for you know that your "BIG FAT FRIEND" loves good little children.

Now, what does my little friend want for Christmas? I have just lots of toys that I have made up since I saw you last and I am sure that some of them will please you: I want you to see my complete line of toys that I have left with The Kingsville Lumber Company. You will find toys of every description, Dolls, Games, and lots of other pretty things that I haven't time to tell you about now, so I want you to tell your brothers and sisters if you have any and all your little friends, as well as papa and mamma to come and see them.

Last year I came to you in an Aeroplane, but this year I am not going to tell you how I am coming to Kingsville, but you can rest assured that I will be there without fail on December 1st, at 2:30 P.M. and I sure want you to be at The Kingsville Lumber Company Hardware Store with all your little friends to meet me and see what I have for you as a souvenir of my visit this year. It will interest you, because if you are the lucky one you will receive a cash prize.

Now I must close as I have lots of letters to write to the other children, so Goodbye, I am going to look for you on Saturday, December 1st.

Your loving,

"Santa Claus."

Typical of many HARDWARE WORLD subscribers is the enterprising Kingsville Lumber Co. There are a large number of lumber companies who handle complete lines of hardware and household furnishings, sporting goods, accessories, toys, China and glassware. We have previously referred to their enterprise and progressiveness, and here is a copy of a letter they issued one Christmas a few years ago. It should serve to give merchants suggestions in the way of interesting the children of the household.

The Kingsville Lumber Co. maintain an up-to-date mailing list, not only of the grown people of their community, but of the children as well. Merchants in any community can act upon this suggestion.

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There is a better market for smiles than frowns.

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A man succeeds in business because of what he knows, not because of what he thinks he knows.

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"I've always been that way and all our folks were that way and I can't help it" makes no excuse for continuing habits that are a detriment to your success.

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Notice that two-thirds of "Promotion" consists of "Motion."

"To get more don't only work more but work more intelligently."

Don't simply see how you can "put in the day;" see how much you can put into the day.

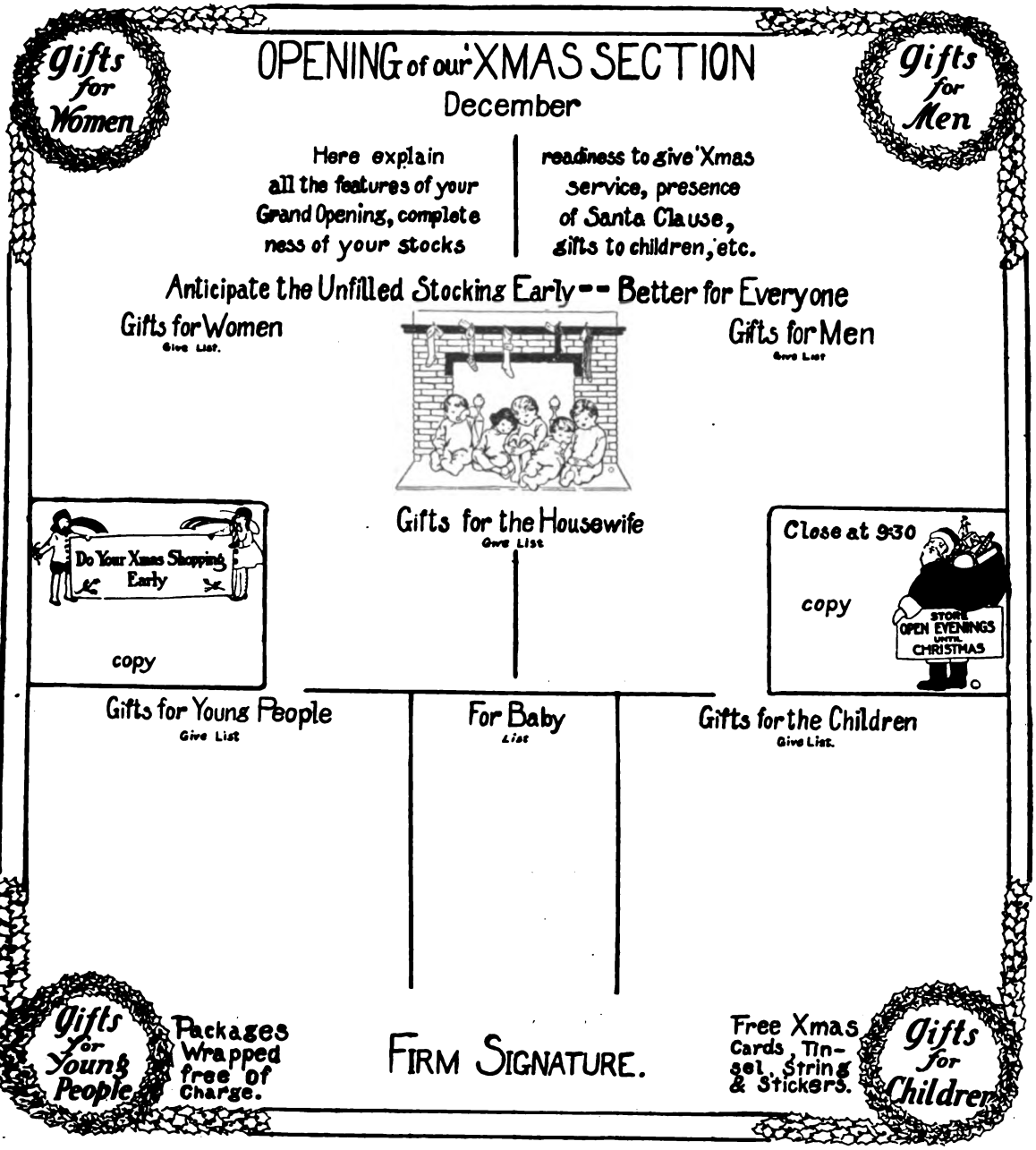
Don't try to be funny with customers. You never know which ones haven't a sense of humor.

A man who sits down and reflects isn't necessarily brilliant.

Most people, instead of praying for grace, should pray for grit.

It takes a rousing demonstration to get a small boy out of bed in the early morning.

Watching your competitor's store entrance to see when any of your own customers go in there is not going to keep them out.




Here is a splendid holiday suggestion for your holiday advertising, which may be varied to suit the conditions, by your local printer.

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## WHEN YOU TAKE YOUR SON INTO BUSINESS WITH YOU

(Copyright by Elton J. Buckley)

An editor who publishes these articles from time to time invites me to discuss the taking of one's son into one's business; in other words, the legal points which a man should consider when giving his son an interest in his business. Of course there are legal points in such a situation, for taking one's son in is not in any material sense different from taking a stranger in. In fact, as the attitude of a son is apt to be much freer than the attitude of a stranger, and the chance of trouble at least is as great, it behooves the man who takes in his son to consider even more carefully than the man taking a stranger in. First, because of the son's possible attitude toward the father, and second, because of the father's possible attitude toward the son.

I have written more or less of the legal precautions which one should take when he takes a stranger into his business, but not at all, I think, on the taking of one's son in.

Generally speaking, there are three ways in which a father may give his son an interest in his business.

1.—If the business is incorporated, he may give him a block of stock.

2.—If the business is not incorporated, he may give him a partnership interest.

3.—If he does not wish to follow either of these courses, he can give him an interest in the profits.

I have seen quite a few instances in which one of the first two plans was used, and nowadays I never advise either of them at the start. A father will feel a great flush of pride and satisfaction because his son is coming in with him. Often nothing will do but to give him a substantial interest in the business, either through stock or partnership interest. He usually doesn't consider whether he and his son, in this wholly new relation, are likely to get along well. He does not reflect that in making the son a fellow stockholder or partner, he puts in the son's hand a weapon which can cause him all manner of annoyance.

In many cases of partnership between father and son there have been quarrels far more bitter than those between strangers. I can think of four cases offhand this minute where generous fathers gave sons partnership interests in their business, right at the start, and where the result was the complete destruction of the friendly relations between the father and son and the very decided injury to the business. In one case the business was destroyed.

I remember another case where a father incorporated his business and gave his son 25 per cent of the stock, which made him an important minority stockholder. Within six months friction developed and the business was being fought over in the courts before the year was out. The cause of it all was difference of opinion between father and son over the conduct of the business.

There was still another case in which the owner of a large retail hardware business decided to give his son an interest in the business. The son was an automobile salesman about 27 years old and had made a moderate success. As a partner for his father, he was of course an unknown quantity.

The father was all for giving the boy a third interest in the business at once, and intimated as much to the son. But before he did it he came to me for advice. I advised him not to give the son any interest whatever at first, but to give him a third interest in the profits, for a certain period, during which he could size him up and see whether he wanted him for a partner. He was very reluctant to do it, but I convinced him and he broached the matter to his son in that way. The latter was furious and greatly displeased, and an argument ensued which put an end to the whole project. Here the son revealed an ugly side to his character which would certainly have sent the business on the rocks if the father had carried out his original intention.

"Be sure you are right, then go ahead," applies very closely indeed to this question of taking one's son in partnership. Get him in by all means if you can—it must be an enormous satisfaction to have your own boy working side by side with you, if relations are congenial. But if it is hell to have to work with a stranger as an uncongenial partner, it is doubly hell to have to work with one's own son in that way. No matter how much confidence I had in a son, and how well I thought I understood his capacity and his disposition, I should never give him an interest in my business until I had tried him out in the precise ways he would have to work if he were a partner. While he was doing that I should give him an interest in the profits, which would bring him the same financial returns as if he were a partner. If he stood the test, it would be easy to give him an actual interest; and I could do it then without fear. If he did not stand the test, there would still be time to avoid what might have been a fatal mistake.

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## A SOLID REASON

Two young men, supposed to be busily employed in the rear of a Cincinnati hardware store while the principal looks after things in the front, were recently startled by the appearance of their employer while they were engrossed in a game of dice.

The proprietor was indignant. "How is it," he demanded, "I scarcely ever find you fellows at work when I come in?"

"Well, sir, I'll tell you," volunteered one of the youths. "It's on account of those rubber heels you wear."

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## NO ONE A FAILURE UNTIL HE LOSES COURAGE

"When you get into a tight place and everything goes against you until it seems as if you cannot hold on a minute longer—never give up; for that's just the time when the tide will turn."—Harriet Beecher Stowe.

If everything went along swimmingly forever and a day, business would lose its zest and become a tame affair indeed. On the other hand, no one relishes the testing times when everything seems to go wrong in spite of fate. And yet those are the very times which make a career worth-while or worthless.

Have you ever read a story written by some skillful fictioner, and been so held and thrilled by the suspense woven into the telling of the tale that you could not lay the book or magazine down until you found out the solution of the puzzle, or who won the girl, or committed the murder, as the case might be?

Without that thrill and suspense, the story would not have interested you. It would not have been printed, for the editor would not have considered it worth paper and ink. And in the lives of the characters portrayed, that struggle was the most vital, the most decisive, the most determining of a life time. Doubtless the characters, if they really lived, may not have enjoyed the struggle when they were going through it, but once it was triumphantly passed, they would not have eliminated it from their lives for anything in the world. It was the struggle which really counted!

And so it is with all tight places and all struggles and business crises. At the time, we worry and perhaps figuratively speaking, sweat blood. There are times, too, when we feel that we cannot hold on a minute longer; that another six weeks like the last, or another month like the one we have just lived through, or even another day such as we have just finished, would be simply intolerable—and we bury our faces in our hands and say:

"We might as well give up. We cannot hold on any longer. And what's the use of prolonging a losing struggle, or torturing ourselves any farther on the road to failure!"

But not so fast, my friend, not so fast! You and I are not alone in the struggle. There are others who are having just as hard or harder times, and they are going through their testing periods even as we are. Remember you are not alone, and don't give up.

It is George Horace Lorrimer who says that, "Because a fellow has failed once or twice, or a dozen times, you don't want to set him down as a failure till he's dead or loses his courage."

### You and I Are Not Dead

That's the point. We don't want to give up. We are not permanent failures while we have the power to struggle unless we lose our courage. Then we are virtually dead ones indeed!

Besides we always know that a time must come when the tide will turn; when we will have proved ourselves so steadfast, so courageous, so worthy that help will come or events will change, and what seemed hopeless but a brief time ago, will be full of brightness and cheer.

It was a man with a large number of interests who paced the confines of his office restlessly. He knew that the men on the street were saying that he couldn't hold out more than half an hour longer. But none of them knew how he had fought for months and how he had twisted and turned to keep his business going.

There were times when he took the receiver of his telephone in his hand to telephone to his bank that it was all up with him, but every time he drew back. He would not give up. There were still twenty minutes before closing time. Something still might happen. Something did happen! It was a telegram offering him an astonishing sum of money for holdings which he had considered utterly worthless. The day was saved and his career as well.

But it is foolish to simply hold on and to make no definite effort to improve conditions at all. Struggle, but struggle to reach solid ground. Don't give up when it is darkest, for it is always darkest just before the dawn. Keep your courage, and your courage will keep you!

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## TALK LESS

If all that we say
In a single day,
With never a word left out,
Were printed each night
In clear black and white,
'Twould prove queer reading, no doubt.

And then just suppose
Ere one's eyes he could close,
He must read the day's record through,
Then wouldn't one sigh,
And wouldn't he try
A good deal less talking to do.

And I more than half think
That many a kink
Would be smoother in life's tangled thread,
If one-half that we say
In a single day
Were left forever unsaid.

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## WHAT A BABY CAN DO

A baby will make love stronger, days shorter, nights longer, bank-roll smaller, home happier, clothes shabbier, the past forgotten, and the future worth living for. Moral: Get—get—get—getta—Buy a baby.

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# Getting Washing Machine Orders From Women

## Women Always Looking for Labor Saving Appliances

WOMEN have welcomed the innovation of the washing machine as they have welcomed no other invention. Pleased with it? There is not enough that they can say that will express their gratitude, and so they do not try to express it. They merely use the washing machine faithfully and regularly and—tell the neighbors.

The strange part of it is that as much as they enjoy the washing machine, now that it has become a fixture and such a welcome fixture in their homes, they were really very slow in adopting it. The average woman sent her clothes out to have them washed.

If they were done satisfactorily, well and good, if not, she changed her washwoman. The price was moderate. It was a job that she could not well undertake herself, and as long as the washing was done regularly and with a reasonable amount of satisfaction, the average housewife did not trouble herself further.

When the Bunting Hardware Co. of Kansas City laid in its first stock of washing machines, they entered most modestly into the game and placed an order for but twenty-five machines. They felt hopeful about the result, but it was a new venture indeed. When the machines began to sell, the fact is, the manager of the store was as much surprised as he was pleased.

There were a great many reasons why the machine took so well. One was that the women always have their eyes open for labor saving devices, but the average woman is instinctively economical. The initial cost of a washing machine is not inconsiderable and the housewife had to see where it would prove a good investment for her.

The great wave of economy that swept over the country as a result of the enormous expenses incurred by the world war, resulted in the housewife having to bear the brunt of cutting down expenses. Labor advanced at a furious rate, but the salary of the mainstay of the family did not perhaps advance as furiously, and even if it had, with a considerable percentage added to each expense of living, the salary must necessarily prove inadequate.

### Appeal to Economy One of the Best Selling Reasons

With food so high and clothing so expensive and labor out of sight, the housewife was compelled to cut where she could. The more of the housework that she could do herself or have done in her own home, the more money there was left for all the other expenses that accrue in a household, and the expense of washing is perhaps the biggest single expense of the week. Many a housewife watched the increasing wage demanded by the menial, who regularly took care of this part of the work, with ever increasing dismay.

To the average housewife, the weekly wash represents a few duties to her, such as checking out the clothing, checking it in again, when returned by the laundress, mending, sorting and putting away the fresh, clean clothing. To others it means a laundress coming to the house and all the muss that is usually connected with wash day, perhaps bringing in the clothes at the end of the day, ironing, mending and sorting.

The busy wife and mother who takes care of her home and family, usually has all that she can do without doing the washing and ironing. Imagine the worry that it caused her to have this expense increase, the laundress demanding more pay, running the bill up to $3.50, $4.00, then $4.50 a day, insisting upon breakfast, lunch and carfare, until she had incurred an expense that it was hard to meet.

This caused a great many women to turn to the washing machine and have the work done



**MISS LUCILE MacNAUGHTON**

The Bunting Hardware Company has been as notable and as successful in its advertising managers as they have been in their general merchandising policy, and the present head of this department is no exception to the rule.

Miss MacNaughton chose advertising as her life work and the hardware business chose her soon after her graduation from the University of Kansas, where she specialized in journalism, and was the advertising manager of the college daily.

Very naturally she is wrapped up in her work at Kansas City, lightening the manual labors of the women of her community and incidentally making more heavy the coffers of the Bunting Hardware Company.

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That Washing Machines can be used to make an attractive display is shown by the work of O. J. Gress of the Bunting Hardware Co.

at home, perhaps by the maid, perhaps by themselves.

**Make Use of All Methods of Publicity**

But in spite of the great numbers of washing machines in use throughout the country, you will find numbers of women who have never used one, and a great many women who have never even heard of one. The Bunting Hardware store of Kansas City uses newspaper publicity to advertise their machine, but they are not satisfied with that.

They use every other kind of publicity that they possibly can. They encourage each customer to advertise their machine for them. Nothing is better advertising than a satisfied customer, so when women hear of a neighbor using a machine that they can conscientiously praise, they will have a great deal more faith in that particular machine, than in one that they merely see advertised in a newspaper and hear mentioned in no other way.

The Bunting store has such a big washing machine business and realizes the possibility of the washing machine business to such an extent that they go after sales good and strong.

**Selling Campaign Every Month**

One of their best methods of selling is to put on a regular campaign every three or four weeks. At this time they advertise extensively in the local newspapers. The advertising manager builds up ads calculated to draw trade. As a special incentive to buying during the sale or demonstration, a gift is given with each machine sold.

This gift varies each time, but it consists always of washing machine supplies, such as a laundry bench, a willow basket, washing powders, clotheslines, push brooms, O'Cedar mops, electric irons, etc.

**How Follow-Ups Are Planned**

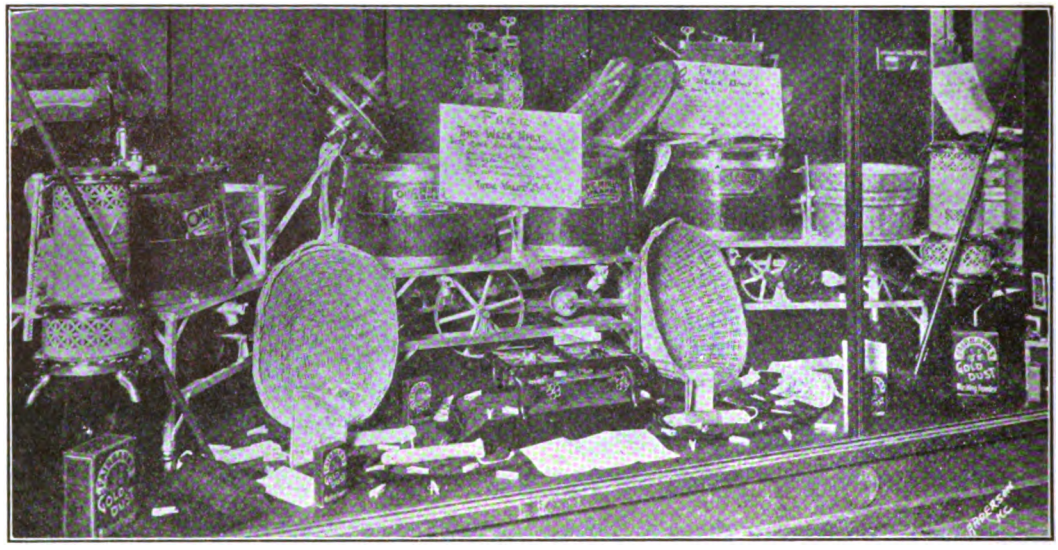
The advertising departments sends out a series of circular letters inviting prospective customers to come in and see the machine demonstrated, to come in this week and take advantage of the special offer. A series of three good follow-up letters is usually sufficient to produce a sale. They are sent to the customer about three days apart, and as soon after the customer's name is secured as possible, because this store believes in striking while the iron is hot.

A cold prospect is no prospect at all. Other letters are sent to the sold customers, asking them to boost the machine to their friends and neighbors and offering them a prize for every washer they are instrumental in selling.




Here is a reproduction of the class of advertising which the Bunting Hardware Co. finds particularly appealing to the women of their community. They always show a cut of a woman, neatly dressed, doing her week's laundry, an almost irresistible appeal to the women folk of the household.

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The accessories that go with the sale of washing machines are almost innumerable. Here is another practical sales window, the work of that practical and excellent window trimmer, O. J. Gress of the Bunting Hardware Co.

These letters are very well received by the customers and bring excellent results. One customer accompanied her list of names by a very human little note, in which she expressed herself as very fond and proud of her machine, in fact, she wrote, there was nothing she had that she cared more for, unless it was her "Old Man and her two boys. You may use my name if you like," she said, "for I will sure recommend the machine."

### Intelligent Salesmen and Women

The Bunting Hardware Store has a group of salesmen and women who fully understand good salesmanship. They know the object they are selling thoroughly. They use their utmost skill in demonstrating the machine to the prospective customer and as far as possible they put themselves in the customer's place. In using the customer's viewpoint, they succeed in selling, because they understand the difficulties under which the customer is laboring, and the difficulties which she is obliged to overcome.

The first thing that the Bunting Hardware Company did in breaking into the washing machine business was to pick a winner.

### Choose a Fool-Proof Article

They bought a machine that had been proven and found perfect. It was a machine that had been tested for years under all sorts of circumstances, a machine that would wash clean, that would wash delicate clothing without tearing; one that would wash heavy work clothing and get it clean, one that would wash heavy sheets and bedding, one that had the washboard features embodied in the tub, one that had all the mechancial parts under the machine, in a place where they could be easily reached, but in a place where clothing could not possibly catch on the parts and cause accident.

In fact, they got a machine that was as near fool-proof as it was possible to secure it. And in doing this they were very wise, for all sorts and conditions of women buy washing machines, women who are wise and women who are ignorant; women who are careless and women who are not. Washing is an operation that goes on in every home, so the high and low alike use the machine and the machine must be one with which no fault can be found.

The Bunting Hardware store has an easy plan of so much down and so much each month, so that even the poorest customer can become the owner of one of their machines. And it is not the poor alone who use the payment plan. A great many other people find it very convenient to use this system. They figure that the money they save on washing expenses will pay for the machine, and so the money that they save each week is laid aside for the monthly payment, with the result that the machine is very soon paid for.

### Spreading the Gospel of the Times

O, mechancial devices in the home are great for the women, and the modern Eve would no sooner consider washing over a wash board in a tub, lifting and filling heavy tubs with water or bothering with changing an old fashioned wringer, than any farmer would consider cutting his wheat with a sickle, or the city man having his letters all written out in long hand.

And so, as long as there are women in the world who do not own an electric washing machine, the washing machine business is going to be good.

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Better the peace of little than the panic of too much.

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The highest form of salesmanship is nothing but service.

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# Pushing Holiday Articles

**Suggestions Merchants Can Use in Increasing Sales**

The "Do your Christmas shopping early" idea is gradually gaining ground, thanks to the vast amount of publicity it has received the past few years, but there are always people who need to be prodded each season if they are to get their shopping done in time, so no dealer should relax his efforts in this direction.

It is greatly to the advantage of the merchant as well as the shopper to have this pre-holiday buying period exteneded over a month instead of a hectic week, and the plan adopted by Hartleys, Fairmont, W. Va., was productive of excellent results. Realizing the housewives were the principal buyers, they sent to a list of their patrons, about the first of December, a merry little jingle:

THE WOMAN WHO WAITED

The Sad Tale of the Woman who DID NOT do her Christmas Shopping Early.

Said Hubby to Wifie, one morning at eight:
"Christmas shopping today; or waiting till late?"
Said Wifie to Hubby, "I've time to spare;
It's just past November, why hasten or care?"

So she waited and waited till three days before
The great day approached, then rushed to the store.
But she gave to her spending not a single wise thought,
So hectic her shopping, she simply just bought.

She pushed and she grabbed, had scraps with her Neighbors,
She was weary and torn, and sore from her labors.
Till on gay Christmas morn, when others were jesting,
She stayed in her bed, from shopping just resting.

And the gifts that she sent were "sans" rhyme or reason,
Dad's gloves were too big; mother's fan out of season.
Brother Ted was the butt of many gay quips,
For Sister had sent him some rouge for his lips.

Dear Prue looked with horror on a lace undershirt,
And Muriel gasped at a pipe, tagged for "Bert."
While Hubby, alas, had no present at all,
For Wifie had blundered and bought him a doll.

Two Morals:

Do your Christmas Shopping Early,
Buy Sensible Gifts at HARTLEYS.

### Hardware Merchant Well Equipped for Holiday Trade

The hardware man has gifts galore in his regular stock, even if he does not add a special stock of toys for the holiday trade (though it is an undisputed fact that the merchant who carries toys, dolls and games will have the biggest crowds coming to his store) and he should feature them prominently.

### Arranging a Skate Display

Take the matter of skates, for instance. A mere display of them will arouse interest, but




This ice skate sales window can be put in by any merchant who will follow the directions in this article.

place them on a model and arrange an appropriate background and you will have that intrest trebled. A handsome display of this nature was arranged by A. G. Spalding & Bros., Philadelphia, Pa.

The background of the window was banked with branches of green, among which gleamed red berries. A large mirror was laid on the floor and soaped over to give it the appearance of ice. Around this was a deep border of cotton wadding. On the mirror stood a young woman in sport skirt of red, and sweater, scarf and cap of white. White skating shoes had steel runners attached; and the outfit was completed by an ice hockey stick that she carried.

### Selling Fishing Tackle in Winter

And speaking of ice, the Foster-Farar Co., Northampton, Mass., did a fine business in fishing outfits last season by featuring the novelty of ice fishing. Their announcement read.

FISHING THROUGH THE ICE IS THE GREATEST OF WINTER SPORTS

If you are an ice fisherman, you know all about it. If you have not been, you have a lot of real enjoyment coming to you. We can outfit you with the proper tackle—tipups, lines, hooks and skimmers for keeping the holes clear of ice.

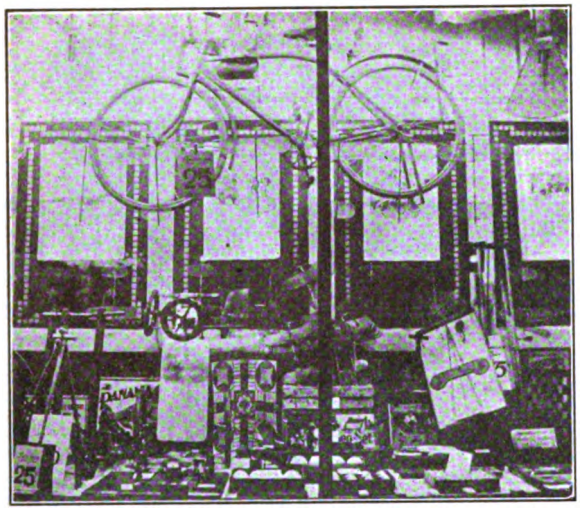
Take along an outfit for your Christmas vacation. Buy one for your friend, and introduce him to the joys of this winter sport.

FOSTER-FARAR CO.

### A Live Seattle Institution

A hardware concern that is a firm believer in toys, not only at Christmas, but at all seasons, is Spelger & Hurlburt, Seattle, Wash. The big

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Spelger & Hurlbut always have attractive sales windows. This reproduction on a small scale does not do justice to them, but it serves to show they are large factors in the distribution of toys of every description, as well as household furnishings, wheel goods, hardware, etc.

toy department is located in the rear of the store, so that to reach it one must traverse many departments—for though it is a hardware store, it is a thoroughly departmentized one—and thus have an opportunity to observe many household devices and outing paraphernalia.

"One of our best classes of sellers," said Mr. Lauridson, in charge of the department, "is the toy aeroplane, especially the 25c variety that can be sent through the air by hand. We have sold several thousand of them this season, and expect to have the sales mount to almost double that amount during the holidays. We also carry all the parts for making the more expensive airplanes. One of our recent ads was devoted entirely to this little toy. It showed a number of the planes in the air, and was headed:

A MODEL AEROPLANE THAT FLIES 300 FEET

Buy a 'plane and have an aeroplane race—more fun than an automobile or horse race.

Get one with one propellor or two; prices from $1.50 to $5.00.

Santa is coming from the North Pole in an aeroplane this Christmas. Tell him to bring you one of his latest models for a present.

The firm used their show window to back up effectively their printed page, as suspended from the ceiling by threads were half a dozen toy spinning planes. On a ledge rested two of the more expensive models, with little motor atachments, and in boxes were shown all the parts necessary for the construction of a first class toy airship. High up in the air was a late model bicycle, while on the rear wall were four panels showing bicycle races, bicycle tours, and groups of lads n wheels. This firm is one of the few hardware stores that carries a large stock of dolls. "All of our lines, with the exception of a negligible quantity of cheap Japanese dools, are of American manufacture," said the saleswoman in charge of this section, "and there has been a splendid demand for them all fall—and, of course, once they are advertised for the holidays the sales will increase rapidly."

## THE NEW FOURTEEN POINTS

One of our "wet" correspondents suggests that since the first 14 points were early abandoned, these should be substituted:

1. That the name of Brandywine, N. Y., be changed to Coldwater, N. Y.
2. That "Drink to Me Only With Thine Eyes" be made the National Anthem.
3. That all mention of the Bourbon Kings be expunged from school books.
4. That on account of being suggestive, rye bread be withdrawn from sale by all bakeries.
5. That no part of a ship be referred to as the saloon, for the reason that such reference might raise false hopes.
6. That all bars be removed from harbor entrances or be designated by some other name.
7. That the word "port" be expunged from navigation charts and references.
8. That the use of alcohol lamps be forbidden by law.
9. That the usless 9,000,000 white jackets and aprons in this country be sent to the starving Bolsheviki.
10. That the word "still" be expunged from the American language and all dictionaries, and the word "quiet" substituted.
11. That all mint be plowed under and vanilla beans planted.
12. That any barber tantalizing a customer by using bay rum on his hair be given ten years
13. That men with the "foot-rail" limp shall not be allowed to march in any public parades.
14. That all pretzels shall be made straight instead of bent in the old familiar style, to avoid reminiscences.

Don't expect poor work now to lead to brilliant work hereafter.

## I LOST THEM YESTERDAY

The little cares that fretted me,
I lost them yesterday
Among the fields, above the sea,
Among the winds at play,
Among the lowing of the herds,
The rustling of the trees ;
Among the singing of the birds,
The humming of the bees.

The foolish fears of what may happen,
I cast them all away
Among the clover-scented grass,
Among the new mown hay;
Among the husking of the corn
Where drowsy poppies nod,
Where ill thoughts die and good are born,
Out in the fields of God.

—Elizabeth Barrett Browning.

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# A Young Woman Who "Had to," and Does

SEVERAL months ago we had occasion to introduce to our readers Miss Ida M. Conklin, private secretary to President Frank A. Bare of the Tritch Hardware Co., Denver, Colorado.

Yet it was a most formal and brief introduction. Since that time we have come to know Miss Conklin a little better, and we realize what a remarkable and noteworthy rise she has made among her fellow workers.



Knowing that our readers will agree with us that it is pleasanter and far more worth while to count such a young woman as Miss Conklin as friend rather than acquaintance, we take the liberty of telling our readers a little more about her. Particularly should our women readers be interested in the rise of this young woman to a position of singular prominence and responsibility in the hardware field.

For, irrespective of the natural elevation of Denver which gives her somewhat of a handicap at the start, we believe we are safe in saying that Miss Conklin holds one of the highest positions in the hardware trade that may be achieved by a woman in the United States.

As the confidential secretary to President Bare of the company, she herself admits that "the work is fascinating, constructive and far reaching — each day brings new duties, new problems, new experiences, more knowledge and greater opportunities in a rapidly growing business."

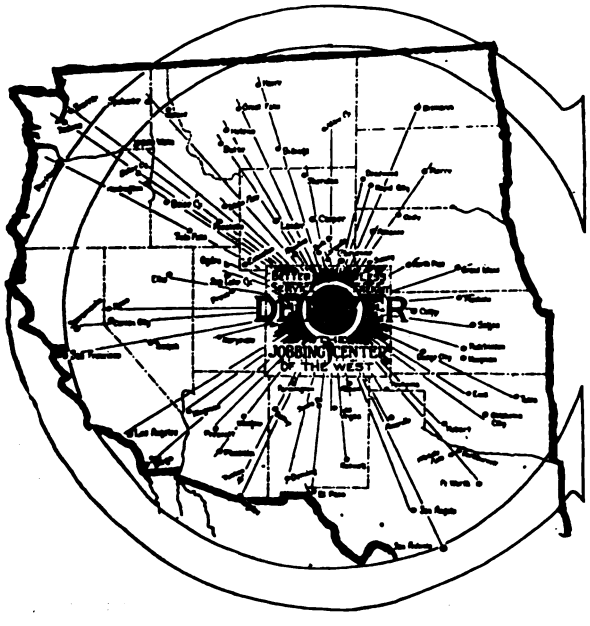
Thrown on her own resources at the age of sixteen, when her father died, Miss Conklin had to support her mother and herself and four younger children. In a small mountain town she studied stenography at night with the only stenographer in the place and completed her course in six weeks. Then she took a position in a lawyer's office for the large salary of one dollar a week. It was there that she studied and learned typing.

To secure an enlarged opportunity for her abilities and her ambition, Miss Conklin moved to Denver. For a year she substituted in various offices to gain experience. In this way she acquired familiarity with mining, law, railroad, patent and physicians' offices. After this year's work she was ready to become private secretary to the secretary, and later secretary to the general superintendent of the Denver Gas & Electric Light Company. This position she held for several years.

At the time of the war she was just as anxious as the other strongest men and women of the United States to enter the service of the government. She went to Washington and was one of the secretaries to the chief of the Speaking Division of the U. S. Food Administration. For a short time before returning to Denver, she managed the New York office of a Boston boot and shoe exporter.

Denver could not get along without her, however, and after her short sojourn in New York she returned to become Mr. Bare's secretary and learn the hardware business.

Apt tribute to her ability and comment on her standing among the business women of Denver is the fact that she is secretary of the Business and Professional Women's Club, where she is a leader in this worth while work with many of Denver's most prominent and successful commercial women. She is also a member of Denver Civic and Commercial Association.




**Miss Conklin is proud of the boast that Denver is her ome. Wherever a Denver citizen goes you will know it is on he map. This reproduction shows how the Denver jobbers are eaturing their beautiful city as a distributing center, and the ritch Hardware Co. can be depended upon to do more than heir share.**

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## CHARGING MORE THAN LEGAL INTEREST ON OVERDUE ACCOUNTS

(Copyright by Elton J. Buckley)

During the last month I have received from two different correspondents, located in widely separated sections, inquiries about a roundabout scheme of charging interest on overdue accounts. The scheme is new, and if it is getting circulated about as much as those inquiries would seem to indicate, it may be useful to write something about its legal status.

The scheme is to charge a customer more than legal interest on overdue accounts, by calling the charges something besides interest. One of the inquirers who wrote to me printed on his billheads a statement that on all overdue accounts a monthly charge of 1 per cent per month would be made. The other one printed on his billhead the following:

> Credit is extended with the understanding that after thirty days a service charge of 1 per cent of account will be charged the 1st of each month.

These correspondents want to know if it is legal to make a debtor pay what practically amounts to a penalty for delayed payment of his account. Obviously it would be a fine thing for merchants in general, whether wholesale or retail, if they could legally add 12 per cent a year to delinquent accounts, and collect it. In fact, if the security was good it would pay them to borrow from the bank at 6 per cent and let their customers hold it at 12 per cent, if such a thing could be done.

I am sorry to have to express the opinion, however, that the plan is not legal. No customer in my judgment can be compelled to pay any such percentage, unless he agrees to it in writing, and if the 12 per cent is more than legal interest, which it is in most, if not all, states, the customer cannot be compelled to pay even after he agrees to it in writing. Under no circumstances can such a charge be collected from a customer who has not agreed to it in writing, merely by stating on your billheads that you intend to make it.

The situation involves two questions: 1. Can a merchant collect interest at all on overdue accounts merely by putting a statement to that effect on his billheads; and if so (2), what percentage can he collect?

Unless a merchant clearly notifies his customers that accounts not paid by a certain time will bear interest, or unless the customer has agreed to it, a merchant cannot collect interest at all on his overdue accounts. The reason is this: Fundamentally every merchant who sells net thirty days has a right to interest after the thirty days have passed without payment. And he could collect it if he had never done anything to prevent him, but he has; he has let accounts go over thirty days without claiming interest, and has thus established a custom which he cannot break without notice to his customers. He can always break it at any time he wants to, but he must get clear notice to the customer.

### Print Notice on Billhead

How shall that notice be conveyed? I advised a client recently to print the following on the bottom of his billhead:

> The above account, if not paid by the expiration of the net payment period, will bear interest at the rate of 6 per cent (or whatever the legal rate is) per annum.

After notice is thus given, the creditor can collect interest on accounts that run beyond the net period.

How much can he collect? Never more than the legal rate. That varies with the different states. Some states have two legal rates, as for instance, in Ohio, where the legal rate is 6 per cent, but where the parties can contract in writing to pay as high as 10 per cent. The same thing is true in several other states. In all these, however, the low rate prevails where no written contract has been made to pay the higher. Where collection is to be made merely by printing notice on the billhead, no more than the lower legal rate could be collected, for there would of course be no legal contract to pay the higher.

### No Authority for 1 Per Cent Per Month

I have not examined the interest rate of all the states, but I know that there is no state in which the minimum legal rate is 12 per cent, or 1 per cent a month, and I don't believe there is a state in which the maximum legal rate is 12 per cent. Therefore I can see no way in which a merchant who charges up his monthly 1 per cent as a "service charge" can ever collect it, and even if a customer agreed to pay that much in writing, his agreement could not be enforced, for agreements to pay illegal interest are never enforceable.

The court always looks at the heart of schemes like this, and invariably calls a spade a spade. Thousands of devices have been invented to enable creditors not satisfied with 6 per cent to collect more, and they have been called everything that ingenuity could devise—service charges, fees, bonuses, and what not, but if they after all only represented interest, they are called interest and judged by the interest laws. Twelve per cent on delinquent accounts would really be a penalty for default, which the law will not tolerate.

The correspondents who have written me, and any others who want to experiment, may make their charge and try to get away with it. If they succeed all well and good. I do not advise them to bring suit to recover, however.

The only exception to what I have said, so far as I know, is in the case of certain public service corporations who are permitted to charge what is practically a penalty if bills are not paid on time.

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Don't ride the high horse. The fall, when it comes, is hard.

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## USING BOTH "EYES" IN OPTIMISM



There are two kinds of optimists. One believes that "the Lord will provide." The other believes that "the Lord helps him who helps himself." One turns the dark cloud inside out and shows the silver lining. The other not only does this but always keeps that silver lining polished.

One merely looks upon the bright side. The other uses each and every experience as a stepping stone to success. One lets each day take care of itself. The other looks ahead. One floats with the stream. The other strikes out for himself. One is theoretical. The other is practical.

The optimism that we need today and in the coming years is the practical kind; the kind which results in action. Developments made during the war have left the world with greater producing capacity than it has ever had before. If we are to make any permanent reductions in the cost of living we must keep the world producing up to its full capacity.

When it is so easy to sell there is a tendency to become over optimistic, to become impractically optimistic, to act as though this condition was going to last forever. In such a state of mind it is natural to give less attention to the serving and the pleasing of the patrons.

### Make Customers for Hard Times

The practical optimist is now putting forth extra effort to please. He realizes that if patrons are made happy today, they will continue.

In these days there is always a temptation to look at the immediate profits rather than the future ones; to speculate rather than to do business; to build business foundations with sand rather than with the cement of horse sense. The practical optimist makes no such mistakes. He builds solidly for the future.

The practical optimist does all that he can to keep down prices and to keep up demand. He knows that it is only in this way that the production of the world can be sold and the prosperity of business can be continued after the world gets to producing at its full capacity.

### Capitalize Misfortunes

The practical optimist capitalizes misfortunes. A great inventor awoke one night to find his plant in flames. He did not despair. He studied the action of the smoke and the flames and learned something from them that enabled him to perfect an invention, the returns on which more than paid for his loss. He capitalized his misfortunes.

A man started a new kind of store. He failed. He tried again and failed. He tried the third time and failed. He studied the cause of each failure, used the knowledge he gained in this way and started a fourth time. When he died, he left a fortune of many millions. He was a practical optimist. He capitalized his misfortunes.

While Charles Goodyear was experimenting with rubber he was forced into bankruptcy. But he did not give up. He kept right on working. He learned something from each mistake and each accident. He followed each new clue. He finally solved the problem of vulcanizing rubber and not only paid his creditors $35,000 but laid the foundation of the great rubber industry and made the modern automobile possible. Goodyear was a practical optimist. He capitalized his misfortunes.

The main difference between the man who makes a great success in business and the one who fails is that one is a practical optimist and the other is not. One learns from his mistakes. One capitalizes his misfortunes. The other may despair.

During the changing business conditions, in these days when we cannot tell what the conditions will be tomorrow, practical optimism is the only thing that will carry a man on to success. All of our optimism, today, must be strongly flavored with common sense. It must be practical.

### Don't Wait for Production

There are those who would have us stand and wait until production catches up with demand. The practical optimist nurses along demand so that it will keep pace with production.

If we don't nurse along demand, if we don't keep it in a convalescent condition, it may have a relapse and die and then what are we going to do when production becomes normal, when the increased producing capacity of the world is operating in all its magnitude? The practical optimist says that we must not let demand die, that we must not stand still and wait, but that we must begin now to cultivate the business that we are going to be able to handle in the future.

The practical optimist realizes that the more we produce, the more we have, and that we can't produce any more than we can sell. He knows that the present state of civilization is due to increased production which has been stimulated by constantly increasing selling efforts.

The practical optimist knows that former business depressions have been due to standing still and waiting when people were buying more than could be produced. He is going to guard against another business catastrophe by using as great an effort to sell, not only the goods of today, but the goods which will be produced tomorrow, as he would use if he was already stocked with more goods than he could sell.

This is no time to stand still. It is time to go ahead. The practical optimist knows this. History tells him it is true.

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Sourness spoils men, as well as milk.

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# Advertising Hints for the Retailer

ADVERTISING is the sunshine of business; and most businesses thrive a great deal more in the sunshine than under the leaden skies of modest obscurity.

Advertising is printed salesmanship.

It is telling people what you've got; and why it is an advantage for them to consider carefully the articles you offer.

Most of all, it invites and induces them to come to your store, to trade, now.

Remember that the customer isn't buying a washing machine, a kitchen range, a vacuum cleaner or a set of garden tools to please you, or for the express purpose of giving you the profit.

He is doing so because he sees it for his own advantage.

When you have shown him that advantage, and have proved the quality and fairness of price, he is sold in his mind at least, and the only thing that will prevent a purchase is his financial inability.

Perhaps you can even show him the expenditure is an investment which will pay for itself and yield returns.

In that case, he may even see it to his advantage to borrow the money; or to purchase of you and pay in a negotiable note.

If your advertising is to count, it must have the following characteristics:

### The Twelve Fundamentals

1. It must be attractive to the eye and easy to read.

2. It must not be stilted or cut and dried, but so direct and convincing that it will interest—just as you would talk it.

The best reading is a simple style—not "full of fine words which are as applicable to hosiery, tires or motor cars."

3. It must be definite in its appeal. Advertising aimed at everybody, hits nobody. Think of some type of person and shoot it at him, as straight as you can say it.

4. It must show the advantages and desirability of possession, to them—not only why you want to get rid of it.

5. It must be "followed-up" intelligently, by phone, letter, personal persuasion, etc., when possible buyers come to the store.

6. The advertising itself must be consistent, persistent and constantly changed in text.

7. If possible, contract for the same newspaper space and bargain for a desirable location.

8. Prepare your advertising well in advance.

9. Require proof to be brought to you for correction.

10. Never make claims or statements that you do not make good and cannot support by argument or test. Don't challenge your reader's common sense by empty claims that everybody else makes, nor by "pretty," high sounding words.

11. Connect your window displays with your printed advertising.

12. Make your advertising timely.

### Attractive and Natural

Advertising which is set in too small type or mentions too many articles, is difficult to read and repels at first glance.

A good test of an advertisement which pulls is: Can you look at it and read all the headlines or leaders easily and quickly?

If you can't, boil it down—and cut out any "big words" which you or no one else commonly uses.

All capital letters are difficult to read, and many changes in style of type may look nice but are not effective in the reader's mind.

Say what you've got to say in the most direct way, as though you were looking straight into the face of a customer.

Be natural. Study successful advertisements in order to discover how their publicity differs from yours.

### Appeal and Advantages

Some hardware men make the mistake of thinking that an advertisement should interest a majority of the paper's readers. This is seldom the case.

If you are advertising lawnmowers, you will not expect to interest the minors and society young misses.

If you are talking about fine scissors and shears, your appeal will be to women and business people who have occasion to use them.

If you are selling portable grain bins, the people who do not farm and have no such interests, will not pay much attention.

The point of all this is, advertising which is too broad is like bird shot discharged aimlessly into the air.

It doesn't make a big killing. Before you prepare your advertisement decide on the class of people to whom those articles should appeal and talk to such a one on paper.

Show them why the articles are desirable from their standpoint—offering more in durability, efficiency, economy, convenience, better work, more utility, saving time or effort.

Imagine that you are one of these customers. What would you want? How would the price strike you?

Always try to quote a price in the paper rather than ask customers to call for estimates or prices.

In short, leave every reader of your advertisement whom you can reasonably expect to do so, enthused and interested, and anticipate all reasonable questions he might ask.

### Advertising Follow-Ups

The other day a hardware man advertised an electric washing machine. He urged its advantages and every day changed his advertisement

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enough, so that the people who had read once would keep on reading.

Then he sent a representative from his store to call on likely prospects, explaining that the offer was a limited one and that he wanted to tell them and give them a chance to get in. A carload of washers was sold.

The man who advertises, using a half page or a page space once in a while and then stops until he is ready for another flash in the pan, doesn't get the best results. Use a little space, if need be, regularly. Contract for this and plan for it.

**Space and Layout**

Take a good-sized sheet of wrapping paper. Write out your advertisement with pen and ink or lead pencil, just as you want it to look when it will be set up.

Make it four or five times as big as your advertisement will need to be.

Give it thought and care.

Weigh its appearance and selling advantages, then indicate to your printer how many columns wide and how many inches deep, you want it to run.

Don't forget a few cuts—not too many, but a good one now and again, thoroughly to the point.

Take this layout to the printer in plenty of time. Copy rushed in at the last minute is hurriedly and poorly set up, and has the least desirable space.

Your own space on the editorial or personal page is worth a great deal, as you educate people to look for, to discover, what new and interesting things you have to say.

**Proof and Reliability**

Call for the proof of your copy and correct it. Some mighty careful copy has been made utterly ridiculous by a misspelled word or a misplaced cut.

Only the other day a druggist's ad of a spring tonic had a cut with it showing a girl fainting or having a fit with her head bound up, and the words under it, "Run for the doctor."

Evidently the tonic had not agreed with her.

**You are paying good money for your advertising and it should bring results, but see to it that the preparations are properly made.**

It is a mistake to over-state values. Let the goods be a little better than your claim.

A store which disappoints once has shaken confidence.

Establish a reputation for never misrepresenting or misleading, so that when people see your publicity they can say, "We can depend upon what Jones says. We'd better go down and get one of those things!"

**To destroy the confidence, you are spending good money to build up, is as stupid as to take a knife and sever the life line which the man in the boat has thrown to the despairing swimmer.**

**Seasonable and Co-Related Advertising**

Naturally the articles advertised must be those which should occupy the attention at the time, of interested people.

That does not mean, however, that gardening tools should not be featured until just when the first warm day comes and they are wanted.

The dry goods man holds his blanket sales in mid-summer and his white goods sales after Christmas, urging early buying while the stock is complete.

**The obvious moral is, begin the advertising early enough to get people thinking about their own needs, in the articles which you have to sell.**

Window displays can be and should be your strongest means of advertising. People are on the spot and will usually pause long enough to look in and see what is exhibited. If the newspaper publicity talks of the same things which the window shows, emphasis is given to the lines featured. People going by the window say to themselves:

"Why, yes, I read of those lawn-mowers in the paper last night! Guess I'll take a look at them," or, "There are the sanitary garbage cans mother was reading about in Brown's advertisement. Reckon I'd better go in and get one now."

The window display strengthens the newspaper talk, and the newspaper advertising strengthens the window display. Drive them as a well-matched team, making each pull for the other.

There is nothing mysterious about preparing good, straight-from-the-shoulder, result-producing advertising, if one will say, on Tuesday morning each week, "That is my first job"; and observe the necessary steps.

**Once your advertisement has appeared in print, study it and determine in your own mind just where and how you might have improved it.**

Formulate that "where" and "how" in two or three brief sentences.

Paste the clipped advertisement in a book kept for the purpose.

Head the clipping with the date and the name of the newspaper in which it appeared.

Add your own criticisms as a footnote, in the results observed within the ensuing week.

**The next time you prepare an ad, profit by your experience and thought.**

Such a book of clipped advertisements will prove very valuable to refer to from year to year—not only valuable, but interesting.

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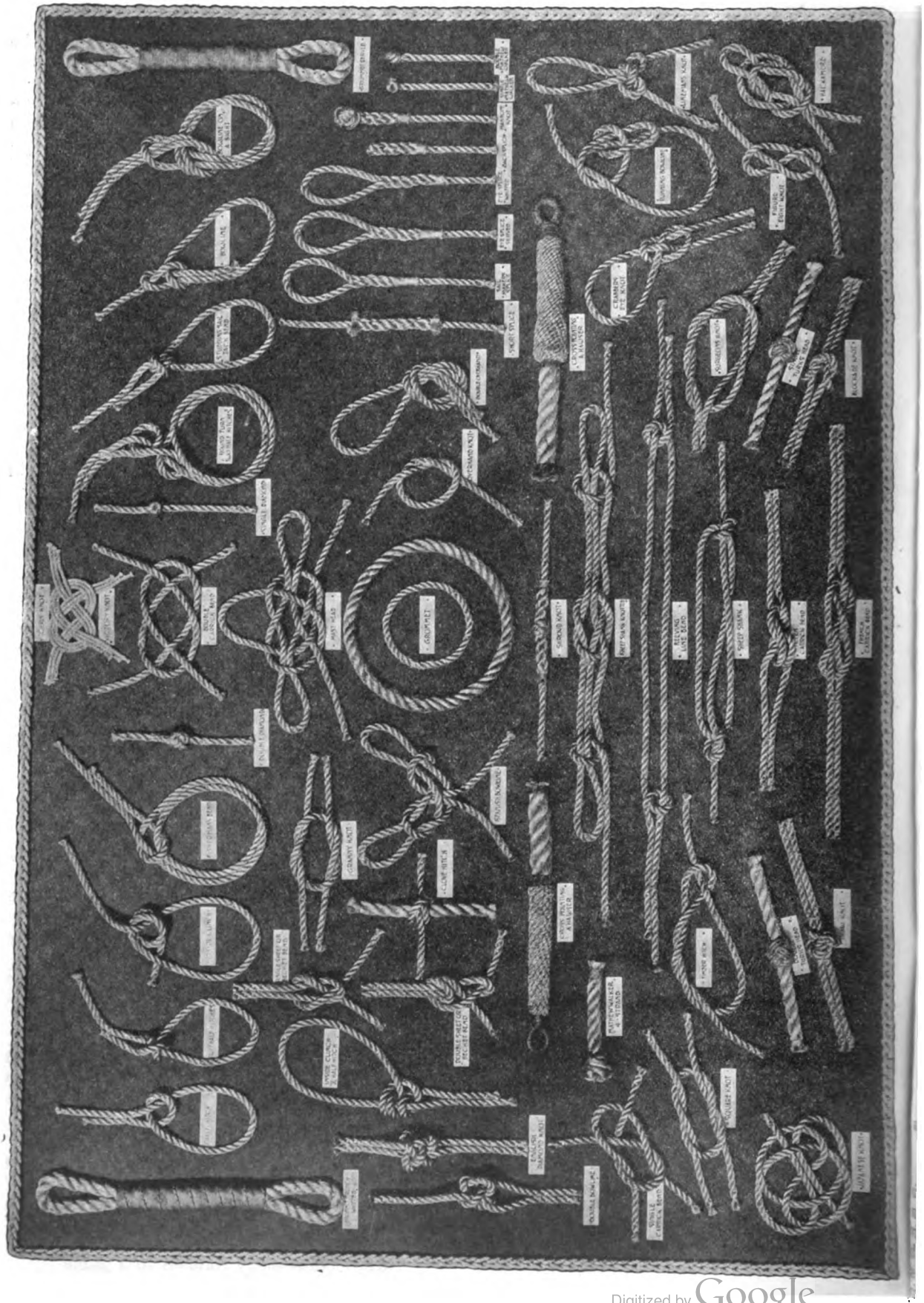
## WOULDN'T BE TRUE TO HIS NAME

"Feyther," said little Mickey, "wasn't it Patrick Henry that said, 'Let us have peace?'" "Niver," said old Mickey. "Nobody by the name of Patrick iver said anything like thot."

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Life itself is aptly likened to a game.

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## SUGGESTION FOR A ROPE SALES WINDOW

Here is an unusual display of rope that our sales window expert thinks could be utilized by merchants in their rope displays—one that will be sure to attract attention. We are indebted to the Columbian Rope Co. for this reproduction, showing the various knots used by mechanics generally. Any bright young man can easily duplicate these knots and incorporate them into a sales window of cordage products. Windows that are attractive as well as show the various uses of merchandise are very sure to prove good trade bringers.

## THE EVILS OF GOVERNMENT OWNERSHIP

One of our Illinois subscriber associate editors contributes this.

There are 1001 reasons against government ownership with its resultant strangulation of individual or national development. Here are 27 of them:

Government ownership
Discourages initiative,
Promotes autocracy,
Retards development,
Breeds paternalism,
Builds political machines,
Confiscates property,
Destroys efficiency,
Extends governmental espionage,
Perpetuates bureaucracy,
Incites bolshevism,
Creates class distinctions,
Encourages official insolence,
Impairs communication,
Delays transportation,
Makes people dependents,
Rewards incompetency,
Eliminates competition,
Creates monopolies,
Establishes wage inequalities,
Debauches the electorate,
Entices people from farms,
Discriminates against private enterprise,
Imposes high taxes,
Increases rates,
Diminishes service,
Spreads dry rot,
Provokes profanity.

"Knock and it shall be opened" doesn't apply to "knockers."

**How** few of us give thought to tact—consideration of others. It is the greatest aid to success. We doubt if success can be achieved without tact. Give the other fellow the benefit of the doubt. Do not hurt his pride; he may be sensitive and crawl into his shell and be done with you.

## WHAT A GOOD FELLOW REALLY IS

(By H. R. Isherwood)

Beauty that is only skin deep finds its parallel in the good fellowship that is only superficial.

The "good fellows" we hail from day to day, the chaps who share our cars, lunches and cigars, may after all beat their wives or starve their children.

Real good fellowship is Sincerity of Heart, Integrity of Mind, Appreciation of the Rights of Others, and Loyalty to Organization.

Many men are corking good fellows up to the point where they are called on to do their part in support of the organizations in which they hold membership. The reasons for maintaining an organization are usually just as valid as the years pass as were the reasons for joining in the first place.

The purposes of organizations are to foster good fellowship, to promote mutual understanding of ideas and aims, to insure the general prosperity of those represented, and in some instances, to provide definite benefits to members' dependents.

These are worthy purposes and, in any analysis, are of great importance.

No organization can exist unless the dues which maintain it are paid promptly. Why not pay them cheerfully? It will not do at all to let part of the membership pay and the rest do nothing. It is not fair, it's rotten. The amount of the dues is trivial as compared with the advantages provided; such dues should be paid without reluctance or procrastination.

The good fellow who is really a good fellow meets such obligations gladly because he feels not only that he is receiving value in full but also that it is unfair and subversive of good fellowship not to pay along with the rest of the members.

If there is honor among thieves, how much more should there be in the highest reciprocal relation between the members of organizations composed of gentlemen—and a gentleman is not a gentleman unless he is really a good fellow, in truth.

Business is as much a game as golf or baseball or football.

## WORLDY WISDOM

Bessie was the dearest little dog, and her mistress was passionately fond of her. One day the little girl was told by her mother that she must not see Bessie for two or three days, and then, when at the end of the time she found her dog, it was with five puppies.

"Why, Bessie," said the little mistress as the little dog leaped into her arms, "why you dear little doggie, I didn't know you were married!"

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# Big Ideas in a Small Town

(By John J. Commons, Traveling Salesman)

I DIDN'T sell my man. The reason was this: A competitor with a line almost as good as mine, beat me to the business and I was feeling just a little bit grouchy and rather pessimistic. It was one of those towns on a branch line where they have "two a day, one each way," and I had to sit in the little hotel lobby and fight flies for several hours before I could get back.

Now, if there is one form of indoor sport that I don't especially care for, it is fly-swatting when I am the center of attraction. So to escape the flies, the heat and the odor from the dining room, I strolled out into the street.

### Sizing Up the Town

It was a town with one big hardware store, one small one, two or three groceries and a general merchandise store that carried an unusually large stock of goods for a town of two thousand. I browsed around a while, asking first one town character and then another the question I am always asking relative to the activities of merchants, and of things in general that are of interest to me.

The general merchandise store was of unusual size, so I strolled in, met the proprietor, explained that I did not want to take up any of his time, but was interested in seeing what was going on—naturally complimented him on his neatly trimmed show windows, clean, well arranged stock and general air of prosperity.

"Make yourself right at home—very busy myself today; but ask the clerks anything you want to know and they will tell you."

"Thanks. With your permission, I will just satisfy my curiosity for observing the work of retail clerks."

### Called Customers by Name

A woman, obviously from the rural districts, entered. The young lady in the dry goods section called her by name and the cordiality of her voice and the sincerity of her smile undoubtedly made the lady feel she was welcome. There was no time lost in learning what she wanted, which seemed to be only a square yard of brown canvas to fix up an incubator tray.

### Offers Suggestions

"While you are here, Mrs. Brown, I want to show you some new patterns in gingham—just came in," and with that the young lady began spreading before the prospective customer pattern after pattern of gingham, and the prospect very plainly was impressed. After showing several patterns and getting the prospect to commit herself to the attractiveness and quality of the goods being shown, the young lady said:

"Ginghams like these are always staple—it is a good idea to have a few yards in the house —they make such nice dresses for the children! Now, Mrs. Brown, just as a matter of advice or suggestion, maybe you would like to have me cut off a pattern or two of these nicest pieces so you could have them around the house when you need them."

### Sold Her Four Patterns

The suggestion must have been a good one, because Mrs. Brown decided to take four patterns instead of "one or two." I saw a ten-dollar bill change hands and Mrs. Brown did not get back much change! **All of which goes to show that sales are sometimes made to people who do not enter the store to buy.**

One thing that impressed me in that store was the large number of attractive display cards that had been given prominence and the clerks apparently had been coached on the advantage of conserving their time, of making the sale easier by showing standard advertised brands and suggesting their purchase as an insurance of quality and as a guarantee of correct price.

### Reasons for Pushing Advertised Brands

Before I left that store I learned a new reason for handling trade-marked advertised lines. As I have said, the boss was a busy man —he was here, there and everywhere—there was nothing of fluster nor irritability about him. He was just plain busy, but never too busy to smile, pass the time of day, to answer the question of an inquiring clerk and to do the thousand and one things that would naturally be a part of the day's work for the owner of such a busy store in a farming community. But I did manage to get a word in edgewise, so I asked him to tell me if he would, why he featured so many standard brands.

"You may think it's funny and maybe not good policy; but a few years ago I discovered that I was spending a lot of my time and that my clerks were spending a lot of their time, and of course of my money, trying to sell goods that people didn't know anything about. I had a sort of hazy idea that I was too busy to help a manufacturer sell goods that were not worth advertising—by the manufacturer himself.

### Merchant Figured It All Out

"So I began putting in standard brands as the other kind moved out and in just a little while I had a lot of merchandise that was half sold when it went on the shelves, simply because the manufacturer had told the people through newspapers and magazines just what I was spending good money to tell them every day in the year.

### A Way of Saying It

"We have originated a little phrase here in the store that all of us use—say it in just the

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right way and the sale is cinched nine times out of ten, and quickly: 'This is the so-and-so brand—of course you know without being told what that means.' Let a clerk say that to a prospective customer in just the right tone of voice and with proper inflection and facial expression and it is just about all over except punching the cash register button."

The hour I spent in that country store taught me that all good ideas are not confined in the city skyscrapers. And when I had a little chat with the advertising manager next trip in I told him that at least one of the boys on the road would be a stronger booster for his game in the future.

That country store-keeper who taught his clerks to sell goods that were not actually called for or demanded and to save their time by pushing standard lines was an inspiration—and a valuable one, too!

**Merchant's Reputation Grows as Quality of His Goods Grow**

Not being experienced in the art of weaving flowers of rhetoric into the phrases of elegance, I have been unable satisfactorily to express a certain thought that keeps bobbing up from time to time, to the effect that "a man is known by the company he keeps"—I'd like to paraphrase that old line from the copy books of youth to convey the thought that **the reputation of a merchant grows right along with the reputation of the lines he handles.**

Maybe you will get the idea—maybe you've already worked it out in your own mind. I hope you have.

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We must settle down to real work, no question about that. The workers will win, the drones will be killed off. It is the law of the hive, and anybody who doesn't look upon business as a bee-hive is lacking in imagination. Many get stung; service alone justifies existence; the honey is sweet while it is being accumulated, and then most of it, and sometimes all, is taken away at the end of the season. Verily, brothers, it is a great life if you don't weaken!

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## SLIGHTLY MIXED

"I'm in a hurry," he said, rushing into the hardware store. "Just got time to catch a train. Give me a corn-popper, quick!" "All right, sir," replied the clerk. "Do you want a large pon-corner?" "No, just a medium sized—an ordinary porn-copper!" "How will this copponer do?" "Is that a pon-corper?" "Yes, but you're getting twisted. You mean a con-porper—no, a pern-copper! No, a—" "I mean a conporper!" "Oh, yes, a pon-corper!" "Yes, be quick! Gimme a pup-conner, and be quick!" "All right! Here's your pun-cooper."

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Carelessness and failure are twins.

## THE STUMBLING BLOCK

(By Berton Braley)

I'm the scorn of minds sulphitic of the esoteric critic
Of the little group that calls itself "Elect."
Parlor Bolsheviks ignore me and the doctrinaires all score me
For the dogmas and the schemes that I have wrecked.
Long-haired orators attack me with the thought that they can hack me
Into pieces they are certain won't be missed,
While some proudly abstract thinkers put on philosophic blinkers
Which prevent them from observing I exist.

I am dull and unromantic and the theorists grow frantic
When they find they cannot conjure me away;
I'm the block on which they stumble, I'm the thing that makes a jumble
Out of all the airy visions they display.
Though the lights of hope may beckon I'm a thing that they must reckon
Or their science and their skill will not avail,
And their ships so proudly steaming to a port of which they're dreaming
Will be thrown in wreck upon me as they sail.

I am stubborn, heavy, leaden and the thought of me may deaden
Many notions that are glorious and fair,
I'm a bore, I can't deny it, and I wouldn't even try it—
I am solid, vulgar, tiresome, but I'm there!
You can sneer and you can flout me, but you can't get on without me,
Though you suffer with convictions most intense.
For your plan won't last a minute if you haven't got me in it—
I am nothing more or less than Common Sense!

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To clothe our thoughts in others' words
May ofttimes save us labor,
But let us not forget to give
Due credit to our neighbor.
Lest, when we spill some brilliant quip,
Have set it down, or said it,
It's point is blunted when we find
That somewhere else we've read it.

Reflecting thus as I discuss
My breakfast paper mush,
I scan the host of scribes so caught
By plagiaristic rush.
But rather thus would I offend
And brave each doubting Thomas,
Than throw the gaff and save my face
Behind inverted commas.

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# Displays That Lead To Sales



The good salesman is the man who directs the thoughts of the man or the woman to whom he is trying to make a sale. He talks in such a way and shows his goods or his samples in such a way that the prospective purchaser's thoughts are just naturally led right up to the buying point.

In the case of all people it is the things that they hear or see that has very much to do with what they think about. If the same idea is presented to us in many different ways we begin to believe that the idea is true. We may not reason this out but we naturally come to the conclusion that it is so.

It is for this reason that when all sales effort, advertising, personal selling and window displays are working together, the sales become much larger. The combined effort serves to keep more people thinking more consecutively along the line of making purchases. There is not so much to cause their minds to wander.

### Building on a Central Idea

If in addition to this concentration we can also tie the thoughts up to some central idea upon which everyone can agree then we have still greater force given to our selling effort. Community Clean-up Weeks, and the like give such an opportunity, but it is not necessary to wait for some community week or any other week for that matter in order to find some central idea.

The grouping of the complete set of tools required to do any particular kind of work that people are likely to be doing at the time, the grouping of material that is needed for doing the sort of work that should be done, the gathering together of all the material and tools needed for doing any particular kind of work or job gives the basis of an excellent selling idea.

It is always easy to forget certain items if we do not have a complete printed list. For this reason the advertising and display which serves the purpose of a complete printed or written list is bound to sell more goods than one which merely mentioned one item or a few disconnected items.

One causes logical concentrated thinking and the other scattered and unconnected thinking. The result is purchases in one case and perhaps in the other failure to purchase what the person actually started out to purchase.

Everyone knows that a new idea is often able to drive an old one out of the mind and possibly postpone indefinitely the action that was suggested by the old idea.

### Making Displays Complete and Harmonious

Displays, both in the window and in the store, should always be the illustrations that go with all the other effort to sell goods. When they are looked upon in this light they are going to sell goods. When they are looked upon merely as a convenient storing of goods, they will not sell very many goods.

If a household work shop is advertised in the papers it should be displayed in the window. The complete shop should be shown already to use. In addition it will be well to show some of the things that can be done at home with a shop of this kind. Show some of the things that have actually been done with a similar set of tools and equipment in local homes by local men or boys and give the names and addresses of these men and boys if possible. This will create a considerable greater desire to possess the whole outfit than would be created if this added touch of things that have actually been made with such tools were not added. In some cases it may be necessary to show the tools and equipment in one window and the things that have been made in another.

Such a display as this usually serves two purposes. The people who have made the things displayed feel flattered to have their handiwork given so much publicity and they, therefore, naturally feel more friendly to the store that makes the display. The people who see the display receive suggestions of the value of the equipment displayed and have a greater desire to buy. They may even want to buy to find out if they can't make something better than the other people have.

### Tieing Up With National Advertising

The selling value of the display can still further be increased by making use of the national advertising that the manufacturers have done. These advertisements may be clipped from the magazines themselves, or proofs of the advertisements may be secured from the manufacturers. Each advertisement should be mounted upon white cardboard. The number of advertisements used will depend to a considerable extent upon the advertising that is being done by the manufacturers of the goods displayed and upon the number of advertised brands that are placed in the window.

These cards bearing the national advertising should be placed quite close to the window. If proofs are secured with no printing on the back, the paper proofs themselves may be pasted directly to the glass. This, however, cannot be done with advertisements that have been clipped from the magazines unless they are mounted upon cards or paper thick enough so that the printing on the back of the page will not show through.

From each advertisement run a ribbon or paper streamer to the article displayed that it advertises. No comment will be needed. The advertisements and the goods make the connection in the onlookers' mind that may be nec-

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essary to cause a decision. In such a window display as this the only cards not made from the manufacturer's magazine advertising is a card to bring out the main idea and of course the cards telling about the home made articles that are displayed.

Such displays as this can be used to help sell kits of carpenters' tools, and work benches for home use, kits of machinists' tools and little machine tools for home use, small kits of tools for any special use, garden tools (in this case the articles suggested will be replaced by garden products), soldering kits, and a great many other things carried in stock.

**Clinch Windows With Display Inside**

There are a number of ways that the appeal can be made. The tools can be featured as something which when used cut down the cost of living and at the same time furnish much needed exercise. They may be made to appeal especially to boys and to the fathers of boys for boy use. They may be made to take advantage of the greatest appeal that is at the time attracting the attention of the people, just as the necessity of feeding the world was made the special appeal for the war garden during the war.

It will be a mistake after going this far, however, not to go a little farther. If after seeing a display of this kind there is nothing to follow it up and strengthen it inside the store, a good many people who enter with their minds about half made up to buy may change them or have their attention attracted to something else as soon as they enter the store.

For this reason there should be a display similar in nature on the floor of the store. This, of course, need not be just like the one in the window, but it should carry out the same general idea. It should be designed to make the person who has entered the store want the goods shown a little more than he did before he entered. It should be so arranged as to make it just as easy as possible for the customer to ask about it and make up his mind to buy.

**Organized Effort to a Single End**

This store display will be most effective if it is placed near the door where it will be seen as the person enters and where it will be the first thing that will be seen. In order to make the largest possible number of sales, every person who sells goods knows that he must close one sale before he starts on another. If he keeps jumping from one thing to another he may cover a much larger variety of articles but he has failed to make any sales.

In the window display we have tied up the goods with the national advertising in order to secure the full power of that advertising, in order to bring back to the people who see the display the idea of possession that entered the mind when that advertisement or those advertisements were read. This will aid in getting the person thinking along the right line.

To carry out the plan of selling still further it will be necessary to have the first thing that the person sees as he enters the store help add to the desire to buy. Hence the display just inside the store. If we have someone near the display to make sales and answer questions, the




Here is an effective display of the Keen Kutter line, recently made by the Neal & Gregg Hardware Co., at Glendale. The window has the merit of neatness, precision and all-around attack upon the weaknesses of every passer-by who is interested in tools. Merchants will find that manufacturers and jobbers throughout the country are more than ready to cooperate with the retail trade in these cooperative displays.

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last link is placed and the sales will be sure to mount much higher than they would if there had been anything to run the train of thought set up by the window off the track of purchase making.

A great deal of the success connected with displaying goods depends upon keeping the buying trains of thought on the right tracks until the purchases are actually made. It is easy to mix them up, it is easy to run the thought trains into the ditch. When the necessity of keeping the same idea uppermost until the cash is in the cash register is borne in mind, however, it becomes very much easier.

## GOT HIS SCRIPTURE MIXED

A Georgia HARDWARE WORLD subscriber contributes this:

A dark-complected parson, being invited to preach a sample sermon to the Quarterly Conference to show his knowledge of the Bible, before receiving license to sky-pilot a southern flock, addressed his hearers as follows:

Once upon a time a man went down frum Jerusalem to Jericho, an' he fell among thieves, an' thu thorns growed up an' choked dat man, an' he went on and didn't have no money, an' he met de Queen of Sheba, an' she giv him a thousan' talents of gold an' a hundred changes of raiments. An' he got in thu chariot and drove furiously. An' when he wus drivin' along under a big tree, his hair got caught in a lim' an' left him hangin' dar. Yes, suh! An' he hung far forty days and forty nights an' thu ravens brought him food to eat an' water to drink. Tn' one night while he was hangin' dar asleep, his wife, Delilah, come along an' cut off his hair, an' he fell on stony ground, and it began to rain, an' hit rained forty days and forty nights, an' he hid hisself in a cave. An' he went on an' he met a man who told him "Come in, an' take supper wid me." But he said, "No suh, I won't. I done married a wife an' I cain't come." An' the man followed him in thu highways an' the byways an' compel him to come in an' have supper wid him. And he rose up and went on to Jerusalem, an' he seed Queen Jezebel sittin' high up in de window, an' she laughed at him, an' he say, "Throw her down out of thar," an' they throwed her down. And he sez, "Throw her down some more," an' they throwed her down seventy times seven, an' of thu fragments they picked up twelve basketfuls. Now, whose wife do you reckon she will be in the day of Judgment?

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The Society for the Annihilation of Profiteers, we understand, has memorialized congress for the passage of a bill authorizing a change in the spelling of the word "apparel," viz: "abarrel."

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Principles pay the best interest.

## A STUNT FOR SPECIAL SIZE BOLTS

Several dealers who carry a stock of round iron in bars are doing a thriving business in "made-to-measure" bolts.

Of course, it is impractical for a dealer to carry a stock of large bolts in every size that the public wants and calls for.

Consider the many uses for the abnormal bolt:

Tie and truss—rods for buildings.

Stud bolts for concrete construction.

Long bolts for mounting fire door hardware.

Mounting shafting and installing machinery —and scores of other uses in every locality.

There are very few dealers in heavy hardware but who have heard a dialogue something like this, spoken in their own stores: "Can you give me 50 ¾" x 30" machine bolts?" "No, but I can order them; ¾" x 18" is the longest we carry." "Can't wait for shipment by freight, and express would make those bolts cost——?"

Nine chances to one the customer goes out and has his bolts threaded from bar stock by some small machine shop or blacksmith.

Here is a way to give your customers service and enlarge your bolt business.

Get a bolt butter and install it near your stock of round iron and you can make bolts. How long? Limited only by the bar length of stock. What diameter? Limited by capacity of machine you procure.

There are many rush jobs in every locality. Contracts to be finished by a given date or a forfeit paid. New equipment to be installed in manufacturing plants in the week-end shut down. Customers are willing to pay for service and pay well, if they can procure just what they want when it is needed.

A threading machine or bolt cutter is a simple, self contained machine and can be operated by practically anyone with a little practice.

How is a special bolt made on a bolt cutter?

1. Cut off the stock the desired length.
2. Cut a thread on each end of the rod.
3. Screw a tapped nut on each end of the rod. Carry a stock of standard size tapped nuts on hand and also a stock of blank nuts that can be tapped to any size up to 2-inch.

That's all you have to do, except, tell your world that you are equipped to furnish them with "Bolts and Service."

Simple, isn't it? —Helix.

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## REEG THE RHYMER'S PLANE TRUTHS

I would say to the hardware dealers:

Give ad-VICE when needed, but don't tell AWL you know. TRY and be on the LEVEL and SQUARE in AWL your dealings.

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The way to carry a stiff load is to have a stiff upper lip.

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# Stanley Works Western Representatives

WHEN the Stanley Works purchased the Stanley Rule & Level Co. last spring and formed one great Stanley organization, the trade well knew the results would be far-reaching and that the Stanley name and Stanley Works were destined to ever-increasing importance in the hardware field.

Thus the announcement that after the first of the year the Stanley Works will maintain their own selling organization in the far West, although of distinct interest is by no means unexpected. As a matter of fact, the reorganization of the far western sales arrangements by the Stanley Works is a step made practically necessary by the tremendous increase in the volume of sales to be handled and in the demands upon the sales representatives.

### No Change in Sales Policy

R. N. Peck, vice president of the Stanley Works, has emphatically stated that the only change in the sales policy of the company will be that they will have their own direct representatives in the West who will represent no other line. Otherwise no other changes in their relations with the trade will be made.

section of the country and all over the world, nevertheless there has never been any change made in the western sales arrangement, Mr. Rowntree having been the only manufacturers' agent in tne United States to represent the Stanley Works.

With the consolidation, however, and the additional lines of rules, levels, planes, bit braces and hammers manufactured by the Stanley Rule & Level Division, it was thought advisable to have their own sales organization.

### Representatives Are Veterans

In planning the new organization to handle the territory from Denver and El Paso west, out of the goodness of his heart and the wealth of his associates, Mr. Rowntree has turned over to the Stanley Works two of his very ablest lieutenants, L. M. Knouse of the San Francisco office, and Bruce Findlay, Seattle representative. Beginning the first of the year, Mr. Knouse will represent the Stanley Works in Los Angeles and Mr. Findlay will handle the Northwest.

At the San Francisco office will be S. V. Armstrong, the kindly, efficient friend of the western hardware



Straightforward in all business and social relations, L. M. Knouse typifies those things which should be the ideal of every American business man. He generously gives "Uncle John" (as he is affectionately known by the Rowntree organization) a large share of credit for the methods on which he has built a sterling business career.



Bruce Findlay is another member of the Rowntree organization who helped to develop the Stanley Works trade in the West and who will hereafter devote himself to their products exclusively, maintaining the same trade policy that has won the confidence of the buyers and merchants. He adds much strength to the organization.



"Sam" Armstrong as the trade affectionately calls him. His name is a synonym for all that goes to make a true, fine and honorable business man, and we use those words in the most comprehensive manner. We have yet to hear of anyone, buyer or competitor, making a disparaging remark about him.

It is but natural that arrangement should be made to carry on the new organization through men who know the problems of distribution, and who are thoroughly familiar with the territory, and tried and true in representing Stanley products. It is further natural that these men and their principals, who have been so happy, so highly respected in their business dealings and their trade relations up to this time should maintain the same standards of practice and the same policies that have characterized them in the past.

For 31 years John T. Rowntree and his sales organization have ably represented the Stanley Works in the West. So efficient and so sufficient has been the Rowntree organization that although the Stanley Works have their own sales representatives in every other trade who has hitherto so notably represented the Stanley Rule & Level Co.

Each one of these men is a veteran in the hardware trade, each having worked up to his present position by his own efforts through long years of experience in both the retail and wholesale trade. If we were to name a hall of fame to include the outstanding personalities in the western trade, we could not afford to omit either of these three. They are thoroughly representative of the highest type, admired, respected, looked-up-to by those with whom they do business, by their competitors and by their fellow men in every walk of life.

These three watchers and workers on the western frontier will have a huge organization behind them

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which will be growing constantly, whose greatest problem will be in distribution, to increase volume and decrease costs. The Stanley Works is now a $15,000,000 corporation embracing within its organization 21 manufacturing plants and putting on the market a complete line of carpenters' and other tools as well as wrought steel builders' hardware.

L. M. Knouse decided on the hardware business as a career when a boy in Indiana. Realizing that nothing or no one can grow without room, he went to Chicago as a clerk in a retail hardware store and later as order clerk with the old jobbing and manufacturing house of C. Sidney Shepard & Co. Promoted through various positions, he became manager of their Denver branch house. Seventeen years ago, John T. Rowntree paid him the compliment that he has paid to so many other outstanding young men of the trade by asking him to become a member of his organization. He managed their offices successfully at Denver, Portland and San Francisco in his years of service.

Bruce Findlay was a Canadian by birth and had his early training in the retail hardware business in Vancouver, B. C., where he was an employe and later proprietor of a retail store. Moving to Seattle he was for a while a jobber's salesman. Seven years ago Mr. Findlay joined the Rowntree organization and took charge of the Seattle office, where he has ably conducted himself and the affairs in his charge.

S. V. Armstrong, native to Knoxville, Tennessee, traveled through the South for Sargent & Co., and finally moving west operated a retail business in San Francisco for some time. Later, joining the sales force of the Stanley Rule & Level Co., he made his home in New Britain. The lure of the West and his warm friendships took him back to San Francisco, where he has represented the Stanley Rule & Level Co. for a number of years, covering the western territory.

Although there are these changes in name and position, the trade will understand there will be no change in personality or in the spirit of the business relationship or the trade policies that have characterized the affairs of the John T. Rowntree organization, the Stanley Rule & Level Co., and the Stanley Works up to this time.

## HE IS JUST AWAY

I cannot say and I will not say
That he is dead, he is just away,

With a cheery smile and a wave of the hand
He has wandered into an unknown land

And left us dreaming how very fair
It needs must be, since he lingers there.

And you, oh you, who the wildest yearn
For the oldtime step and glad return,

Think of his faring on as dear
In the love of there as the love of here,

And loyal still as he gave the blows
Of his warrior strength to his country's foes.

Mild and gentle as he was brave
With the sweetest love of his life he gave

To simple things. Where the voilets grew,
Pure as the eyes they were likened to,

The touches of his hands have strayed
As reverently as his lips have prayed,

When the little brown tnrush that harshly chirred
Was as dear to him as the mocking bird

And pitied as much as a man in pain,
A writhing honey bee wet with rain.

Think of him still as the same, I say;
He is not dead, he is just away.

—James Whitcomb Riley.

## SUCCESS DEPENDS UPON WISE CHOOSING

All success in life, all business success depends upon wise choosing.

Failure is the result of choosing unwisely.

Life is one continuous series of choosings, decisions.

When we start going to school we have to choose whether we shall apply ourselves diligently to our studies or dodge them.

When we start work we have to choose whether we shall make it our first consideration and apply our whole selves to it, or whether we shall treat it as secondary to having a "good time."

In our youth we have to choose between giving rein to our appetites or keeping them under control.

Every human being is early confronted with the problem of choosing what line, or mode, of life to adopt.

Does it not seem to you, on reflection, that the reason why we make so many poor choices is that we do not attach adequate importance to each choice we make?

Do we not often tell ourselves that it is entirely unimportant whether we choose one course or another?

Life can be likened to a mosaic. Each particle is small, but whether the whole mosaic is a masterpiece or a hideous monstrosity or merely mediocre depends upon whether its builder chose each particle wisely or unwisely.

You and I are mosaic workers.

Each day we have to choose a certain number of particles to be fitted into the framework of our lives.

Although we may not fully realize it, the beauty or the ugliness of the product depends on the choice we daily make of the kind of particles we use.

Our choices are actuated by what we are, by what we have stored in our heads, by what we have in our hearts, by how we have disciplined our bodies, by how we have shaped our ambitions.

Our choices, in short, reflect ourselves.

To make right choices we must strive to make ourselves right.

—Forbes Magazine.

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It is alright to look out for the pennies, but learn to think in terms of dollars, and thousands of them. The man who holds a penny so close to his eye that he cannot see the sun, will never discover the wealth which lies all about him.

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Many a man fails because he has no goal—no definite object which he is working toward, or if he has an object it is one to be achieved in a day or a week. The port which determines your destination is the distant one.

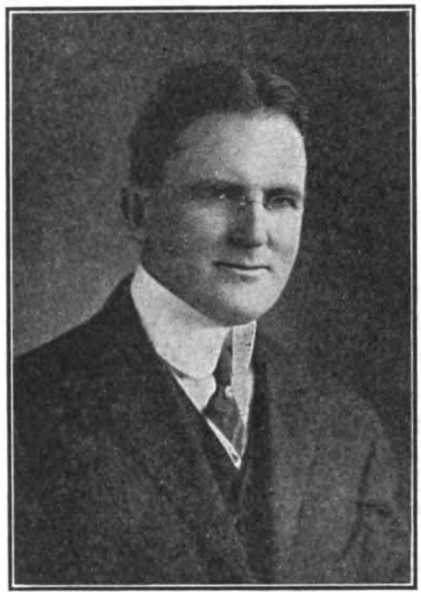
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# Denver as a Jobbing Center

(By Frank A Bare, President Tritch Hardware Co. and Chairman of the Jobbers' Bureau, Denver Civic and Commercial Association)

GEOGRAPHICAL and economic conditions invariably tend to produce in a given area one large jobbing center. In the Rocky Mountain region this jobbing center is Denver. The territory covered by Denver jobbers presents this outstanding feature—it is partially developed country. Because of this fact the relation of jobber and dealer is one of steady cooperation based upon mutual personal interest.

The retail merchant is engaged in building up a community, and the jobber is pledged to aid him in every possible way. Their objects must be mutual and their efforts must be made in a cooperative way. It must be team-work. The first business of the jobber, therefore, is to thoroughly and carefully study the economic and industrial conditions of this rapidly developing territory which he serves. It is then his further duty to stock, and keep a complete assortment of the merchandise that will fully meet the needs and requirements of all the local conditions.



### Have Cooperative Spirit

Because of their pride and mutual interest in the growth and development of the Rocky Mountain territory, the dealer, traveling salesmen and jobber work together in a spirit of cooperation that reminds one of that old pioneer spirit when the aim of all was the upbuilding of this mountain country.

Denver jobbers stand ready to forward any community movement in this Rocky Mountain region. This cooperative work is facilitated by the following conditions:

First. An intelligent understanding of the requirements of the territory on the part of the Denver jobber, based on the careful study of the economic and industrial conditions of the community.

### Large Stocks—Quick Service

Second: Large stocks of merchandise are carried which completely meet these requirements. Every item carried by the retail merchant throughout Denver territory is carried in volume by some Denver jobber. These large and complete stocks are equal to any demand, whether emergency calls by long distance or telegraph or those coming through the regular channels of mail order or traveling salesmen. In any case quick shipment is assured.

Third. Doing business with Denver jobbers enables the dealer in this Rocky Mountain region to conduct his business on less invested capital and to turn his capital more frequently. It is not necessary for him to carry a large stock of any item, because he can so quickly replenish his stock from a Denver jobber. He knows that a long distance message or a telegram will bring speedy results. Many points in this region are served within twelve hours, where shipment from other jobbing centers would require from two to four weeks. It is an interesting fact that Denver jobbers carry in their warehouses merchandise to the value of $35,000,000.

### Lower Freight Cost

There never was a time in commercial history when as much capital was required to conduct a business as now. This makes the investment and turnover problem all the more serious. These conditions make it necessary for the merchant to secure his supplies as near home as possible. The difference of just a few days in length of time required to receive goods figures into a big thing when multiplied by the number of shipments made throughout the year. The Denver jobber is prepared to give quicker service and lower freight cost than other jobbers serving the Rocky Mountain region. Railroads branching out in every direction from Denver make prompt shipments possible. Nine trunk lines and their connections radiate out of Denver, aggregating more than 10,000 miles in the territory served. Of the railroads which cover the West, Denver is the center, with nearly 200 trains, carrying to remotest communities in Denver territory supplies of merchandise, and hundreds of Denver salesmen cover this territory frequently, regularly and thoroughly. They are thus enabled to establish a relation of personal interest, which is of tremendous advantage to both the retailer and jobber. These traveling salesmen have their homes in different towns in this Rocky Mountain territory. They are thus personally interested, together with the retailer and jobber, in building up and developing Denver territory.

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## LEARN SELF CONTROL

(Copyright by Napoleon Hill)

You can never become a great leader nor a person of influence in the cause of justice until you have developed great self-control.

Before you can be of great service to your fellowmen in any capacity you must master the common human tendency of anger, intolerance and cynicism.

When you permit another person to make you angry you are allowing that person to dominate you and drag you down to his level.

To develop self-control you must make liberal and systematic use of the Golden Rule philosophy; you must acquire the habit of forgiving those who annoy and arouse you to anger.

Intolerance and selfishness make very poor bed-fellows for self-control. These qualities always clash when you try to house them together. One or the other must get out.

The first thing the shrewd lawyer usually does when he starts to cross-examine a witness is to make the witness angry and thereby cause him to lose his self-control.

Anger is a state of insanity!

The well balanced person is a person who is slow at anger and who always remains cool and calculating in his procedure. He remains calm and deliberate under all conditions.

Such a person can succeed in all legitimate undertakings! To master conditions you must first master self! A person who exercises great self-control never slanders his neighbor.

## YOU CAN'T AFFORD TO SELL CHEAP PAINT

There is no question now that cheap paint never pays. However, many people have always insisted they would rather put on cheap paint and repaint oftener than to pay more for a more durable, lasting paint in the first place.

Granting that there may have been slight grounds for such reasoning some years ago, when painters could be employed at 30 or 40 cents an hour, can there be any question about it now that painters must have 80 cents to $1.25 an hour?

With labor cost so greatly exceeding the cost of paint, shouldn't every paint dealer make it his business to convince the customer that the best grades—the most durable, lasting paints—are cheapest in the long run?

To put it another way, can a dealer escape criticism and the probable loss of his customer's trade if he doesn't make every honest effort to show him that a second or third grade paint is not a good investment, because it costs just as much to have it applied as the very best grade, and it cannot be expected to give nearly the same service and wear.

In short, cheap paint plus 100 per cent labor cost is dearer from a service standpoint than first grade paint plus 100 per cent labor cost.

## MERCHANTS SHOULD READ HARDWARE TRADE JOURNALS

(By W. C. Cole, Former President Missouri Retail Hardware Association)

The hardware dealer who reads the trade journals is always abreast of the times because he reads about what the other fellow is doing. The pages of the trade paper are the meeting place of many hardware minds on subjects that are interesting and instructive to all dealers. The hardware trade paper is to the average merchant what the post-graduate course is to the college student.

It is the place wherein the exchange of ideas occur, and it is an all-year-'round convention of the best hardware merchants of the country.

Through reading trade journals we have become personally acquainted with many of the best hardware men in the country, and we enjoy these friendships more than we can tell.

The trade paper is also the modern market place. Years ago it was necessary for the hardware merchant to go to market once, twice or even three times a year, and visit the larger cities, in order to buy his supplies and see what new goods had been developed during the year. Nowadays all the goods are announced through the advertising pages of the trade papers, and instead of the merchant now going to market once or twice a year, the trade papers come to him many times during the same period of time, and thus he is enabled to study closely the market conditions for the future and adapt and add to his stock new goods to take care of the growing demand.

The trade papers are entitled to a great deal more credit than they have received for the development of the hardware business during the past twenty years. Show us a live hardware merchant today and we will show you a man at whose desk arrive many trade papers. By constantly studying the pages of the hardware journals you will be able to advertise your business to better advantage. You will learn much about cost accounting, because of the experience of other merchants, and you will eventually be able to select the right location.

They will help you to keep your stock in proper shape, and many new ideas suggested about window trimming will produce additional profit for you at the end of the year.

Here are some of the things which we have learned by our constant study of the hardware trade journals:

We have learned to do better advertising. We have learned much about credits and collections. We believe our window displays are better than they used to be because we have watched through the trade journals what other hardware men have been doing.

"It cannot be done," cries the man without imagination. "It can be done, it shall be done." cries the dreamer.

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**60% to 80% Profit For the Dealer Who Handles This Perfect, Easy Working, Non-Sticky Wall Paper Cleaner.**




**Put Up in 14-oz. Cans, Packed 3 Dozen Cans to Fiber Case. Also Packed in 20-oz. Cans and 10-lb. Pails.**

**The Largest Seller on the World's Market Today**

**Can Be Ordered in Various Quantities to Suit Your Needs**

# The Fastest Selling Specialty for the Paint Dealer

**EACH CAN OF ABSORENE THAT LEAVES YOUR STORE WILL MAKE THE BUYER HAPPY—AND HE'LL PURCHASE MORE**

The dealer who handles ABSORENE has the support of an intensive national advertising campaign to the consumer, educational in scope and continuous thruout 1920 and 1921.

Our practical "dealer helps"—the sterling quality of the product—the convenient size of the package—the liberal profit, make ABSORENE the ideal seller for the paint man.

**LITHOGRAPHED SHOW CARDS PACKED IN EVERY CASE**

**Write your jobber or direct to us for our liberal dealer proposition**

## HRH, THE TWIN SISTER TO ABSORENE

**SPECIAL OFFER ON ONE GROSS TRIAL ORDER**




Order ONE GROSS of HRH from us direct. The price will be $12.00 east of Rocky Mountains and west of New England states—we will allow the freight. Pacific and Atlantic Coast states will require a price of $14.00 to cover freight. With this first gross only, we will give

288 FREE SAMPLE PACKAGES of HRH.
200 four page FOLDERS to advertise HRH.
Several Lithographed SHOW CARDS.
THREE FIBRE BANNERS, size 12 by 40 inches.

HRH retails at 15 cents per package and you get twice as many sample packages as your purchase of full sized packages—The samples always sell the goods.

Good for balance of year 1920 only. Only ONE GROSS to a customer—One time only on this deal—Our profit is too limited to sell this trial lot through the jobber. You can't make a mistake on this deal—You could use a gross of HRH in your own home and store within a year, for general house work—As a CLEANSER and Clothes Whitener, etc.

**THE ABSORENE MFG. CO. - St. Louis, U. S. A.**

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## ENAMEL AND VARNISH PRODUCTS BRING THE WOMEN'S TRADE

There is no commodity that so appeals to the housewife, especially in these days of high cost, as a line of enamel, varnish and paints that the dealer can thoroughly recommend.

Successful merchants who are giving any attention at all to the sale of such products, enthusiastically bear witness to the fact that it is one of the easiest and most satisfactory lines to sell to every woman who takes pride in her home and likes to feel that she can touch up or re-enamel a chair, a stand or a table.

It is a satisfaction to know that she herself can do the work without having to send for the painter, who will "muss up things terribly."

In fact this appeal need not be confined to the women folk of the household, but nearly every family has one or more boys of an inventive turn of mind, who like to make things for the home, for mother and for sister, and when they can finish them complete with paint, varnish or enamel them to match the rest of the furniture or the woodwork, they are enthusiastic customers.

This is trade that can be easily had in addition to the daily opportunity to sell to your regular customers for their usual needs.

Every manufacturer is glad to cooperate with merchants in furnishing window displays, sales helps and advertising campaigns.

This work may be done at this season of the year as well as at any other. In fact, the disagreeable weather outside in many sections makes this an ideal time to feature these products. Practically every hardware merchant handles these lines to a certain extent, and it will pay him to give far greater attention to them than has usually been his custom.

Now is the time to get ready.

## YOUR WINDOWS WILL DO THIS FOR YOU

Urging people to buy at your store—that is business. You haven't the time to stand out on the sidewalk and personally talk with each passer-by, inviting them to come in and spend their money with you. But you can make your windows do this very thing.

Manufacturers of the goods you sell will help you to dress your windows and make them so attractive that they are bound to pull money in off the street for you.

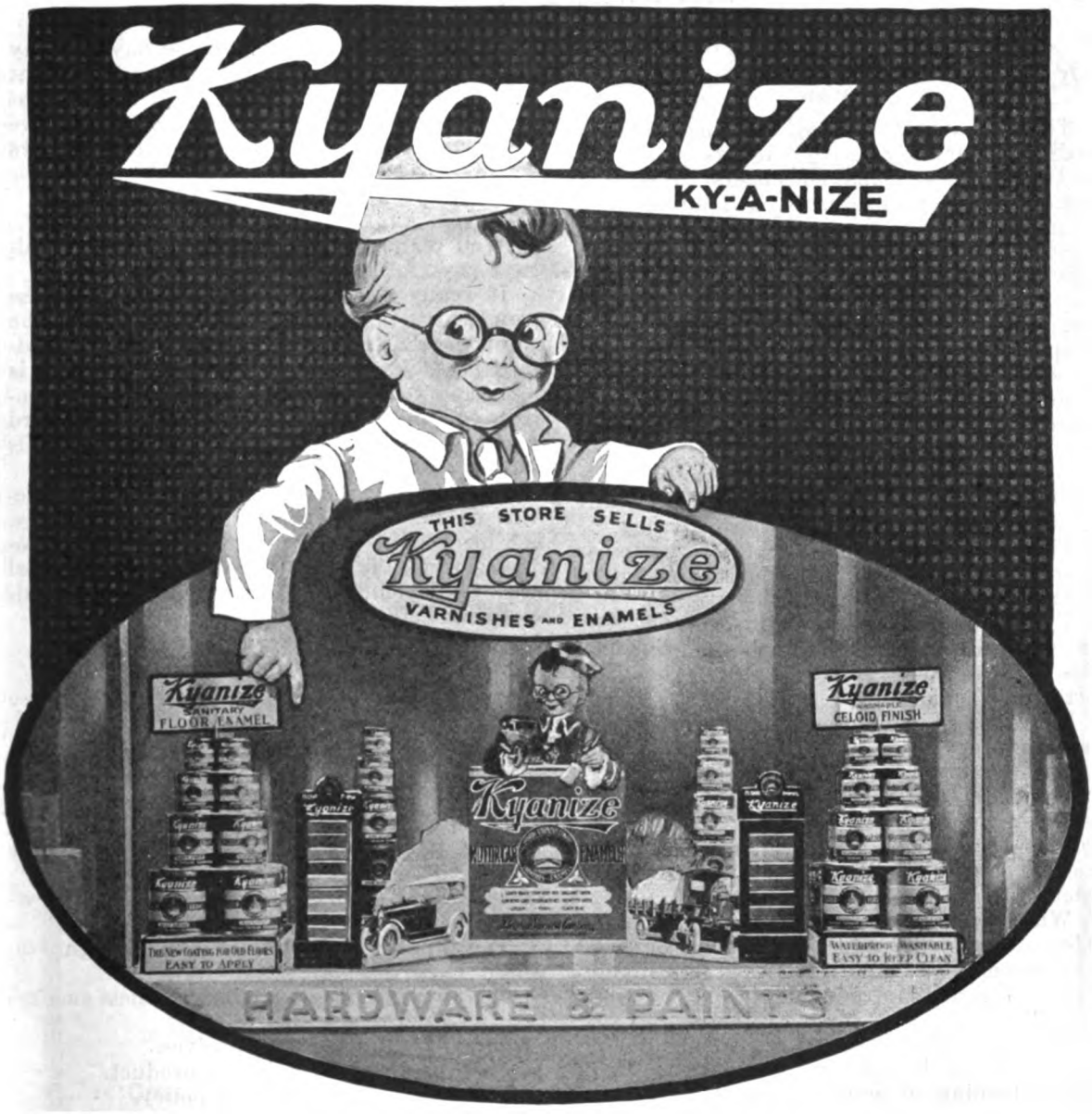
Just ask them for sales and window trimming help and material and see.

**Robert H. Treman, president of the National Hardware Association, believes there will be no change in prices until next spring or summer, when the general public should begin to feel the effects of the decline. He believes if the immigration continues at the present rate, it will tend toward lower wages.**




**Here is a suggestion that merchants can adopt in featuring their paint, varnish and enamel products.**

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## "One Dealer Only Gets the Benefit of My Services" — *Winthrop Wise*

More extensive and more powerful than ever are the advertising plans we have devised for our Exclusive Agents this season. In addition to a stronger magazine campaign there are smashing new displays, cut-outs and signs, including Winthrop Wise, the twenty-four-hour-a day salesman.

## VARNISHES Kyanize ENAMELS
KY-AN-IZE

Quality goods that build up a quality business, backed by an unusual, original advertising proposition. For one dealer only.

**GRASP THIS OPPORTUNITY—HUSTLING DEALERS**

Only one aggressive merchant in each locality reaps the harvest. You should be the man. If there is no Kyanize Agent near you—write for details—NOW—Today.

**CHICAGO**
Office and Warehouse
519 W. Roosevelt Rd.

**BOSTON VARNISH COMPANY**
Everett Station 49, Boston, Mass., U. S. A.

**SAN FRANCISCO**
Office and Warehouse
269 Eighth Street

**WESTERN WHOLESALE DISTRIBUTORS**

Bogardus, Wickens, Limited
Vancouver, B. C.

Campbell Hardware Company
Seattle, Washington

Timms, Cress & Co., Inc.
Portland, Oregon

Sunset Paint Company
Los Angeles, Cal., and El Paso, Tex.

Ogden Paint, Oil & Glass Co.
Ogden, Utah

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## WHO PAYS FOR ADVERTISING?

**If Properly Planned, It Taxes No One and Pays for Itself**

There is a great deal of misconception regarding advertising as it affects prices of goods. A great many consumers think that because of the expense involved in advertising, an article advertised must necessarily cost more. Some dealers use this point as an argument in selling an unknown, unadvertised item. They tell their customers that because no money is spent in advertising they can sell it cheaper than the price its advertised competitor sells at, thereby saving the customer money. A superficial view of the matter would indicate that this line of reasoning is correct, but a sincere study of the facts pointed out in the following article from Bulletin No. 20, issued by Armour & Co., will convince any thinking person that such a view is wrong.

The dealer doesn't pay for it—the customer doesn't pay for it—and it is not taken out of the goods.

Two minutes' reading will prove to you that these are indisputable facts—and in a few lines we can show you conclusively how advertising is paid for.

Take, for example, a certain breakfast food manufacturer.

Last year their gross sales amounted to approximately $123,000,000 and $1,000,000 was spent in advertising.

This figures out that the advertising cost one cent in every dollar and twenty-three cents order.

Which would you rather pay—$1.23 for an order of nationally advertised goods, or $1.22 for the same items, unadvertised, practically unknown, figuring introductory work by your clerks?

Of course, that question is a foolish one on the face of it because your experience with rapidly turning advertised goods is daily proof of what your answer would be if that 1 cent difference were several times greater than it actually is.

The fact is, you don't even pay the penny of advertising cost per order of $1.23.

Advertising itself made it possible for this manufacturer to sell you these products to be accepted by the housewives of America, so that his overhead expense is greatly reduced by the volume production advertising has made possible. Your overhead is reduced because the goods are more than half sold to customers before they reach your store.

The cumulative good effect of national advertising has enabled us to deliver dealer and consumer a quality unquestioned—at a price only possible because more people, every year, are satisfied with their value and prove it to both of us by patronage.

The housewife does not pay for this advertising because she gets more quality for less money than she would otherwise have to pay—you do not pay for the advertising because it returns you many times its small fraction of your invoice in quicker-turn profits—and we do not pay for the advertising because it pays us.

"Who pays for the advertising?"

No one is taxed with it.

Well planned, country-wide advertising always pays for itself.

It really does make two blades of grass grow where there would be but one—and the salesman who tells you his house "puts the advertising dollars into the goods themselves" is admitting that his firm is out-of-date, unprogressive and selfish—because it takes hard work to introduce unadvertised goods. His house wants you to bear the selling burden.

For the day has passed when the housewife will take any new product unquestioningly. She has to be "sold" on those unknown products, which is time consuming educational work that should have been done for you by advertising before she entered your store.

## CONFIDENCE

Confidence is the basis of all satisfactory and enduring trade; of life itself.

The maid has confidence in her lover.

The matron has confidence in her husband.

The babe has confidence in its parents.

The sick man has confidence in his doctor.

The business man has confidence in his lawyer.

The capitalist has confidence in his investments.

The club man has confidence in his organization.

The first law of outstanding business success then is—Confidence!

First—Confidence in ourselves.

Second—Confidence in our product.

Third—Confidence in our policy.

Fourth—Confidence of the public.

Fifth—Confidence in our executives.

The successful business is that in which these units of confidence are complete and coordinate. And without these, enduring success is not possible.

## BUT WHAT'S IN A NAME?

Now that the nation is dry, an enterprising dopeologist has compiled the following for the benefit of the disconsolate "wets"; Rye, N. Y.; Bourbon, Ill.; Green River, Ky.; Cliquot, Mo.; Champaign, Ill.; Brandy Keg, Ky.; Brandy Camp, Pa.; Brandy City, Cal.; Port, Okla.; Sherry, Tex.; Brandywine, W. Va.; Ginn, Miss.; Wine, Va.; Tank, Pa.; Booze, Tenn.; Drinker, Pa.; Aqua, Va.; Vichy, Mo.; and Lithia, Fla. Take your choice.

The Roemer Hardware & Implement Co. has remodeled and enlarged its store at Hartford, Wisconsin.

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# Tamms RELIABLE FIVE Products

**Silver Bond Silica** 25% added to Pure White Lead and Pure Linseed Oil increases the life of the paint and prevents chalking, peeling and blistering.

35% Silver Bond Silica and 65% Pure White Lead thinned with Flatting Oil produces a beautiful soft tone, sanitary Flat Wall finish. Will stand severest washing test.

SILVER BOND SILICA is as smooth and fine as white lead—and mixes easily on account of its extreme fineness.

Prices F. O. B. Tamms, Ill.

6 Barrels—1¾c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Very Important**—Write today for "Silica Catechism," it contains valuable formulas for mixing your own better paint at lower cost.

**Golden Yellow Ochre** insures superior results because of its strong and clear tinting qualities. It is the Peer of all American Ochre and is very finely ground to a smooth, even texture.

Prices F. O. B. Tamms, Ill.

6 Barrels—2¼c per lb. I barrel—3c per lb. New paper lined barrels extra, $1.25 each.
300 pounds to the barrel.

**Natural Gray Ochre** is a natural, not a compounded color, producing beautiful gray tints of any shade desired. Very finely ground and strong in tinting qualities.

Prices F. O. B. Tamms, Ill.

6 barrels—1¾c per lb. 1 barrel—2½c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Danish Gilders Whiting** is superior to the English Cliffstone Whiting for Kalsomine, Fresco and Putty, because it is finer, whiter and more carefully prepared in grinding.

Prices F. O. B. Tamms, Ill.

6 barrels—1½c per lb. 1 barrel—2¼c per lb. New paper lined barrels extra, $1.25 each.
350 pounds to the barrel.

**Oran Venetian Red** a very strong, clear Red Color that gives your tints a special individual tone. Very durable.

Prices F. O. B. Tamms, Ill.

6 barrels—4¼c per lb. 1 barrel—5c per lb. New paper lined barrels, $1.25 each.
400 pounds to the barrel.

**Send us your next order—Buy direct**

## TAMMS SILICA CO.

**Stock Exchange Bldg.**
**CHICAGO, ILL.**

**MINES AND MILLS**
**TAMMS, ILL.**




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## ST. LOUIS ACCESSORY SHOW

The Third Annual Exhibit of the Accessory Division of the American Hardware Mfg. Assn. will be held at St. Louis, Mo., Nov. 30, Dec. 1, 2 and 3, just as this issue is going into the mails. Nearly 300 booths are being erected at the St. Louis Coliseum for the use of the associate members of the association, and everything points to a record breaking attendance.

In conjunction with the Automotive Equipment Association show at Chicago in November, these two great buying opportunities draw visitors from the length and breadth of the United States and from Canada and the southern countries.

Automobile accessory manufacturers are finding that complete distribution for them means catering both to the hardware and automobile trade. Each has its place and each one is an important factor. As a matter of fact, the importance of the hardware merchant, both wholesale and retail, in distributing automobile accessories is growing constantly and rapidly.

During these times of lull and uncertainty in the automobile business the hardware merchant is stepping in, with his steady resources, level head and his shrewd buying and selling experience to tide the automotive accessory manufacturer over the uncertain times.

The year 1921 will particularly favor the hardware merchant who features his automobile accessory stock, for this is the year when renewals and auxiliary appliances of a useful, economical and life-prolonging character are going to be especially to the fore. It is going to be much easier to sell a man a can of enamel, a quart of radiator fluid or a new tire than it ever was before, for he is not going to buy his annual "new model."

The automotive industry increased 750 per cent in the last five years. Who can expect a very permanent slowing down?

With 8,000,000 motor vehicles in the United States, it requires 1,000,000 or more cars annually for replacement purposes alone, and the opportunity for accessories is correspondingly great.

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A. E. Ganaway is the new manager of the North Brothers' hardware and implement store at Gilbert, Arizona. Mr. Ganway was formerly at Phoenix.

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The F. E. Clough Hardware Co. has been reorganized at North Fond Du Lac, Wisconsin, and will handle a full line of household goods, specializing on heating stoves and farming implements.

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J. B. Leonard and his son, John F. Leonard, are the new proprietors of the former business of George Imhoff at Folsom, California. This business dates back to 1857, during the gold mining days.

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Fire, believed to have been of incendiary origin, recently destroyed the hardware establishment of the W. L. Shearer Co. at Toppenish, Washington. The loss was estimated at $37,000, which was covered by insurance.

## WANTED—SUNSHINE SPREADERS

Shut a new-born baby up in a dark room, away from light and sunshine, and in a comparatively short time it will go blind.

Shut a merchant's stock up in a dark dingy room, with poor ventilation, little light and no sunshine, and if his business does not die, it might far better, because it will always be puny and ailing.

It makes no difference whether you are a Christian Scientist, or a shouting Methodist or a water-way Baptist, the fact remains that the human family never thrives on despondency and gloom. To be at our best, we demand sunshine in our business, in our home and in our lives. Physicians tell us that certain people are so physiologically, so chemically, physically constituted, that while comparatively well themselves, they are spreaders of certain diseases, more particularly typhoid fever. We do not know about that, we leave the guessing to the licensed guessers, but we do know that if a man would be successful in business, he must be a Sunshine Spreader.

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## RELIANCE LOCK WASHER ASSORTMENT



The Reliance Manufacturing Co., at Massillon, Ohio, is particularly featuring its hardware and garage lock washer assortment illustrated herewith. This is a substantial receptacle which can be refilled as needed, containing 4000 of the most useful sizes of washers in thin, medium and heavy sections of every bolt size from No. 4 screw to 1-inch bolt.

The merchant who deals with machine shops, garages and manufacturing concerns using bolts and screws to a large extent, will realize the value of such an assortment as this. Any merchant who cannot get the assortment from his jobber should notify the Reliance Manufacturing Co., at Massillon, Ohio, or one of the company's branches at New York, Detroit, Cleveland or San Francisco, California.

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Walters Bros. have bought the stock of the Casselton Hardware Co., at Casselton, North Dakota.

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Wallace Hedrick has purchased the interest of Mr. Mitchell in the well known firm of Mitchell & Harris at Rupert, Idaho, and has already assumed the duties of co-partner.

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The Kerman Hardware Co., at Kerman, California, has over 5400 square feet of floor space in its new building devoted to the display of shelf hardware, stoves, household goods and furniture. The machinery department of the Kerman Hardware Co. is located in a separate building.

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# Why the Dividing Line?



IT doesn't exist. There is no longer a dividing line between tire selling seasons.

More and more the motor car is proving itself a necessity the year around, and the alert dealer who keeps his stocks right up to the minute and who—and this is more important—keeps pushing tires and advertising them right through fall and into winter, is the man who is cashing in the heaviest.

Go right after this fall and winter business—don't wait for it to come to you or perhaps drift by your door. There is a lot of it and with a dependable, popular, nationally-advertised and nationally-trusted tire like Diamond you can run up that "total year's sales" to a figure that you never thought possible.

THE DIAMOND RUBBER CO.
Incorporated
*Akron, Ohio*

# Diamond Tires


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## PUSH VS. PULL IN SELLING

In selling there are essentially two methods —the method of push and the method of pull.

The older industries—the steel industry, the textile industry, the food industry—were well established on the method of push, which involved the idea of pushing the merchandise by personal sales efforts from the manufacturer to the jobber, thence to the retailer and thence to the consumer, who accepted what was offered him. When the supply catches the demand the system breaks down and the manufacturer who has not entrenched himself with the consumer finds his merchandise backing up.

Today as never before the method of pull, or the method of advertising to the ultimate consumer, is accepted by old concerns and old industries as a fundamental selling method. In the past five years there has been a remarkable growth in advertising volumes in all the leading industrial classifications.

This growth was probably stimulated by war conditions, but a study of advertising convinces us advertising is on a sound foundation and the increase in volume is the natural evolution of increased appreciation of the strongest selling force.

In 1919 the aggregate expenditure of the 100 largest advertisers exceeded eleven and a half million dollars, and showed an increase of approximately one-third over the expenditure of the 100 largest advertisers in 1918.

Advertising is proving advantageous to the manufacturer.

It must also work to the advantage of the ultimate consumer — otherwise manufacturers would have failed to build permanent markets and would not be able with each succeeding year to spend more in advertising.

### Proved Advantage to Distributors

It must also have proved to the advantage of distributing factors, otherwise sales resistance would have nullified the manufacturer's efforts. Authoritative figures are lacking, but we are under the impression that with the exception of a few concerns that grew great before the development of advertising, those jobbing and retail establishments are showing the most rapid and most stable growth that take advantages of market opportunities created by the manufacturer's advertising.

## HE KNEW THE PLACE

"Now, boys," said the teacher in the juvenile Sunday school class, "our lesson today teaches us that if we are good while here on earth, when we die we will go to a place of everlasting bliss. But suppose we are bad, then what will become of us?"

"We'll go to a place of everlasting blister," promptly answered the small boy at the pedal extremity of the class.

## THE SONG OF THE CATALOG FIEND

(Dedicated to the man who "makes" the catalog)

We're the goats of the organization,
We are cursed and despised of men;
Though we struggle and rave we are doomed to slave
Next door to the Export pen.
We cut and we paste till noonday,
We paste and we cut till night,
But with all of our skill let us try as we will,
We can't get the damned thing right.

The salesman goes out in the morning
And calls on his trade with glee,
The purchasing guy does nothing but buy,
His hours are happy and free.
The credit man fools with his blacklist
And trade acceptance and dun;
But we are the nuts who juggle with cuts
From morn till the setting sun.

So we play with our picture puzzle,
And we build to the best of our ken,
When the word comes across from the discount boss,
To do it all over again.
We're told to take out an item
And we're ordered to put it back
Till we tear our hair and in dark despair
We pass the buck to "Mac."

We toil with the Expert Reamer,
At the Wasco line we slave;
Our teeth we gnash over Weaver and Asch
And at Bestone & Getone we rave;
We pale at the name of Niehoff,
Povasco our fury starts,
And we curse the Lord at the name of Ford
And his hundred and something parts.

We're sick of the Wonder Worker
And Crum is a bitter pill;
We could take the axe to Johnson's Wax
And old Doc Latimer's Still.
We're fed up on Packard Bezel,
On Overland, Buick and Stutz,
But we'll spoil the map of the venturesome chap
Who mentions Top Prop Nuts.

There's a Throne aloft in high Heaven,
Where the angels with joy await
To seat on High the thoughtful guy
Who sends us a full page plate.
But a pit is dug deep down in Hades,
Where a lost soul will never be missed,
And it's down below that the bloke will go
Who says, "Listen, they've changed the list."

So we cut and we fit at our leisure,
And we fit and we cut in our haste,
Printers' ink is our favorite drink
And we lunch on a pot of paste;
We break all the ten commandments
And we curse till we raise the roof,
And our heatless days we spend in a maze
Of pages of galley proof.

For life is one long struggle,
It seems never to go just right,
But hang the man who'd throw up the can
And give up the daily fight.
For the joy of a thing accomplished,
Imperfect as it may be,
Can never be told in silver and gold,
From work you get your degree.

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Steadman & Sons have disposed of their hardware stock to the Blanton Hardware & Supply Co., at Durant, Oklahoma.

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# The Great Spirit

THE foundation of an Indian's belief in the Great Spirit was confidence. He believed the Great Spirit made the crops abundant, the hunting good, victory in battle assured.

Ever since the STANDARD FOUR TIRE COMPANY began producing tires, it has been building up confidence on the part of its distributors, dealers and the motoring public. This confidence has been built up through producing honest tires that have always done better than the claims made for them.

Write or wire today for our exclusive territory proposition.

STANDARD FOUR TIRE COMPANY
Department T Keokuk, Iowa

BRANCHES AT

Indianapolis, Ind. 245 N. Penn St.
Atlanta, Ga. 2 Courtland St.
Los Angeles, Cal. 342 W. Pico St.
Denver, Colo. 1700 15th St.

# Standard Four Tires

## "Chief of the Tire Tribe"

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## KNOW THE GOODS—AND THE NEEDS

Knowing is the vital thing in business.

Knowing provides the element of reliability—of sureness. It gives us ability to tell others what they desire to know; to make decisions for ourselves when we buy; to assist others in making decisions when we sell.

Every buyer that passes your window or comes through your door has a particular need. Every article upon your shelf has its ability to serve. Both the need and the sale points exist. Become acquainted with them. Then link them together; their combination means one thing necessary to business growth—sales power.

In business there is a perpetual struggle between the guesser and the knower. In the wake of the guesser there is dissatisfaction and distrust; in the wake of the knower, satisfaction and confidence.

As buyers we want dependable facts concerning merchandise. When somebody guesses, we suffer. As sellers we want dependable facts just as earnestly. When we give out the result of someone's guesswork, our customer suffers and in the back-fire we are injured, because we lose good-will and confidence.

The guesser sells once, and that time by accident. The knower sells often, repeats his sales and has a large volume. He is equipped and qualified for the job of creative salesmanship.

Two kinds of knowing are necessary to get goods across the counter regularly—knowing the goods, knowing the need of buyers.

## STRAIGHT THINKING NEEDED

What this country needs more than anything else is straight thinking.

With twenty-five million straight thinkers in America, the cause of much of the restlessness, inefficiency, animosity and apathy would be automatically removed.

The pity of it is that the majority of the men and women are not thinkers—orderly thinkers. Their thinking apparatus is out of time, as undependable as the weather.

Conditions, good or bad, are as we think. Our thoughts are the seeds which may yield happiness or grief, prosperity or poverty, tranquility or strife, charity or selfishness, efficiency or inefficiency, industry or indolence.

Thoughts are words expressed. Words incite men to action. Action brings results, good or bad.

## A COMEBACK

The lawyer was cross-examining a witness to a robbery. "When did the robbery take place?" he asked.

"I think—" began the witness.

"We don't care what you think, sir. We want to know what you know."

"Then if you don't want to know what I think, I may as well leave the stand. I can't talk without thinking. I am no lawyer."



## NEW ONE HAND-Y ELECTRIC DRILL

A one hand electric drill, designed for use in the garage and machine shop, has recently been developed by the Knight Engineering and Sales Company of Los Angeles.

The "One Hand-y" electric drill has a splendidly designed pistol grip, with a convenient switch located under the natural position of the thumb, and affords complete control of the drill with one hand. It has ample power to carry a quarter inch drill bit, through either steel or wood, as fast as the work requires.

The motor, designed by the engineering staff of the Westinghouse Electric and Manufacturing Company to meet the particular requirements of the drill, is air cooled and being of the universal type, will operate on either one hundred ten volts, direct current, or one hundred ten volts alternating current, up to seventy cycles.

The drill, weighing only three pounds complete, is encased in a pure aluminum housing and is especially adaptable to garage and machine shop work, where numbers of small holes need to be bored in inaccessible places.

### Mr. Knight Long in Hardware Trade

George L. Knight, inventor of the drill and president of the Knight Engineering and Sales Company, has been connected in various capacities with the hardware field since 1890. From 1907 to 1909 he was secretary and purchasing agent of the Pittsburg Gage and Supply Company, the largest mine, railway and mill manufacturers and jobbers in the East.

In 1910 Mr. Knight went to Los Angeles, where he has been engaged in the manufacture and sale of mining equipment until his recent announcement of the organization of the Knight Engineering and Sales Company.

Schooling & Kivett have opened a hardware store at El Rino, Oklahoma. Their stock will comprise hardware, household goods and farm implement lines.

P. C. Hickerson is the new proprietor of the hardware and implement business of E. T. Hooper at Lankershim, California, and will specialize on electrical and plumbing goods.

Warren Currier, vice president of the Imperial Valley Hardware Co., and for ten years manager of the Holtville branch of the company, has taken charge of the Brawley store.

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*DEALERS—*
*Write for our book listing over 1500 kinds of Harvey Springs and for details of Harvey advertising helps.*

*An Arch is as strong as its keystone*
*A Spring as strong as its center*

# Harvey Springs are Boltless

THE ordinary spring, weakened by a hole in its center, punched cold to accommodate a bolt, is like an arch with a weak keystone. The vital spot lacks strength.

The Harvey Spring is boltless and has no weak spots. It is as strong at the center as at any other point. Instead of a bolt hole at the center each leaf has an indention on one side and a bead on the other, forged hot in one operation. The bead of one leaf fits into the indention of the next leaf and the whole spring is held together by a strong clamp. No metal is removed and the steel fibres are unbroken.

**This feature, with that of the patented Harvey process of heat treating and tempering, gives the Harvey unexcelled strength and resilience. It adds safety and comfort to the motor car and lengthens the life of the driving mechanism.**

**The Harvey Spring is practically unbreakable, even under unreasonable strains. Once sold it stays sold.**

**Our broad, unconditional guarantee protects both the dealer and the purchaser.**

**Harvey Spring & Forging Co.**
**118C Seventeenth Street** **Racine, Wis.**

GUARANTEED EASY RIDING

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## SELL THEM WHAT THEY NEED — NOT WHAT THEY ASK FOR

When a man wants something, he is perfectly definite about it. He has an emotion-picture in his mind of the thing he wants which represents the acme of his powers of comprehension and includes anything and everything within reach of his experience and memory that will fit plausibly into his mental "blue-print." that's what he wants!

When this man comes to ask for the thing he wants—when he opens his mouth, he realizes that his mental picture may not exist or that two or three different people may have tried to make that "something" and, of course, each one has had a different ideal upon which they have built.

The fluency of the emotion that picked up the "want" in the man's mind is not equally fluent when it comes to the "ask" and the man may be very shy, diffident or ill at ease. Many times he is unacquainted with what he can buy and hesitates because he doesn't know the right name to apply to the thing. At any rate—what he asks for is very frequently a very different thing from what he really wants.

The indifferent sales-clerk will not realize that. He will hear the question and answer the obvious and superficial way. Sometimes the answer is merely brief, sometimes it is confusing, and sometimes it is as awkward as the question.

The salesman, hearing the question, has sufficient friendship and sympathy for all mankind to get an intuition or "hunch" of what the man is after and he draws the man out so that he gets a good notion of what the man wants to accomplish. Then the salesman can tell quickly if there is such a thing made.

It may be something entirely different from what the man requested! But the man is both pleased and satisfied.

Isn't that really what we mean when we say, "Don't sell 'em what they ask for—sell 'em what they need!" —Helix.

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You cannot get away from it that the correct foundation for wages or salary is experience and ability. There is an old Welsh law, still to be seen in faded statute books of the Middle Ages, basing the cost of cats on the foundation already mentioned. The law reads that a "kitten from its birth until it can see shall be valued at a penny; when it begins to mouse at two pence; after it has killed mice at four pence," which, by the way, speaking of the high cost of living, was the cost of a calf in those same days.

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Make sure the prize you chase is worth the price. If you cultivate your talents you'll always find an opportunity to use them.

## A NEEDED ACCESSORY




The Imperial Auto Folding Steel Chair, illustrated herewith, is a necessary accessory for every automobilist. Each owner will need one or more, and it needs only to be displayed to make sales.

While primarily designed as a convenient auxiliary seat in automobiles, it is a convenient chair for the camp, launch and many other places where it can be easily carried folded up.

The frame is made of special oval formed steel, finished with a durable and lasting coating of black Japan. The seat and back rest are padded with felt and upholstered with black waterproof art leather.

These n ay be obtained in both adult and children's sizes.

The Imperial Bit & Snap Co. will be glad to give full data and information to any of our readers upon request.

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## CANADIAN-DETROIT TWIST DRILLS

The Detroit Twist Drill Company has announced the establishment of a manufacturing plant in Walkerville, Ontario, known as the Canadian-Detroit Twist Drill Company. The Detroit Company decided several months ago that the growth of Canadian industry warranted the construction of a plant across the border, and the new company was accordingly incorporated. High speed drills and reamers will be manufactured, and a complete stock will be built up as soon as possible. The nucleus of the Walkerville organization was formed from the personnel of the Detroit plant.

About thirty men will be employed at the start, and the company expects to expand as fast as business conditions warrant. The officers and executives of the new company are as follows: President, Muir B. Snow; vice president, Lewis H. Jones; treasurer, H. H. Sanger; secretary, P. C. Hill; manager, R. A. B. Goodman; superintendent, George Johnston. Manufacturing operations have already begun, and the first drills were completed November 15th.

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The McKinley Hardware Co., Rock Island, Illinois, are adding auto accessories and supplies to their stock.

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The Wold Hardware Co. are new owners of the stock formerly owned by A. H. Kuehl, at St. Ansgar, Iowa.

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The Carlinville Hardware Co., engaged in business at Carlinville, Illinois, handle complete lines of general hardware.

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Frank Eckhard, who recently purchased the hardware business of D. W. Pote & Sons, Stuart, Iowa, is handling a line of auto accessories.

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The Brantley Bros. Hardware Co. have been incorporated with a capital stock of $50,000, in Troy, Alabama, and will handle full lines of hardware, household furnishings, accessories and implements.

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# Boyco Service Units are Business Builders




Boyco Service Units are attractively finished; the Gasoline and Oil containers being suitably painted and stenciled, while the Water container is neatly covered with shoddy blanketing. Note the compact, sturdy construction.

Boyco Service Units build business because they are practical, common sense necessities to every motorist. They fill an actual need on every automobile, truck, tractor or other motor conveyance. Their sale is not confined to seasonable demand. They add dependable year 'round business in every locality.

They are original, attractive and practical in design. They consist of combinations of Boyco Autocans for Gasoline, Oil and Water; come in five sizes suitable for any individual requirement; and provide an ever convenient and ample emergency supply of fuel.

In construction the Boyco Service Unit is built to last; to stand up under hard usage; and to adapt itself most handily to constant service on auto, truck or tractor. The Autocans clamp securely to the running board or like object and are held absolutely rigid with four points of contact. No amount of vibration can loosen the containers, cause rattles, or bring about the loss of any part of the equipment along the road.

Boyco Service Units mean desirable business to accessory dealers, garage proprietors, hardware merchants and all business houses who deal in materials and equipment for commercial and pleasure motor vehicles.

Write today for the Boyco Canteen and Carrier Booklet, containing full information regarding sizes, weights and other particulars.

**Boyle Manufacturing Co.**
Los Angeles
San Francisco



Ask your dealer for Boyco Products. If he cannot supply you, mail us your order with his name and address. Service will be rendered.

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## THE CONTRACT THAT WASN'T A CONTRACT AND WHAT IT COST THE BUYER

(Copyright by Elton J. Buckley)

I have before me the report of a case, just decided by the highest court of the state in which it transpired, which holds a suggestion for readers hereof which may perhaps save them some future trouble. The case concerns the making of a contract to buy goods, and the point it makes is that you can't hold the other party to a contract responsible under it unless it really was a contract. Sometimes a man thinks he has a contract when he hasn't, but he could have had if he had taken the simple precaution which this case teaches.

A, the seller in this case, offered to sell B certain merchandise at $17.75 per ton. The offer was in writing, and A wrote a note asking B to sign his acceptance at the bottom and return it so that the parties would have a complete memorandum of the transaction.

B received the offer, and returned it signed, but he added to it these words, "Buyer's weights to govern settlements." Accompanying this was a letter noting the change and expressing the hope that it would be satisfactory.

A, the seller, got the communication, but made no reply to it. B took it for granted that A accepted the change and assumed that the transaction was complete. He did nothing more about it for a few weeks, or until the date when delivery was to have been made. When the goods didn't come, he wrote to A and demanded delivery. By this time the market had materially advanced.

A refused to deliver, on the ground that there had never been a contract, and B went out in the market and bought goods at a considerably higher price. He then sued A for the difference between $17.75 a ton and the price he had to pay. The lower court decided against him, and the Appeal Court affirmed. The theory on which the case was decided was that when B returned A's offer with a new provision in it, viz: "Buyer's weight govern settlement," he did not accept the offer at all, but merely did what was equivalent to making a counter offer, which A didn't accept. Therefore there was no contract and no obligation on A to deliver.

I hope the readers hereof will pay some attention of this case, because thousands of buyers who get offers in writing leave the way open to a complete repudiation of the contract by the seller by tacking on some new condition which is not in accordance with the offer. Unless the seller explicitly accepts this new condition—and he should do it in writing if the rest of the contract is in writing—there is no deal, and the seller is not under obligation to do anything if he doesn't wish to.

The following from the decision states the law even more clearly:

We are unable to see how, under this state of facts, the plaintiff can recover, having received a written proposal for a contract and having altered it in a material respect and returned it. The buyer here was in itself in the position of making a new proposal and admittedly it never received any assent to that proposal and without an assent, either expressed or implied by circumstances, of course, there was no contract. The contention of the buyer, as we understand it, is that under the circumstances the defendant (the seller) was bound to make some answer to their communication and that a failure to do so amounted to an assent. We are clearly of opinion that the seller was not under any duty to make an answer to the communication and that he was not estopped by his silence. The rule is therefore discharged.

In these cases business men fall into a rather widespread error, viz: that when somebody offers them goods on certain terms, and they agree to take them provided the terms are changed a little or something else is done, the seller is under obligation to refuse the new condition if he doesn't want to agree to it. If he is silent they think he is bound to accept it. That is the error which B fell into in the above case, and the decision of the court shows where it landed him. There is nothing to it at all: the seller need not pay any attention to it.

The moral is: If you suggest a change in any offer made you for the sale of goods, get the seller's assent to it in writing. Naturally the same thing applies when a seller does it.

## MOTO-METERS IN ENGLAND

George H. Townsend, president, and E. V. Hennecke, sales manager, of The Moto-Meter Company, Inc., are visiting England and France for the purpose of establishing branch factories, which will produce Boyce Moto-Meters for the European market.

There has for several years been a rapidly growing demand for Boyce Moto-Meters in every country where automobiles are used extensively, and this demand has now reached a point where it can hardly be supplied by the American company, which, since its establishment in 1914, has outgrown two factories and is crowding the third. The plant at Long Island has a production of 8000 Moto-Meters a day. There are already more than 3,000,000 in use upon passenger cars, trucks, tractors aeroplanes and motor boats.

## WANTS TO REPRESENT AMERICAN MANUFACTURERS OF SPECIALTIES

Editor HARDWARE WORLD:

We are in position to represent American manufacturers in the specialty line.

We are particularly interested in securing a line of corrugated fasteners, strappings, etc.

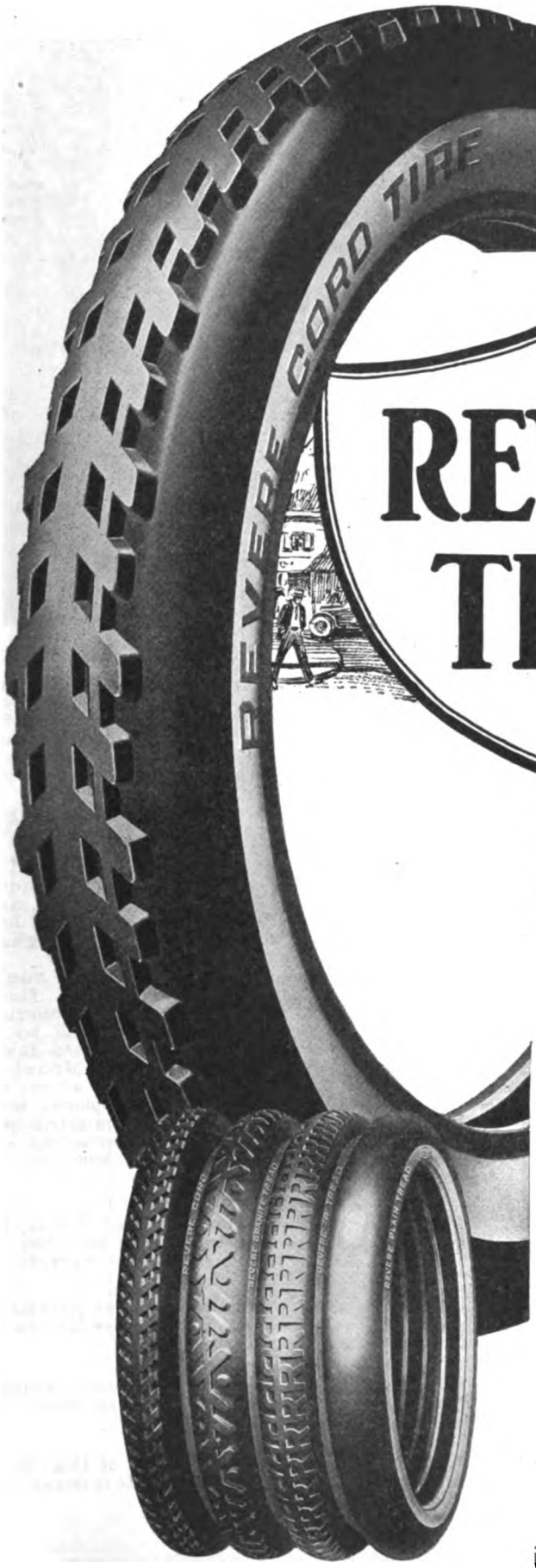
We want to tell you that we prefer the HARDWARE WORLD to any other American journal we have seen. We want you to continue this to us.

Hamburg, Germany. L. WALTNER & CO.

Arthur McCoy has purchased the interest of D. Pilkinton in the Belding Hardware Co. at Belding, Michigan.

Claude L. Winter is the organizer of the Reliable Hardware Co., to conduct a wholesale and retail business at Greenville, Michigan.

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# REVERE TIRES



*The* reputable tire dealer—keyed to the public demand for *performance* in tires—puts the same emphasis on reliability as the motorist does himself.

Users demand results from tires these days rather than over-rated mileages and selling talk, so care must be taken to stock from a line that the motorist knows has an *established reputation for dependability.*

Revere Tires are reliable, sure sales-getters, and have long since taken their place among the *first quality* tires of the land.

REVERE
RUBBER COMPANY

1788 Broadway New York

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## WHAT TONNAGE MEANS

The term "tonnage" in the shipping business has five meanings, according as it refers to deadweight, cargo, gross, net or displacement tonnage. Deadweight tonnage is the difference between the number of tons (of 2,240 pounds) of water a vessel displaces "light" and the number of tons it displaces when submerged to the "load water line."

Cargo tonnage refers to either "weight" or "measurement." The weight ton is the United States and Great Britain is the English long ton of 2,240 pounds. A measurement ton represents 40 cubic feet of space.

Gross tonnage refers to vessels and not to cargo. It is found by dividing the capacity of the vessel's closed-in spaces in cubic feet by 100. A vessel ton is 100 cubic feet.

Net tonnage is a vessel's gross tonnage less the space occupied by crew, engine room, bunkers, et cetera. In other words, it is the space available for passengers and cargo.

The displacement of a vessel is the absolute weight in long tons of the vessel and its contents. Its light displacement is its weight without stores, coal or cargo. Its loaded displacement is the weight of the vessel with cargo, fuel and stores.

The Shipping Board, upon whose definitions the above has been written, gives the following relative tonnage figures for a modern freight steamer: If a vessel has a net tonnage of 4,000, its gross tonnage will be 6,000, its deadweight carrying capacity, 10,000, and its loaded displacement, 13,350 tons.

—Scientific American.

## ACCESSORY MEN, NOTE!

Here's an advertising-selling idea used successfully by an accessory dealer in a small middle western town. In his window he piled a number of broken automobile parts, such as worn piston rings, burnt bearings, and other parts that are frequently ruined by incorrect lubrication. Directly above this pile of parts he placed a sign reading:

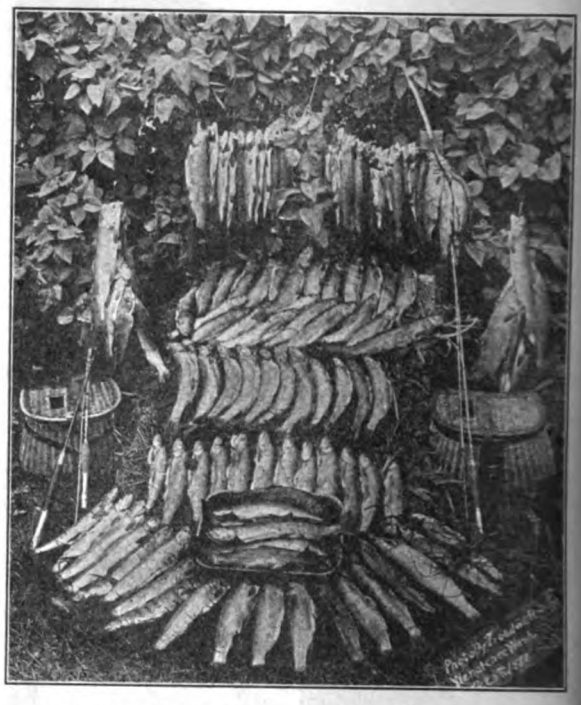
> JUNK
> The Results of Hit or Miss Lubrication

Alongside of this "junk pile" was a neat display of two or three well known brands of oil with a sign reading:

> Correct lubrication prolongs the life of your car and lowers your operating and upkeep costs. We have the correct lubricant for your car. Come in and ask us.

Did it pay? It sure did.

When you work, work. When you play, play. Anything worth doing is not worth doing by halves.



## PART OF WELLS & WADES' RECEIPTS

When Wells & Wade at Wenatchee, Washington, make out their income tax statement next year, they will have to include among their income 25 x 20 pounds of fish and charge this against the salary account.

The accompanying illustration shows a record catch, which 25 employes of the company made at Twin Lakes, near Wenatchee, after each of the employes had carried a length of pipe a distance of five miles and to an elevation of one mile.

Twin Lakes is a forbidden fishing grounds and a peerless cutthroat eyeing station. Last year the supply of fresh running water gave out at a critical time, and 180,000 young cutthroat trout would have been lost but for herculean efforts on the part of the game warden.

This year the Game Commission decided to run a 600 foot length of pipe from a stream that flows into the lake down to the station, to insure a constant flow of water for the little fish. The pipe had to be carried up to Twin Lakes, one mile above sea level, by hand, two-thirds the distance up Dirtyface Mountain in the heart of the Cascades. Therefore, after the labor had been done, the Wells & Wade employes were turned loose at Twin Lakes, and this record catch was the results. About four hundred fish, averaging one and one-fourth pounds each, were brought home by the anglers.

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The Eastland Hardware Co., of Eastland, Texas, has been incorporated with a capital stock of $120,000, by J. Williamson, Joseph Burkett and Thomas Harrell.

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D. A. Williams of Williams-Counsell has purchased the remaining hardware stock of the Perkins Hardware Co., at Waukesha, Wisconsin.

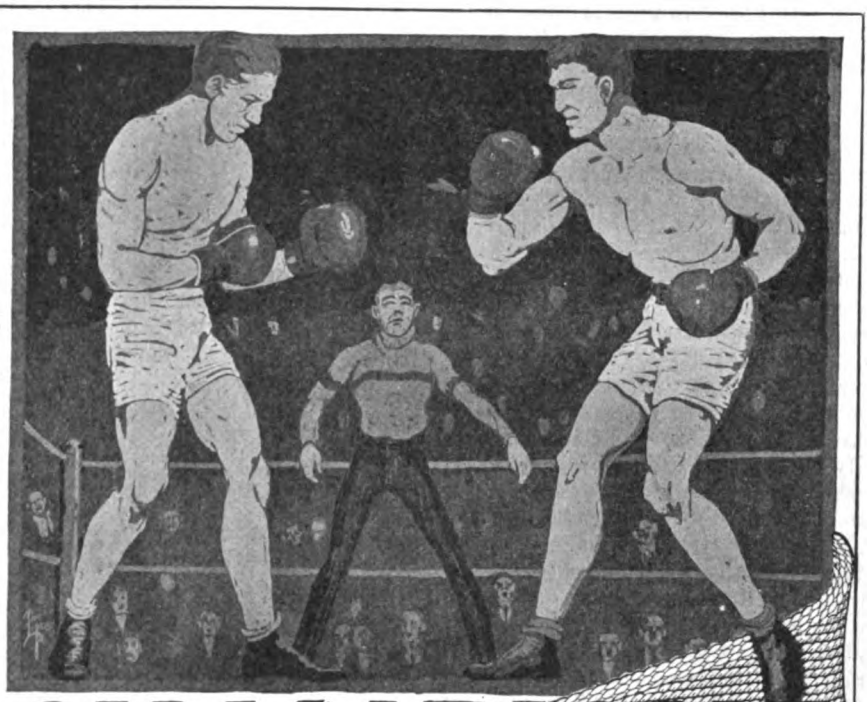
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Whittaker Bros. are remodeling a new store building at Fowler, Michigan, where they will install stock and feature automobile accessories.

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Frederick Genrich is the new owner of the H. F. Roehring business at Arpin, Wisconsin. He is interested in all lines, especially implements.

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CHAMPIONS

VIKING
BRAKE LINING
Exclusively for Fords

Body blows, head hooks, clinches—with pugilists involve stamina, highly developed strength and the will to win.

—Just so with Viking Brake Lining for Fords which proves daily its ability to take "punishment," and more of it, than any other Lining for Fords on the market. Viking always functions perfectly and it lasts longer.

VOGT MANUFACTURING CORPORATION
ROCHESTER, N.Y.

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## AN EASILY MADE MAILING LIST

"We consider our system of securing and maintaining a mailing list the very corner-stone on which our business is built," says W. A. Denny, hardware merchant of New Hampton, Mo., who gives the details of his system as follows:

"Within the limits of our territory there are forty-eight school districts. In each we have what we call our agent. We select these agents from the best man or woman friend we have in the district and send them the blanks to fill in with the name of every person in their district, beginning with the man of the house; then the wife, if living; then the children, and the approximate age of each.

"We explain just what we want done, and why, telling them as soon as they mail this list to us, we will mail them a check for $1; that if anyone moves into their district or moves out, if they will at once send us the names, we will send them five cents for each name.

"Now, as soon as these lists arrive, our office girl takes them and typewrites the names of each family on a separate card, labels the leader card with the name of the school district, and the name of our agent for that district.

"Behind this card go the names of everyone in the district. So there we have our trade territory card-indexed and absolutely as correct as we can get it in any way, and so arranged that it automatically changes when newcomers arrive, or movers go, covering 1000 families of 5000 people."

For most stores, such a system would meet requirements very satisfactorily. It maintains a fairly complete and up-to-date mailing list—a dependable means for keeping in close touch with one's buying public by mail. Even a mailing list that tells only the name and address of every farmer in one's territory is far better than no list.

That has been proved by catalog houses, which, with only such lists to guide them, persistently get their advertising into farm homes and make enormous profits from aggregate returns.

## A STUDENT OF ECONOMICS

A Prescott, Ark., lad is evidently a close student.

"When water becomes ice," asked his teacher, "what is the great change that takes place?"

"The greatest change, ma'am," said the little boy, "is the change in price."

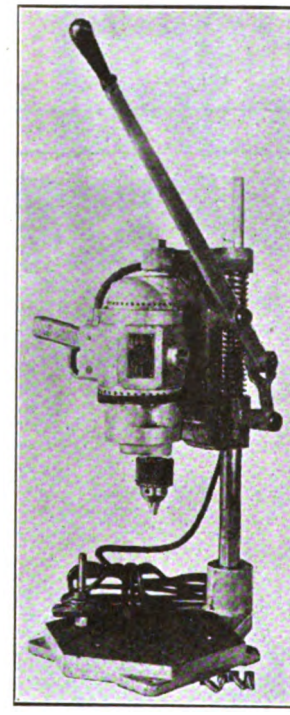
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"To get workers on the high gear, give them a word of cheer."

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"A sign of the times. There are no more 'janitors.' They are all 'superintendents' now."

## BLACK & DECKER BENCH DRILLING STAND



A new bench drilling stand which has just been put on the market by The Black & Decker Mfg. Co. takes ⅜-inch, ½-inch, 9-16-inch, ⅝-inch and ⅞-in. Black & Decker Portable Electric Drills, which can be quickly and easily detached. The bracket carrying the drill can be raised or lowered on a vertical column and is secured in any desired position by means of a split collar and clamping screw. The drill may be swung clear of the base, making it possible to use this bench drilling stand for such work as applying ring gears to automobile axles, drilling in the ends of shafts, and other work too high to be drilled on the bench.

An extra long feed lever gives a feed ratio of 6 to 1. 100 pounds pressure applied to handle, feeds a drill under 600 pounds pressure. This means fast work with little effort.

The modern garage and machine shop find the portable electric drill indispensable and usually have frequent occasion to use a drill press or sensitive drill. This bench drilling stand adapts the drill "with the pistol grip and trigger switch" to either use.

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Bade & Ruetter is the new name of the firm of Bade Bros., Berger, Mo.

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Fair & Bryan are the new owners of the Gillalan Hardware & Implement business at Hardy, Montana.

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J. A. Peplinski Hardware & Implement Co., at Pulaski, Wis., has been incorporated with a capital stock of $50,000. They handle full lines of hardware, implements, automobile accessories and housefurnishings.

---

The Beacham-Mignardot Hardware Co. is planning to erect a two story building at Santa Fe, New Mexico, so they may carry increased stock in all lines of hardware, housefurnishings, automobile accessories and sporting goods.

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The E. M. Cope Commercial Co., Redlands, California, which was recently destroyed by fire, have been receiving their new stock, and are planning to add materially to their line. They report a most excellent outlook for business.

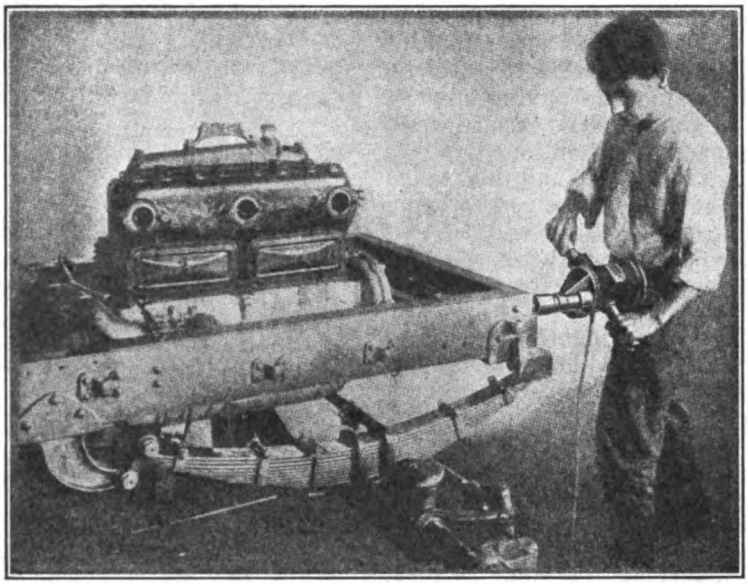
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The A. Stroota Hardware Co., Marathon, Wis., has purchased a new store building, which will give them facilities for carrying an increased stock of everything pertaining to hardware, sporting goods, housefurnishings and other accessories.

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The Turner Hardware & Implement Co. have purchased the hardware stock of Hughes Bros., Oakdale, California, and will conduct the business as a branch of their Modesto establishment. They are one of the most enterprising concerns in California handling full lines of hardware, implements, housefurnishings, automobile accessories and sporting goods.

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**THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME**

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

**EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY**

**BALL BEARINGS ARE USED THROUGHOUT**

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

# THE STANDARD ELECTRIC TOOL CO.

**CINCINNATI, OHIO**

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## USING THE USELESS

What to do with the immense amount of furnace slag that accumulates in the iron foundries was successfully solved some time ago by an English concern, which has converted this slag into paving flags, paving tiles, bricks, etc.

The process of making the paving flags is about as follows: The slag is carried to a crusher having a capacity of about one hundred tons daily, where it is broken up and then taken to screens, where it is graded, the coarse being run into cars to be used as ballast and the rest subjected to further crushing. The excess dust is removed by screening and used for the manufacture of tiles.

The slag suitable for paving flags is mixed in a dry state with a cement-like material and then water is added and the whole thoroughly incorporated. A pressure of four hundred tons is exercised upon this mixture by a hydraulic press and all the moisture is forced out, leaving a hard, dense block of uniform character.

A different cementing material is employed in making tiles from the dust, the effect being to give the mixture a certain amount of plasticity which allows it to be moulded by mechanical means and permits it setting into a dense mass. If rapidity of production is desired the action of setting can be accelerated by artificial means and the goods made ready for use within twenty-four hours. The addition of coloring matter allows the construction of building blocks of various hues. Experience with these slag materials shows that exposure to cold and frost has no effect except to produce greater hardness in the material.

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We all like to read stories of success, for the reason that we take the part of the hero instinctively; and every time we do this our ideas are molded along those lines. Live success, think success, act success, and you will achieve success.

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Make every occasion count for something—either the making of friends, the securing of information, the gaining of prestige, or the increase of capital in some way. Few people get rich, for the reason that they are prone to whittle from themselves in place of whittling towards them.

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## LIFE!

A little sun, a little rain,
A little loss, a little gain,
A little joy, a little strife,
And this is life.

A little work, a little play,
Some kind deed done each passing day,
A few good-byes, a setting sun—
And life is done.

—Nelson Weedon.

## "IF I HAD THIS OR THAT—"

When Abraham Lincoln was a lad
And lived in a hut in the wood,
No books, no lamp, no time he had,
And yet it is understood,
He trudged many miles to borrow a book,
The light of the flickering fire he took
And studied whenever he could.
And none of his friends ever heard him say,
In a self-excusing and hopeless way:
"If I had this or that, I could."

When Joan of Arc was a little maid,
Untutored, gentle, good,
And France was conquered and dismayed
By England's masterhood,
She had no wealth nor armament;
Alone with her faith, the little maid went
And freed her land as she could.
And nobody ever heard her say,
In a listless, longing, empty way:
"If I had this or that, I would."

When young James Watt sat by the fire
And watched the burning wood,
He saw the kettle's lid mount higher,
Observed and understood;
He had no need of a laboratory
To plan the great steam engine's glory;
He used his eyes as he could.
And he never once was heard to say,
In a shiftless, thriftless, futile way:
"If I had this or that, I would."

If now you will read your histories o'er
(As I earnestly think you should).
The fact will impress you more and more
In the lives of the great and good,
That they were those who never held back
For circumstances or material lack—
But arose and did what they could.
And never a one was heard to say,
In the weak, surrendering, doubting way:
"If I had this or that, I would."

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McCroskey & Co. are the successors to Mr. Williams in the hardware business at Primghar, Iowa.

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Austin & Rann is the new name of the business formerly conducted by C. C. Austin at Perry, Mich.

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L. S. Frantz will continue the hardware and sporting goods business of Burley & Frantz at Park City, Mont.

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The Cremers Hardware Co. are successors to the Schaefer-Brandtner Hardware Co., Albanu, Minnesota.

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Bailey & Stak of Saline, Michigan, have succeeded to the business of A. Rock, and are adding to their stock in all lines.

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Fred Kohler is erecting a new store building at Petersburg, Michigan, to take the place of one recently destroyed by fire.

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The McBain Hardware & Furniture Co., McBain, Michigan, have changed their name to the McBain Hardware Co., and increased their capital stock to $35,000.

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The Armstrong Hardware Co. is a new name for the business formerly conducted by Clarence W. Mathias at New Philadelphia, Ohio, and they will add materially to their stock.

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# When

the weather is so cold that the bottom is going to drop out of the thermometer

## PEERLESS HONEYCOMB RADIATORS

will still be the popular radiator for Ford Cars, —because the scientific construction of the core permits of a flexibility that will withstand freezing

Retail Price $25.00



**The CORCORAN Mfg Co.**
CINCINNATI




**Dealers who are not selling Peerless Radiators should investigate this wonderful replacement business. Ask your jobber or address Dept. 14**

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## ABLE ASSISTANT TO C. W. GAUSE



Here is a snapshot of E. C. Anderson on the grounds of the Hotel Del Monte, while he was in attendance at the convention of Automobile Accessory Manufacturers and Jobbers. Mr. Anderson is comparatively a new member of the western trade, but a mighty promising one and one who is making many friends as he moves about over the territory. Certainly Mr Anderson could have no better introduction to the trade than his affiliation with C. W. Gause.

Mr. Gause is, of course, known from east to west as a veteran hardware man and masterly representative of worthy manufacturers. He received long training with the Simmons Hardware Co., and moving further west, he has ably represented in the West such manufacturers as the Buffum Tool Company, Bridgeport Hardware Company and others of no less importance.

Mr. Anderson is a native of Colorado, although he had his engineering training in the middle West. Besides his technical engineering studies, he has served some time as a banker and so he is qualified for his new work from the technical as well as the business point of view.

During the war, he served in the navy and it was as a naval cadet that he met Mr. Gause and became interested in the hardware business. With his release from the service, he took up his new work.

## NEW FACTORY SALES ORGANIZATION

Thayer & Bower is a new firm of sales representatives, yet only new in the combination, for both the individual partners are familiar figures in the hardware trade in the United States.

J. H. M. Thayer has been identified with the hardware business for the past twenty years in Boston, San Francisco and Los Angeles wholesale houses, in the capacity of salesman, sales manager and commercial manager. Fred B. Bower has also been associated with the Los Angeles jobbing trade for the last seventeen years, and his reputation for "straight shooting" and high business standards is unapproachable.

The headquarters of the company are at 845 Monadnock Bldg., San Francisco, and in Los Angeles at 320 Story Bldg. They will call on the wholesale trade only and are open to correspondence with manufacturers desiring representation in the western field.

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F. H. Dresser has purchased the stock of Tilton & Tilton, Moline, Kansas, and will add to their lines of hardware, household furnishings, implements, vehicles, stoves, silverware and automobile accessories.

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The Pope Hardware Co. has been incorporated at Monroe, La., by J. W. Pope, with a capital stock of $40,000. They will handle full lines of hardware, sporting goods, household goods and accessories.

## MODERN DITCHING IMPLEMENTS

There is every indication that the time will come when hardware dealers, instead of selling picks, shovels, horse scrapers, etc., for ditching work, will be selling pointed steel bars, sledge hammers, mauls and dynamite for drainage projects.

The reason for the change is that labor can no longer be employed, within reasonable cost limits, to wield the old implements. Modern conditions call for a method requiring infinitely less man-power. That means the method proved practicable by the army engineers while building cantonments.

Officials of drainage districts are especially active at this time in familiarizing themselves with ditch blasting methods. In many sections of the country, especially the southeast, they are calling on experts to show them how to keep their drainage work going with small crews of men—and dynamite to play the heavy part.

At Green Cove Springs, Clay Co., Fla., recently the drainage district men had a practical blaster show them how to ditch with dynamite. He made two test shots for their enlightenment; one a 40 foot section, five feet deep, 18 feet wide at top and ten feet wide at bottom, and the other 100 feet long, 4 feet deep, 8 feet wide at top and sloping to 2 feet wide at bottom.

The method used on the big ditch was as follows: Soil was wet sand and muck. Three parallel rows of 2-inch holes, 36 inches between rows and 30 inches between holes in the row were punched in the ground. Two pounds of 40 per cent ammonia dynamite was the charge in each hole. Each hole contained an electric blasting cap. The charges were wired and fired with a blasting machine.

For the smaller ditch but one row of holes was put down, spaced 30 inches apart and each loaded with 1½ pounds of 40 per cent dynamite. These charges were also fired electrically.

The large ditch cost for explosives about seventy-three cents per lineal foot; the smaller one about twenty cents.

After the tests the dealer on the ground immediately took orders for a ton of dynamite, 2000 caps, 2000 electric caps and 2000 feet of fuse. And that was only a beginning, as this drainage district has a large amount of ditching to do.

This is going to be a very profitable field for dealers in the near future.

## SIMONDS ESTABLISHES BRITISH SAW CO.

Simonds Manufacturing Company, "The Saw Makers" of Fitchburg, Mass., and Chicago, Ill., have just secured a charter and established a new company in Great Britain, to be known as Simonds Saws, Limited. An office and shop has been opened at 53 Bayham, Camdentown, London, N. W., where a full line of Simonds Saw Steel Products as is demanded in Great Britain will be carried. The shop will provide for maintenance and repairs of saws, machine knives and other edge tools produced by the Simonds Company.

Guy A. Eaves, formerly connected with the Fitchburg plant of the company, has assumed the duties as office manager, and Leon E. Wilbur, a Simonds man, who has covered the Great Britain territory since his discharge from the army in France, will be associated with him.

The Simonds Manufacturing Company now maintains plants in Fitchburg, Mass., Chicago, Ill., Montreal, Canada, and a steel mill at Lockport, N. Y., where the steel used in the manufacture of Simonds Saw Steel Products is made. In addition to the new British branch, the company maintains twelve branch houses, located throughout the United States and Canada.

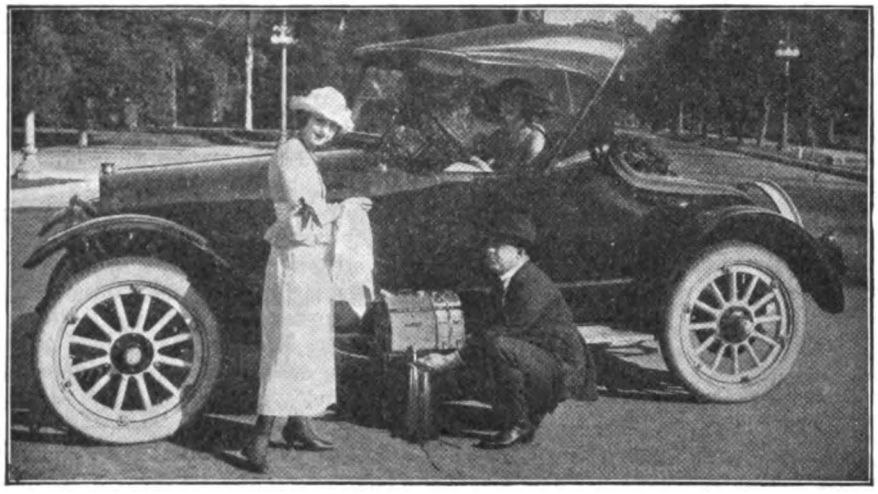
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Skelton & Wise, a new firm at 310 South Spring St., Los Angeles, will handle fishing tackle and electrical supplies, hardware and garden tools.

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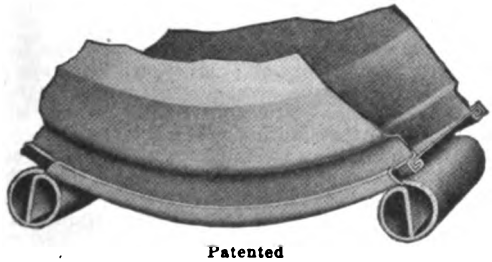
YOUR JOBBER CAN FURNISH YOU WITH

# BEAR BRAND CANTEENS



*A No. 311 "First Aid" in Operation*

Think of the convenience of being able to turn on the faucet and wash your hands after changing a tire. BEAR BRAND Canteen Units enable you to do this.



Patented

This cut illustrates the double bottom and the reinforced legs of our Bear Brand Canteen. Also the double seaming of the sides to the body, showing five thicknesses of steel at the seam.



New Improved Bear Brand Canteen

**INSIST ON BEAR BRAND**

If your jobber cannot supply you, send in your order to us direct and we will place it through any jobber you designate.

## WOOLWINE METAL PRODUCTS COMPANY

**Los Angeles, California**

**SALES OFFICES**

OMER COX, Postal Tel. Bldg., San Francisco
STRIMPLE & COX, L. C. Smith Bldg., Seattle
STRIMPLE & COX, Corbett Bldg., Portland, Ore.
JONES & COX, Newhouse Bldg., Salt Lake City
TAYLOR, YOUNGS & COX, 426 Temple Court Bldg., Denver.
SANDS & COX, San Fernando Bldg., Los Angeles, El Paso, Arizona and New Mexico.


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## WHAT CAN A SELLER DO AFTER HE MAKES ONE BAD DELIVERY?

(Copyright by Elton J. Buckley)

This letter from Denver ought to be of interest to everybody:

Please give your views on this question. In March we sold a regular customer of our house 100 cases of —— which we signed a guarantee should be up to certain specifications of quality. About the time their order was going through our plant we were having trouble with labor, and some of these goods were off, that we admit. They were good and would have given satisfaction, but were not quite up to the specifications.

We thought under the circumstances the customer would be willing to overlook the fact that the quality was a little lacking, so we sent the goods forward. We did not hear for about a week, and so thought everything was all right, when we got a letter stating the firm had just inspected the shipment and found it not up to contract, and rejecting for this reason. We had some correspondence in which we agreed to make an allowance, but this was refused, and we finally had to agree to take the goods back. This we did. We immediately shipped another lot which we knew was up to specifications, but the customer refused to take these in, on the ground that the deal was off on account of our having not made a good delivery the first time. Since the first delivery the market has gone off about 20 cents a case, and that we believed was the reason why the second lot was turned down. We therefore offered to make an allowance, but that was rejected, and we had to bring the goods back.

Now, we are desirous of knowing whether we did not have a legal chance to make a second delivery, which we knew would be all right. If we have not of course we stand to lose money by the transaction.

E. R. B. & SON.

The question therefore is, how many whacks has a seller at delivery? When he has fallen down once—I mean when he admits that he has fallen down, as in the above case—can he come back with another delivery, and if he falls down on that, come a third time and so on indefinitely until he pulls through? Where is the line to be drawn, in other words?

It seems to me that the question answers itself. If you give the seller a second chance, there is no point where you could draw the line. To be logical, you would have to go on and on with no end until a good delivery was made.

No, the seller has one chance and no more. He must stand or fall on that. If he makes a bad delivery the first time, the buyer has a legal option to give him another trial, which is often done where the market hasn't changed, or to call the deal off. The buyer in the case submitted was not only wholly within his rights when he refused the second delivery, but he would have been a fool to accept it when the market had declined.

Several cases similar to this have recently come under my own notice. They are about identical in their facts with the case above, except that the buyers in my cases had discounted their bills before discovering that the goods were not up to specifications. In these cases the buyers rejected and demanded their money back. Here, too, the market had declined. The sellers all came back with a proposition to let them try again on delivery, and in one case the buyer for special reasons did that, but mostly the buyers, of course, refused and continued to demand the refunding of their money. Eventually this refund was made, but in every case the seller considered himself squeezed and seemed to feel that he had a legal right to make a second effort at a good delivery, and that if he had gone to law the court would have supported him.

One of these cases had rather a humorous turn. When the first delivery fell down the market had declined, as stated. When the seller demanded that he be allowed to make another delivery, he was refused for obvious reasons. He therefore did nothing—neither refunded the money or tendered new goods. Later the market advanced, and when it reached a certain point, the buyer changed his demand to one for goods instead of money, at which the seller demurred. And neither could see that his final position was in the least inconsistent with his first one.

## PROTECTS DRIVER FROM RAIN AND SUN

Rain-Sun Vision Shields are fast becoming standard equipment for many cars in the West, and the up-to-date accessory department will do well to inquire into this accessory for the convenience of the motor driver.

The Rain-Sun Vision Shield Company at Los Angeles manufacture both glass and metal shields. The advantage of the metal shield is the rain groove at the base of the shield, which acts as a gutter for the rain. Made of high grade automobile steel, the shield is steady and permanent and will not rattle. It is made to adjust to any car, either open or closed, and its angle may be adjusted to the sun.

Carl L. Gardner and Al. Garside are the inventors, and have joint charge of production. Both are at work constantly, in active management of the factory, and give their personal attention to the problems which the shield and its distribution present.

The John T. Rowntree Company are the sales agents for the shield, and have various offices throughout the West. East of the Rocky Mountains, C. N. & F. W. Jonas are the sales agents for the Rain-Sun Vision Shield. These two sales organizations are surely a guarantee for the shield and its makers.

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The Harris Curtis Hardware store at Taft, California, has been damaged by fire to a small extent.

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The Sanford Hardware Co., Sanford, Michigan, are increasing their capital stock to $75,000.

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McLane & Selby have engaged in business at 3407 East Broadway, Long Beach, Calif., handling full lines of hardware and housefurnishings.

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The Hord & Hall stock of hardware, housefurnishings, implements, etc., has been purchased by R. H. Hord, of Campbellsville, Ky., who will continue the business.

---

The Farmers Hardware Co. has been incorporated at Cornelia, Georgia, with a capital stock of $15,000, handling full lines of hardware, implements and housefurnishings.

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The Farmers Supply Co., Linden, Indiana, has been incorporated with a capital stock of $20,000, handling full lines of hardware, housefurnishings, automobile accessories and sporting goods.

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K-9 Adjustable Wrench

# MOSSBERG

## ALL STEEL WRENCHES AND TOOLS

## A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

The Mossberg reputation for strength and service helps you to make your sales—it builds your business. Write for complete 1920 catalog.



"600" Board, Assortment of Ford Necessities

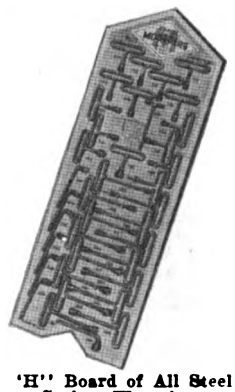
BRANCH OFFICES

Chicago, Ill., 180 N. Market Street.
San Francisco, Cal., 626 Underwood Building.
Los Angeles, Cal., 503 Equitable Building.
Seattle, Wash., 214 Maritime Building.
Dallas, Texas, 1129 No. Beckley Avenue.
Atlanta, Ga., 314-315 Chamber of Commerce Building.
Foreign Sales Office, 47 Broadway, New York City.
Montreal, Quebec, Drummond Building.

WALTER I. TUTTLE,
President and General Manager

FRANK T. CHASE,
Treasurer and Sales Manager

EVERETT L. FORD,
Secretary and Superintendent.



'H" Board of All Steel Socket Wrenches



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If you have half an hour to spare, don't spend it with someone who hasn't.

---

The business you get from people because they ought to trade with you will never make a living for your family.

---

Overconfidence in the loyalty of your customers may mean a loss of their trade to an enterprising competitor.

---

That life is poor indeed which plans only for self and does not share in working out some big things which are a distinct contribution to life and society.

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## STERLING TIRE CO.'S TWICE CHAMPION BASEBALL TEAM

The Sterling Tire Baseball Team has for the second consecutive year won the pennant in the Rubber Industries Athletic League. The standing of the clubs at the end of the season was:

| | W. | L. |
|---|---|---|
| Sterling Tires | 14 | 2 |
| U. S. Rubbers | 11 | 4 |
| Ajax Rubbers | 6 | 7 |
| Goodyear Tires | 2 | 12 |
| Keystone Tires | 2 | 6 |
| Kelly-Springfields | 1 | 3 |

This second victory is especially unusual, since the Sterling Tire Corporation is probably the smallest of the organizations represented in the league.

The players for the champions were all recruited from the factory. None of them had played much more than the normal "open lot" games. The cup (which was donated by the India Rubber World Publishing Co.) must be won three times. Manager Rourke of the Sterling team announces that his tribe will be out for blood and the third leg of the cup next season.

## DEATH OF JAMES F. FAILING

Surely we voice the united sentiment of the trade in the Northwest in our sorrow at the passing of James F. Failing, president of the Failing-McCalman Co., at Portland, and one of the real pioneer merchants of Portland.

Mr. Failing moved to Portland from New York in 1853, where he joined his father, Josiah Failing, who had settled in Portland two years before and established a general mercantile store, known as J. Failing & Co. Mr. Failing entered the business with his father and brother, Henry Failing, in 1860. Becoming a member of the firm of Corbett, Failing & Company in 1871, he was made president of Corbett, Failing & Robertson Company in 1893.

When the Failing-McCalman Co. took over the old business in 1906, he remained as president. At the time of his death he was completing his sixtieth year of his active connection with the hardware business. In 1900 he retired, leaving his sons to represent his interest, but he remained president of the company until his death.

Mr. Failing was an important figure in banking circles, as well as the hardware trade, for he had been for over forty-two years a director in the First National Bank of Portland. He was also prominent in the work of the Baptist church in the city and state.

The business will continue under the active management of Adrian McCalman and Mr. Failing's three sons.

---

Stewart Moore Hardware Co., composed of F. A. Stewart and W. A. Moore, Puyallup, Washington, are materially adding to their stock of hardware, implements, sporting goods, automobile accessories, housefurnishings, etc.

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The Imperial Valley Hardware Co. stockholders have voted upon an increase in the capital stock from $300,000 to $1,000,000. The tremendous increase in the business of the company's seven stores necessitates increased stock in all stores.

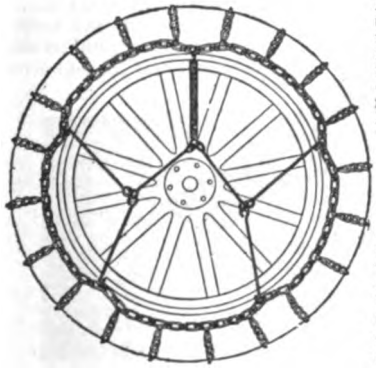


STERLING TIRE CO. BASEBALL TEAM

Standing, left to right—Brameld, 2nd base; Davis, pitcher; Rourke, 1st base, captain and manager; Mr. O. Basten, vice president of Sterling Tire Corporation; Hess, 3rd base; Dittrich, center field; Jackson, left field. Seated, left to right—Marquard, outfield; White, right field; Botto, mascot; Roach, catcher; Calendriello, shortstop.

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**SAVE YOUR FENDERS** Merchant's Anti-Skid CHAIN TIGHTENER



Loose chains slap against fenders, marring and bending them and creating an infernal racket. Merchant's prevent this by gripping the chain at five points, giving an easy tension all around. Saves chains. Saves tires. A wonderful little accessory. Price per pair $1.00.

M. H. Merchant Corp.
236-8 Emma St.
Syracuse, N. Y.

**Stylish Fidelity Bodies for Ford and Chevrolet**

$50 and up

COMPLETE LINE TOURING & ROADSTER MODELS



If you are selling, or intend to sell, AUTOMOBILE ACCESSORIES send for "The Little Salesman," our dealers' wholesale net price list—it's the greatest auto supply catalog ever published, and free for the asking.

NEW ENGLAND MILLS CO., 1027 West Van Buren Street, Chicago

# THE ROMORT AIR & WATER STATION

## Twice the service in half the time

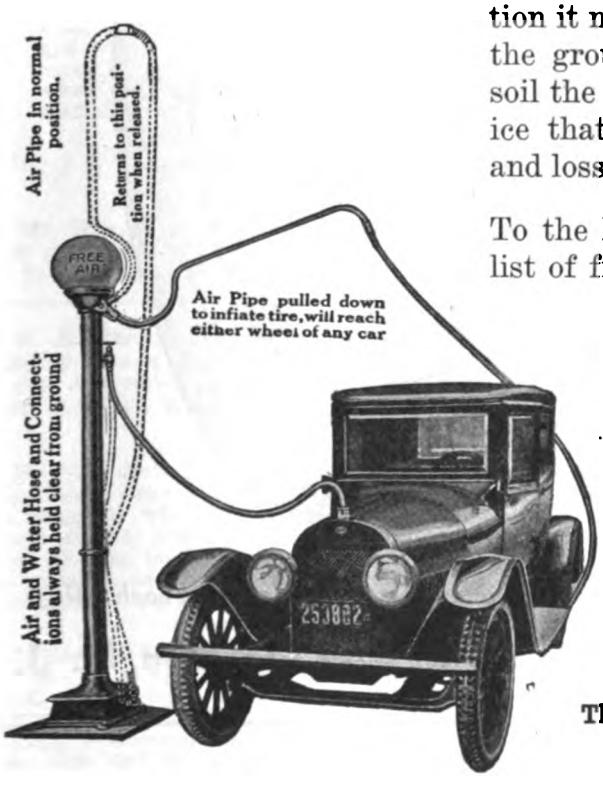
# SERVICE

Service may have a number of meanings, but applied to the Romort Air and Water Station it means an air hose that never touches the ground, becoming dirty and grimy, to soil the hands and clothing, and water service that is ever available without trouble and loss of time.

To the Dealer it means an ever increasing list of friends and customers.

To the car owner it means the cleanest, quickest and most efficient air and water service possible.

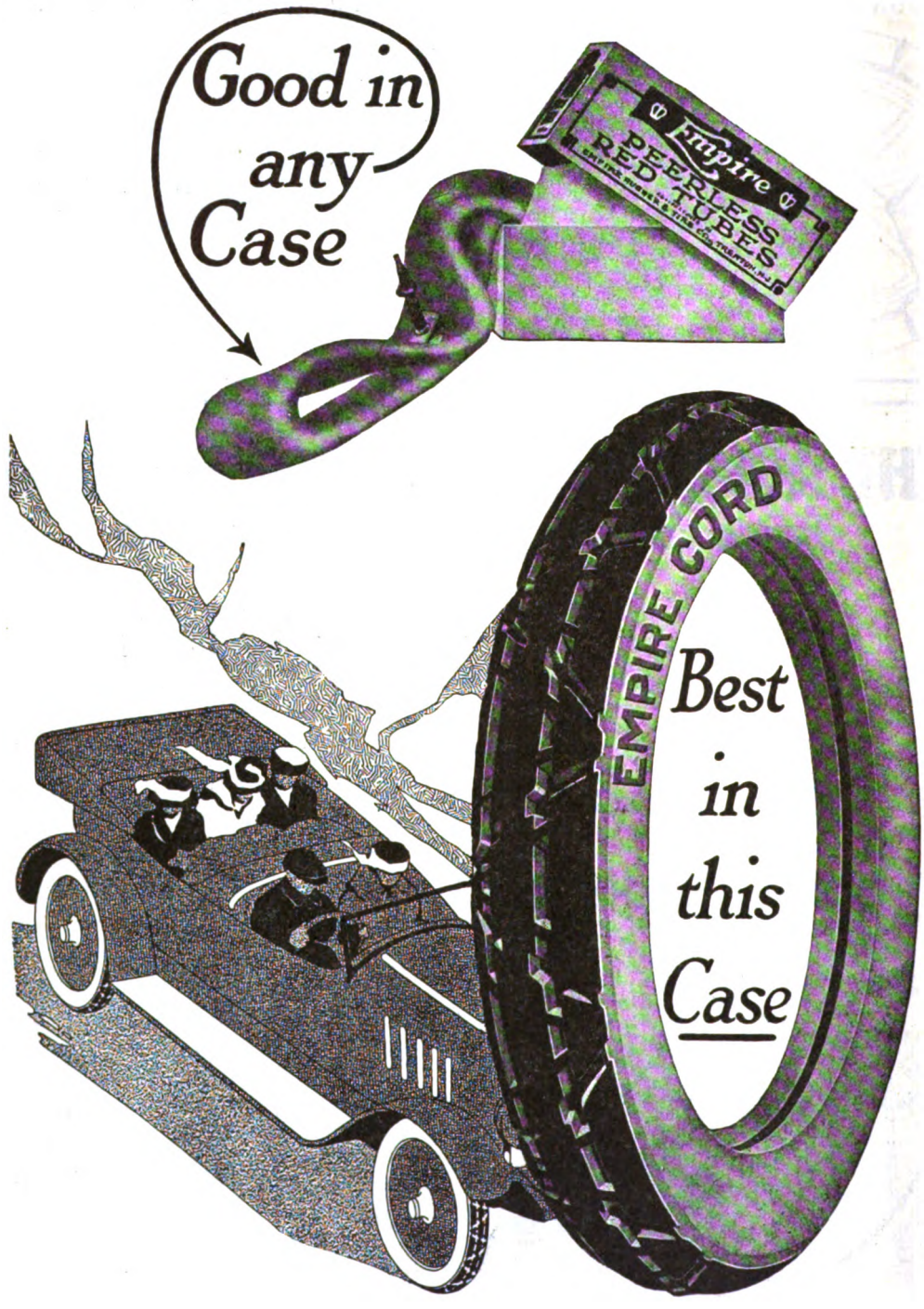
A postal to our Sales Dept. will bring full details.




Manufacturers
**The Romort Mfg. Co.**
Oakfield, Wis.

Sales Dept.
**The Zinke Co.**
1323 Michigan Ave.
Chicago, Ill.

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*A distributor may not have been appointed in your community and we may need each other*

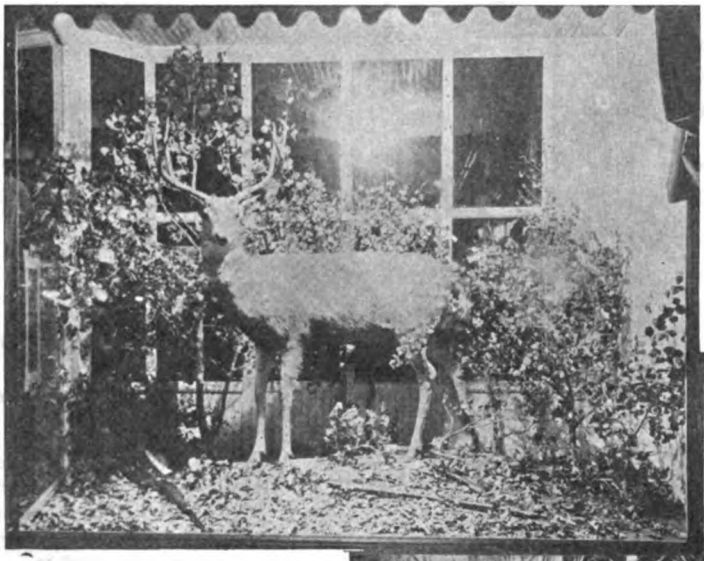
**THE EMPIRE RUBBER & TIRE COMPANY, Trenton, N. J.**

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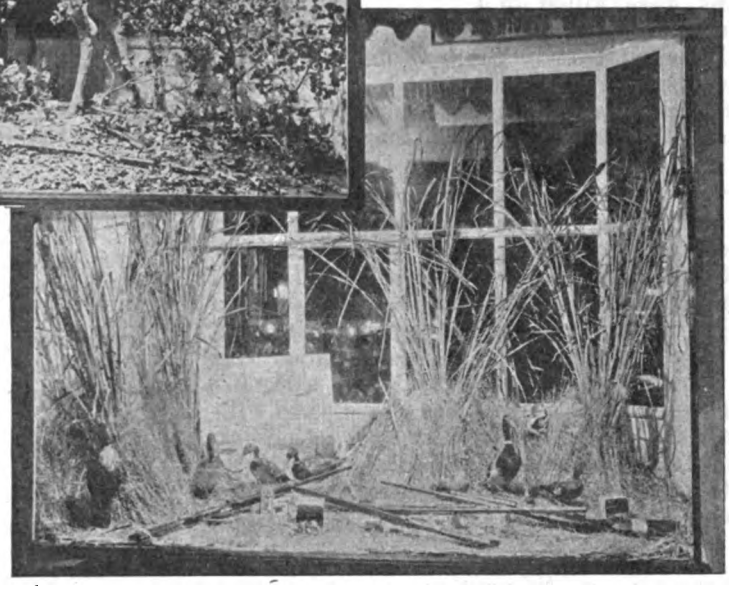
## THE 'ORN OF THE 'UNTSMAN IS 'EARD ON THE 'ILL

The Biggs Kurtz Hardware & Implement Co., retail distributors at Montrose, Colorado, have taken the lead in their territory in introducing new methods and keeping up with times.

Here are two window displays which were used to great advantage during the hunting season. John B. Ross is the window trimmer for the company, and these two windows are tributes to his ingenuity, ability and his knowledge of the trade and of merchandising psychology.



Notice that in the hunting window, featuring the deer, every device is used in stirring up the sporting blood of the passerby without forcing on him a great array of guns, ammunition and other supplies.



This display window is based on the theory that the creation of a demand and the desire to buy is more important than supplying the demand and showing the articles. At least it is far more important when the show window is concerned.

Mr. Ross reports that seven Montrose sportsmen went out the second day of the hunting season and returned with seven bucks, which we believe speaks for the thoroughbred sportsmanship of the community, as well as for the enterprise of the Biggs Kurtz Hardware & Implement Co..

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R. E. Carruthers of the Astoria Hardware Co. was recently one of the two representatives of this city at the convention of the Rotary Clubs of the Northwest at Walla Walla, Washington.

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Harvey Avery, E. C. Atkins & Co.'s oldest salesman, eighty-one years young, very nearly lost his life recently when he ascended in an aeroplane at a county fair to distribute advertising matter. The pilot tried to loop the loop, but was not high enough from the ground, and they crashed into the earth, hurting both men severely.

---

J. Sand & Son, Detroit, Mich., report that they have had the best year's business they have ever experienced. They have enlarged their plant, and are planning for a busy year in 1921. Their products are meeting with much favor at the hands of the entire trade, as well as being most favorably received by mechanics generally.

## BENJAMIN TWO-WAY BROADSIDE

The Benjamin Electric Mfg. Co., through its advertising department, has made great strides throughout the fall in cooperating with dealers and distributors in pushing the Benjamin No. "92" Two-Way Plug.

Every few weeks suggestions and valuable material are mailed to distributors and dealers in Benjamin products. These include model window trims, counter display boards, cut-outs, suggestions for local advertising and trade letters of an inspirational and informing nature.

The latest feature is a four color advertisement in four of the leading national journals, showing the plug in actual colors. Merchants are urged to take full advantage of this big advertising and tie their sales to it.

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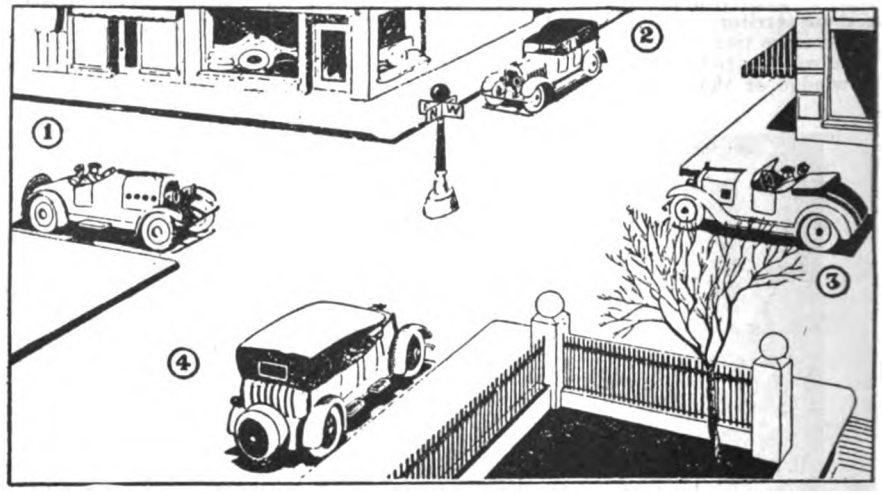
The Valley Hardware & Implement Co. has taken over the furniture stock of Kellso & Goble, Grandview, Washington, which will be consolidated with its hardware stock.

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## WHO HAS THE RIGHT OF WAY?

The following illustration may be useful in impressing the users of motors, the right-of-way in driving and thereby avoiding accidents:

Reports from the Interstate Commerce Commission show that in 1918 there were 2,270 automobile accidents in the grade crossings in the United States. A total of 1,131 people were killed in these accidents. In 1919 approximately 10,000 persons were killed in automobile accidents in the United States.




**Right of Way**—In the above diagram, No. 1 has the right of way over No. 2; No. 2 has the right of way over No. 3; No. 3 has the right of way over No. 4; No. 4 has the right of way over No. 1. This is in accordance with the provisions of the automobile laws.

Every motor vehicle under the laws should be equipped with good brakes, suitable signal service and anti-glare devices, or lenses, and other safety appliances, and always keep in mind that the vehicles approaching from the right have the right of way.

—The Leader.

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Many young fellows who formerly refused to recognize work even when introduced to it was forced in the army to labor from 5 a. m. to 8 p. m. and discovered that one could survive if called upon in commercial or industrial pursuits to labor from 8 a. m. to 5 p. m. Good idea here. If we all would work even eight-fifteenths as hard in peace times as we were willing to work in war times, many production and distribution problems would solve themselves. Less talk and more sweat, as Hoover inelegantly but most effectively says.

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There are some things that a committee can do that an individual cannot do. But, in a great number of instances, the average committee is a body of men who take a week to do what one good man could do in an hour.

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## "QUICK-LITE STUNTS" FOR COLEMAN DEALERS

A "Quick-Lite Stunt" book is now being sent by The Coleman Lamp Company of Wichita, Kansas, to all dealers. This first edition has sixteen pages chock brim full of helpful ideas and stunts used by hardware dealers all over the country to promote sales.

Merchants tell how they double and treble their sales of nails, rope, furniture, etc., how they attract buyers to their stores, how they fix their window displays and how they use other profit producing methods.

This Stunt Book is but the first of a series promised by the Coleman Lamp Company. The next one will be entitled "Quick-Lite Trims" and will deal almost entirely with attractive window displays by the hardware dealer and for the hardware dealer. Another one will be "Quick-Lite Ads" and will show live, snappy, business-getting advertisements exploiting various products, written by hardware merchants.

## THE KNOCK THAT BOOSTED

A merchant in a southwestern city has just sold a gas range to a woman he had never seen in his store before. Out of curiosity he thought he would ask her what brought her to his store.

The customer replied: "I started downtown this morning to buy this brand of range because my mother had one and she said it was the best. I knew the name of the brand, but did not know who sold it. I went into another store and asked for it.

"That man said he did not carry it because it was no good. He said I could only get them at stores like this one—he mentioned your name. I thanked him for saving me from running around any more. So I came right here and bought what I wanted."

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Defeat is often a spur to victory.

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## PEXTO CENTENNIAL HAND BOOK

The Peck, Stowe & Wilcox Company have just mailed out to the trade hand book No. 20A. Centennial Edition, whose 400 pages are devoted to a complete description of their machines and tools for metal workers.

This hand book is in no respect a catalogue. It is a complete manual for the sheet metal worker. It contains tables for his use, general information along the lines of sheet metal, the history of the hundred years of development of Peck, Stow & Wilcox, as well as a description and illustration of all Peck, Stow & Wilcox tools.

Surely no sheet metal worker will want to be without this volume and surely every merchant numbers the sheet metal workers among his customers. Merchants will cement an everlasting friendship if they pass such a volume along to their customers.

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# AUTO TOPS *and* Seat Covers



**Top Recovers, Seat Covers**
**Radiator and Hood Covers**
**Side Curtains, Rain Guards**

**Tire Covers, One-man Ford Tops**
**Trimmers' Material and Supplies**
**Tents, Paulins and Wagon Covers**

## Clifton Manufacturing Company

**Main Office and Factory**
**Waco, Texas**

San Francisco, California
Office: 509 Postal Telegraph Bldg.

Los Angeles, California
Office: 124 South Los Angeles St.

# There are Many Reasons

**FOR THE CONTINUED AND INCREASED GROWTH OF OUR TRADE**

If you are one of our customers you know them.

If you are not one, we want the opportunity of showing you why it will be to your interest to send us your orders.

## NASH HARDWARE CO.

(WHOLESALE ONLY)

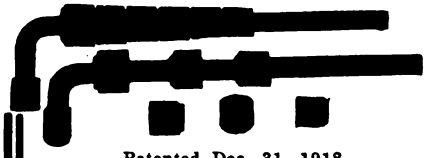
**SHELF AND HEAVY HARDWARE**

FORT WORTH
WICHITA FALLS

**At Your Service Since 1872**



Patented May 1, 1917
"HEXALL" Ratchet Socket Wrench No. 2,
11 Pieces



Patented Dec. 31, 1918
"HEXALL" Socket Wrench No. 5,
8 Pieces

## *"You're the Doctor, Bill"*

HOW much of your trade relies upon your judgment when they come to purchase automobile supplies? Quite a goodly number, we would suppose, for they have dealt with you a long time. So when you recommend a

## "HEXALL" Socket Wrench

**Trademark Reg. U. S. Pat. Off.**

they naturally take it for granted that you are selling them the most dependable, most satisfactory socket wrench on the market.

This is their attitude: "You won't sell me something you wouldn't buy yourself, so if you say it's O. K., I'm satisfied. **You're the Doctor, Bill.**"

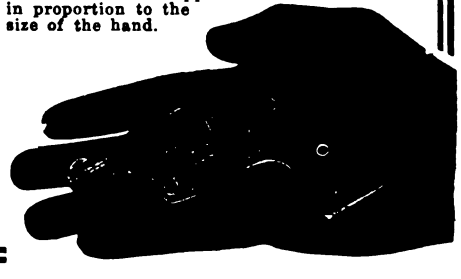
**Faith like that must be maintained.** When you take down a "HEXALL" Set from your shelf and hand it over the counter—you can look your man squarely in the eye, knowing that you are giving him the **best socket wrench in the world**—conceded as such by a constantly increasing number of motorists, motor-boat owners, aeroplane enthusiasts who find in "HEXALL" every requirement of the perfect socket wrench. Besides, it's guaranteed:

***"Break Any Sedgley Wrench and We Repair It — No Charge"***

The "HEXALL" Line—seven sets—a "**HEXALL**" for every need—carries an attractive profit; it is a consistent "repeater"—a distinct asset to any hardware or sporting goods store. **Be sure it's a "HEXALL."**

Always keep a display of the "BABY" Hammerless Revolver on the counter and in the window. It's the smallest "death-dealer" on the market. Shoots 6 .22 caliber rimfire cartridges. Measures only 4 inches from muzzle to stock; weighs 6 oz.

"BABY"—as it appears in proportion to the size of the hand.



*Dealers write jobbers; jobbers write us*

## R. F. SEDGLEY, Inc. *Est. 1897*

**2311-13-15 North 16th St., Philadelphia, Pa.**

**Pacific Coast Representatives: McDonald & Linforth, San Francisco**


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## WE RECOMMEND HOME CALISTHENICS

The cheapest and simplest gymnasium in the world, and one that will exercise every bone and muscle in the body and discover for you many new ones, is a flat piece of steel notched on one side, fitting tightly in a wooden frame, and, after being greased on both sides, rubbed into a stick of wood laid lengthwise of a sawbuck.

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Facts to the mind are a good deal like food to the body—they furnish the genuine nourishment without which weakness is bound to develop.

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Mistakes are among the most valuable equipments of the successful man—if there are no duplicates!

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## "SANDY" PLUMMER IN NEW QUARTERS

Sanford Plummer, one of the deans among manufacturers' agents, has moved his offices into new quarters, 502 Atlas Building, Mission and Second Streets, San Francisco. Mr. Plummer has been known to the trade for years, representing such institutions as the Reading Hardware Co., Gilbert & Bennett and Malin & Co., at his office, 111 New Montgomery Street.

For the last year or two "Sandy" Plummer has not been up to snuff, and has spent a great deal of time at his home recovering his health. However, we are mighty glad to join with his good friends in knowing that he is once more his old self again, and doing business in his old style.

## LAWS OF NATURE

Nothing in nature is permanent; everything is constantly changing. Day changes into night, fair weather into foul, plants and animals die and decay, and even the solid rocks gradually wear away into soil and sand. These changes do not occur by chance, but each is the result of some definite law of nature.

After more than fifty years of experience, guided by innumerable records, and tests under all conditions and climates, the Dixon Company adheres to the belief that what a protective paint will do, and what it costs to do it, are the real considerations in the value of a protective paint. Fifty years of experience and watchful care in keeping accurate records of results warrants this company in proclaiming Dixon's Silica-Graphite Paint the unequaled protective paint for all metal or wood work. To its enduring quality is added its fine appearance. Made in four colors—black, natural (dark gray), olive green and dark red.

---

## HAPPY THOUGHT LIVERY, $6

Scene: Small town hotel, worried salesman at writing desk. Before him a small pile of money and a sheet containing a column of expense account figures.

He adds and frowns. Counts money and frowns again. Thinks hard. Frowns harder. Thinks harder. Frown disappears. Smiles. Leans back in chair.

Holds left hand out in front of him, and says, "Giddap, hoss, giddap." Holds attitude a minute. Then, "Whoa, hoss."

Adds to column of figures:

"Livery $6.00."




No. 632
Steel Two Burner Gas Plate



No. 633
Steel Three Burner Gas Plate

The HEADLIGHT Line

DO YOU wish to increase your sales in high grade Gas Plates? Then give the HEADLIGHT line a trial. Every one you sell means a satisfied customer and, as you know, a satisfied customer is your best advertisement. The HEADLIGHT line is built to satisfy you and your customers.

Now the unbreakable steel gas plate, which we illustrate, is something entirely different than any you have ever sold before, and is bound to please. Full steel top, body and legs, finished in black, baked on enamel, with nickel plated valves and feed pipe. Has cast iron, star shaped, drilled burners, equipped with adjustable mixer cap. Note the wide top, 14 inches, and compare it with any other gas plate you ever handled. Stands 10¾ inches high. The aristocrat of the gas plate line. Also made in a laundry style, standing 18½ inches high.

Write for our catalogue and price list.

Manufactured by

THE L. A. ALTHOFF MFG. CO.
180 N. Dearborn St. Chicago, Ill.


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# FOR 48 YEARS

Our CONFIDENCE in western merchants has meant GROWTH for us both.

We want your GOOD WILL so that we can return it in kind for our mutual BENEFIT.

WE DO NOT SELL CATALOG HOUSES

**EMPKIE-SHUGART-HILL COMPANY**
WHOLESALE HARDWARE
COUNCIL BLUFFS IOWA

GET FULL MEASURE OF SPRING
WEAR

The far-reaching Guarantee under which
HIGGINS QUALITY SPRINGS
For Replacement
are sold—years of successful usage back of them—the new, improved principle of construction give you *positive protection* against imperfections—breakage, and bother.
Best for the *dealer* because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 1241 Racine, Wis.

NO BOLT—NO HOLE—NO HUMP—NO JOLT

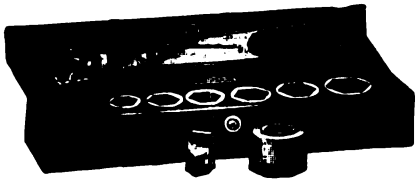
QUALITY WARMTH



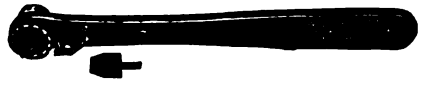

# LOCKWOOD
## Hood and Radiator Covers

Insure easy starting. Made of heavy, durable materials. Insure your engine against freezing. Fit perfectly and add to the style of your car.

LOCKWOOD MFG. CO.
NEW YORK KANSAS CITY-BUFFALO CHICAGO



UNIQUE

# LANE'S


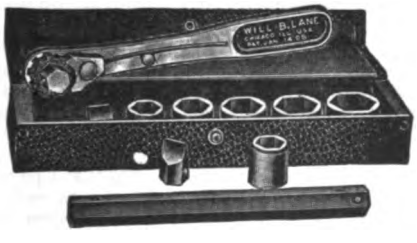
# Ratchet Socket Wrench Sets
## and "*SUPER-UNIQUE*"

(Trade Marks Registered)

**DEALERS: NOTE THESE SELLING POINTS:**
Round Sockets, Turned from Solid Steel Bar
Broached Hexagon Openings. Guaranteed Against Wear and Spreading

**NO PROFITEERING IN OUR PRICES**

JOBBERS EVERYWHERE CARRY LANE'S UNIQUE TOOLS



Made only by
**Will B. Lane Unique Tool Co.**
180 N. Dearborn St.
CHICAGO, ILL., U. S. A.

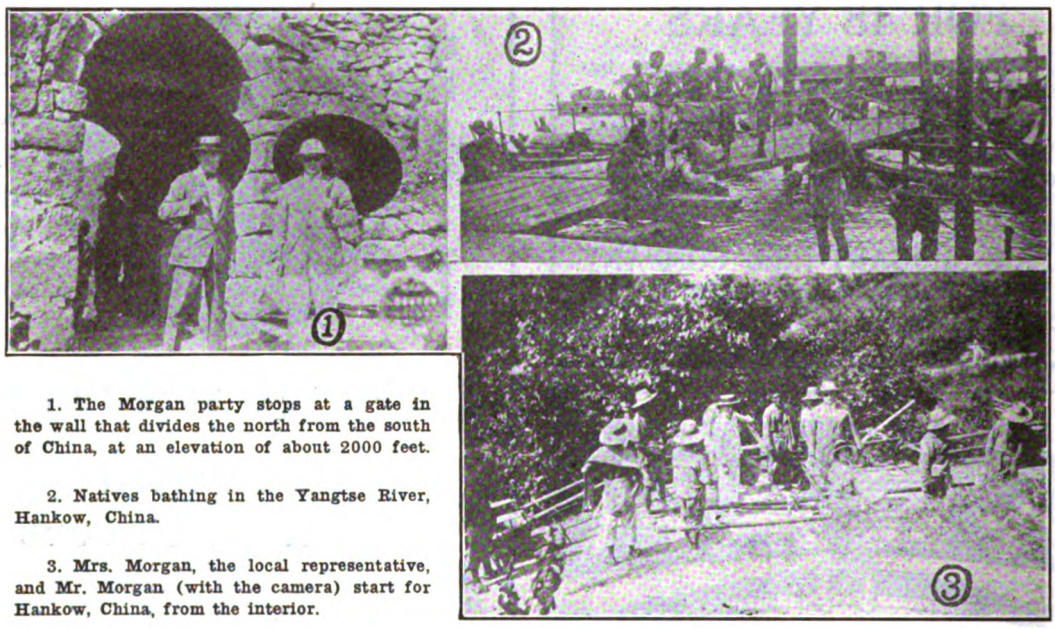
W. H. WILBURN,
Western Representative
602 Williams Building,
Mission and Third Sts.,
San Francisco, Cal.





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## ORIENTAL GLIMPSES THROUGH A VETERAN EYE



1. The Morgan party stops at a gate in the wall that divides the north from the south of China, at an elevation of about 2000 feet.

2. Natives bathing in the Yangtse River, Hankow, China.

3. Mrs. Morgan, the local representative, and Mr. Morgan (with the camera) start for Hankow, China, from the interior.

Through the kind cooperation of Earl R. Morgan, we are able to publish these views of the Orient as it appears to an American traveling representative. Mr. Morgan is director of sales for China and the Philippines for the American Hardware & Steel Products Co., of Seattle, Washington.

For many years Mr. Morgan has traveled through the Orient for various American hardware interests and he is a veteran in the Chinese and Oriental trade. When last heard from he and Mrs. Morgan had just returned from the interior of China, where he reported that they met with some most amusing experiences, being at times between the lines of the different Chinese political factions in martial convention assembled.

The faction in China that can get the most money to hire the greater number of soldiers wins the political contest after a little skirmish.

Business has not been by any means good in the Orient, there having been many failures due to the unsettled exchange conditions, as well as the financial crisis in Japan. However. Mr. Morgan is happy and prosperous, whatever way the wind blows, as is evidenced by these snapshots.

## ADVANCE ON STEVENS GOODS

The J. Stevens Arms Company has announced an increase in their selling prices on practically their entire line. This represents an increase of 10 per cent on some models and a somewhat higher percentage of increase on other models. This step was made necessary owing to the continually increasing costs of material.

The Stevens Arms Company have orders on their books covering their production for many months, and it was not in accordance with the conservative policies of the company to accept orders for deliveries months in advance, when raw materials particularly were continuing an upward trend.

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The Carrysot & Daugherty Co. at Ft. Wayne, Indiana, has changed its name to the Carrysot Implement Co. The business is both wholesale and retail.

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The Reid Hardware & Furniture Co. has established itself in business at Phil Campbell, Alabama, and will specialize in automobile accessories, as well as the implement line.

---

Charles G. Spencer of St. Louis, Mo., recently won the professional trapshooting championship. Spencer is a member of the Winchester Shooting Team and is shooting the new ventilated rib trapgun. He recently broke 410 targets in succession in one shoot.

## SAY SAMMIE CARS SELL ON SIGHT

It is the claim of the Western Toy Company that Sammie Cars sell on sight. Those progressive and thoughtful hardware men who have taken up the toy line as a feature of their business will probably readily agree with these manufacturers. At any rate, it is our advice to the hardware trade to look into the proposition of handling toys if toys are not already in their stock.

One of the first toys to be investigated is the Sammie Car. This is an original and unique handcar for children, manufactured by the Western Toy Company at Berkeley, California, and Niles, Michigan. From the dealer's point of view it is a new idea and therefore easy to sell. Children take up the idea quickly and spread the good word around the neighborhood, so that one sale means several.

Since Sammie Cars are easily converted to any size from 2 to 8 years by adjusting the seat, the merchant is not in danger of becoming overstocked on odd sizes. It is proposed to advertise Sammie Cars nationally and the merchant who investigates now and has a stock when the rush comes will find himself fortunate in being able to fill the holiday demand. They are packed six in a box, knocked down, and are easy to set up. If your jobber cannot supply you, the Western Toy Company, either at Berkeley, California, or Niles, Michigan, will be pleased to handle any inquiries or orders.

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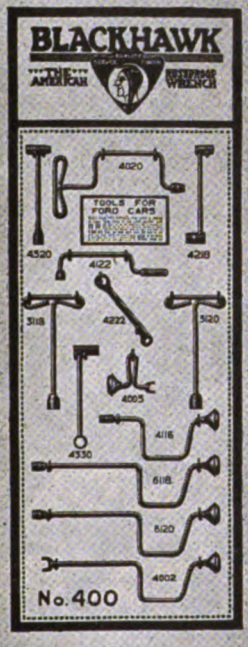
# BLACKHAWK

QUALITY SERVICE FINISH

RUST- PROOF

A-1

# WRENCHES




The name Blackhawk on a wrench stamps that wrench as an accurate fitting, dependable tool—an appropriate wrench for expert machinist or skilled mechanic.

Sockets are machine turned from the solid steel bar and broached out. Safe guarded against rusting by a patented rust-proof process.

Individual wrenches, standard combination sets, attractive display boards for dealers.

Every Blackhawk Wrench is guaranteed.

Write for catalog and prices.

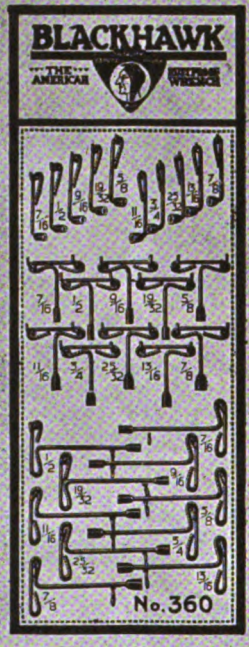
Manufacturers: We make wrenches according to specifications.

**American Grinder Mfg. Co.**
MILWAUKEE, WIS.

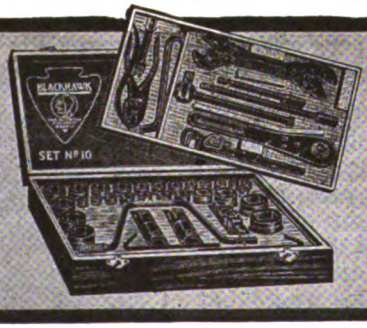
Represented by
**C. N. & F. W. JONAS**

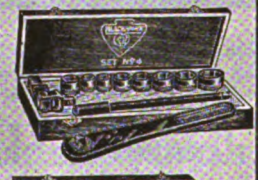
OFFICES AT

Transportation Bldg.....Chicago
Equitable Bldg.....Los Angeles
111 New Montgomery St., San Francisco
616 Pioneer Bldg.....Seattle
524 Forsythe Bldg.....Atlanta










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Here is a hunting den that will be sure to make its appeal. It is such a display as could be prepared by even the smallest retail store. It shows so clearly its arrangement that it needs no description. We will be glad to receive any photographs of similar displays, or any improvements that might be made upon this.

## BE THANKFUL ALL IS NOT KNOWN

A staid Boston journal tells us this: "When folk lie about you, don't get angry—suppose they had known the truth about you and told that." Epictetus said: "If a man has reported to you that a certain person speaks ill of you, do not make any answer to what has been told you, but reply: 'The man did not know the rest of my faults, or he would not have mentioned these only.'"

---

Force can rule some things temporarily, knowledge rules all things eventually.

## ONE EXPLANATION

"Rastus, what's an alibi?"

"Dat's provin' you wuz at a prayer meetin' whar you wasn't, in order to show dat you wasn't at the crap game whar you wuz."

*The Standard Spark Plug of the World*

AC

Champion Ignition Company, FLINT, *Michigan*

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# Sterling Jacks Never Fail




Safest and most dependable Jacks made, representing the highest development of sturdy construction.

Correct design and workmanship insure greatest capacity durability, safety and more perfect ease of operation than any other Jacks of equal size.

Sterling Jacks are absolutely guaranteed.

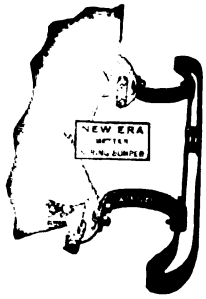
Sold by leading jobbers and dealers. Ask for catalog of 14 sizes.

**Republic Auto Parts Co.**

81 Tenth Street Long Island City, New York

**A SIZE FOR EVERY CAR**

# NEW ERA




Ok'd by Underwriters Laboratories, Inc.
Front and Rear.
100% Interchangeable.
No Dead Stock.
Double Bars — double strength.
Immediate Shipments.

*Send for Catalog*

**New Era Spring & Specialty Co.**
65 Cottage Grove Ave., Grand Rapids, Mich.

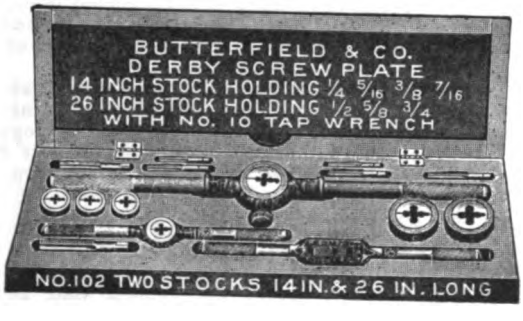
**"Better" SPRING BUMPERS**

# Butterfield "Reece's" Screw Plate

**Requires 50% less power, cuts faster, more accurate and will outwear any other manufactured. Dies are easily removed for sharpening and can be adjusted to .001 of an inch.**




# *The "World's Standard" Screw Plates*




## Butterfield "Derby" Screw Plate

**Without question the best and most popular Round Die Screw Plate on the market today.**

**BUTTERFIELD & CO. Division**
**Union Twist Drill Company**
**DERBY LINE, VT.**

**CHICAGO STORE, 11 South Clinton Street**
**PACIFIC COAST REPRESENTATIVE**
**V. S. Walsh, 560 Mission St., San Francisco, Cal.**


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C. M. THOMPSON
Who has the distinction of buying for the southwesterlymost hardware house.



KENNETH McKENZIE
Sales Manager and Chief-of-Staff of the Western Hardware and Metal Co.

## AT THE SOUTHWEST CORNER

The Western Metal Supply Co., jobbers at San Diego since 1888, enjoy the distinction of being the southwestern-most jobbing house in the United States. A full line, including iron, steel, heavy hardware, plumbing fittings, valves, irrigation supplies, tools, household goods, automobile accessories, etc., are carried by this house. They not only supply the trade at San Diego, but also the adjacent territory extending into Arizona. They also do considerable shipping to Lower California and the west coast of Mexico.

The newest addition to the western family is C. M. Thompson. Mr. Thompson has had many years' experience with the Whiton Hardware Company at Seattle, Washington. He entered the hardware business as a boy in Minnesota.

Mr. Thompson has taken over the buying for all lines except plumbing, and Kenneth McKenzie, former buyer, has become general sales manager for the company.

This is one of the few wholesale institutions in the United States with a house large enough to hold its wares. When a new building was constructed for the company several years ago, they built for the future, with the result that at the present time they have a fireproof building, four stories high and especially reinforced for their purposes, covering a square block and with plenty of floor space, so that their goods may be comfortably and safely housed and easily available for handling. In the near future we hope to publish photographs of the company's plant and officers.

## RUBBER CORPORATION ENLARGING BRANCHES

So great has been the increase in the business and activities of the Rubber Corporation of America since the consolidation of the Sterling Tire Corporation and the Empire Rubber & Tire Co. into this new organization that it has been necessary to enlarge quarters at the general offices of the company, as well as at the various branches. The latest announcement comes from Kansas City, where the corporation has found it necessary to move from 21st and Grand Avenues to 717-19 Wyandotte Street.

The manufacturing companies remain separate and distinct, as before, there having been no change in the controlling interests of either. The sales organization is combined with general offices at 240 W. 55th Street, New York, and branches at Boston, New York, Philadelphia, Pittsburgh, Buffalo, Chicago, Kansas City, Atlanta and San Francisco.

The Sterling branches in the following cities have been taken over by the former managers, who are now distributors for the Rubber Corporation of America; Newark, Paterson, New Jersey City, Philadelphia, Syracuse, Cleveland, Detroit, Indianapolis and Washington.

---

Surber's Hardware has succeeded Spitler & Surber at Francesville, Indiana.

## SUPERIOR WEST BEND ALUMINUM

Where is the hardware merchant who does not include in his household goods department an aluminum line, thus taking advantage of the general growth in favor of aluminum goods and utensils among housewives in general?

In this connection, and among the other standard and reliable lines of aluminum goods is that of the West Bend Aluminum Co., West Bend, Wisconsin, announced elsewhere in this issue. The company can conscientiously assure the trade that its line of aluminum ware represents the highest development in modern cooking utensils, and that the merchant who handles it has the utmost measure of selling value at his disposal.

At any rate our readers may be assured that this line will bear investigating, which is all that the company and its representatives desire. A copy of catalog No. 14 will gladly be sent upon request from the company's main offices, or from the western representatives of the company, A. L. Groeschel, San Francisco, and the W. M. Clark Co., Portland.

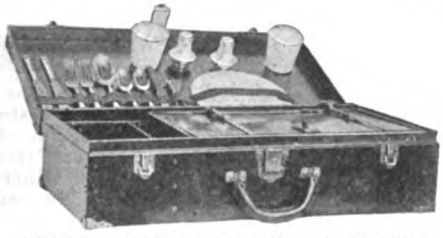
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E. L. Peterson, president of the John Forrester Rifle Club, of Pittsburgh, Pa., reports that he has shot 20,000 rounds of ammunition with the .22 caliber Winchester musket NRA model, which he purchased on September 21, 1917. It is still in perfect condition.

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# Christmas Morning



**FOUR PARTY SUIT CASE OUTFIT**

A complete outfit packed in a strong handsome suitcase. Equipment includes one two-burner Auto-Kamp-Kook-Kit, coffee pot, condiment can, pump and funnel, together with complete set of knives, forks, plates, cups, etc, for four persons. There is also a compartment for Thermos bottle or other extras.



## KAMP KOOK KIT

The most appreciated gift. The gift that the whole family will enjoy for years to come.

Auto-Kamp-Kook-Kit is the most popular camp stove on the market. Burns gasoline—built of best materials—light and compact—made in several sizes from one burner "Hunter's Special" to the large four party suitcase outfit (illustrated). Prices range from $10.00 to $45.00.

Auto-Kamp-Kook-Kit is advertised in all the leading outdoor magazines. Window display material, cook books, window cards, etc, furnished free.

Get your stock in now.

## Prentiss-Wabers Stove Co.

**Spring St., Wisconsin Rapids, Wis.**

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## DO YOU EVER FEEL ABUSED?

When Abraham Lincoln was a young man he ran for the legislature in Illinois, and was badly swamped.

He next entered business, failed and spent 17 years of his life paying up the debts of a worthless partner.

He was in love with a beautiful young woman to whom he became engaged—then she died.

Entering politics again, he ran for congress, and was badly defeated.

He then tried to get an appointment of the U. S. Land Office, but failed.

He became a candidate for the U. S. Senate, and was badly defeated.

In 1856 he became a candidate for the vice presidency, and was again defeated.

One failure after another—bad failures—great setbacks. In the face of all this he eventually became one of the country's greatest men. When you think of a series of setbacks like this, doesn't it make you feel kind of small to become discouraged, just because you think you are having a hard time in life?

---

## "BLAME IT ON THE TIRE"

He didn't pump it full enough, though all the air is free,
He left it soft and spongy-like, and scooted on with glee,
He skidded and he gridded and whooped through dust and mire,
And when it burst
He cursed and cursed,
And blamed it on the tire.

He drove it on the street car tracks with confidence superb,
He scraped it on the lamp-posts and he scraped it on the curb,
He slammed it and he jammed it any way he might desire,
And when it popped,
Right out he hopped,
And blamed it on the tire.

He cut it on some broken glass, but said that didn't hurt,
He kept right on through sand and mud and filled the cut with dirt;
It spotted there and rotted there and soon he howled in ire,
When up it blew,
He blew up too,
And blamed it on the tire.

He put on chains that ground and chewed and gouged into the tread,
He knew his wheels were out of line, "But what of that?" he said.
He whizzed along and sizzed along, he picked up nails and wire,
And when it banged,
His fists he whanged,
And blamed it on the tire.

Who is this man? Go ask the boys who meet him every day;
Go ask the boys who have to hear the things he has to say.
He bores in and he roars in with words of angry fire,
Though he's to blame,
It's all the same—
He blames it on the tire.

—Wilbur D. Nesbit.

---

Four of the five small bore rifle events in the recent Sea Girt tournament were won with Winchester Bolt Action Magazine rifles. The most important of these matches was won by a team comprised of Captain W. H. Richard, his son Virgil, Captain R. O. Miller. U. S. A., and Captain George W. Chesley. The combined score of the team was 865.


# The COOK Phonograph

"The Cook Phonograph is concentrated perfection of tone and tone-control so crystal-clear that no carefully interpreted theme is lost.

"Its completeness in every detail is incomparable. The Reproducer, and its adjacent parts and the motor, with its marvelous smoothness, combine to make the Cook the peer of phonographic attainments — the cynosure of all eyes—'the observed of all observers.'"

ASK THE JOBBER'S SALESMEN — WE WANT AGENTS

## ERNEST C. COOK COMPANY

*Manufacturers of the* **Cook Phonograph** *"The Instrument of Quality"*

**Main Office, 116 S. Michigan Ave., Chicago**


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# DISPLAY THEM




## You Sell Them

**Reichert Emergency Tire Chain**

**No. 220**

Esily and quickly adjusted when you are in trouble. So simply constructed a child can install them. Place the malleable clamp on the spoke, then slip the chain over the tire and hook the snap in the loop—that's all. No jacks or tools are required.

A set of four chains, packed in a bag, is suffifient to pull you out of the mud, sand or snow. No car complete without this accessory. It is cheap safety insurance.

Write for full information and trade prices.

*Write us for name of your nearest distributor*

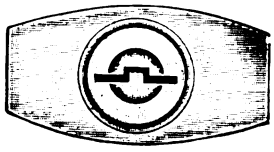
**IMPERIAL BIT & SNAP CO.**
RACINE, WIS.

# King "Multi-Tumbler" Padlocks




**Built to Serve Every Padlock Need**



Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

**THE KING LOCK CO., CHICAGO, ILL.**

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

ONE-HAND-Y KESCO ELECTRIC DRILLS

*Do it with the*

# ONE-HAND-Y DRILL

*The Lightest Efficient Electric Drill*



Compact and durable.
Operated and controlled entirely by one hand.
Chuck and bit concentric with hand-grip and thrust.
Weight, three pounds—evenly balanced in hand when in service.
Pure aluminum housing.
All bearings in bronze bushings—spiral cut gears.
Universal type motor—developing 1-6 H. P.
Switch always under control of thumb—cannot run idle.
Should be in every garage, machine, electric and wood-working shop.
Every mechanic needs one—a labor saving device.
Several users have reported that it has paid for itself in two to three days' use.
Equipped with Goodell-Pratt or Jacobs chuck.

**Write for Complete Information.**

**KNIGHT ENGINEERING & SALES CO.**
210 West 7th Street, Los Angeles, Calif.

**JOBBERS ATTENTION**

The One-Hand-Y drill is distributed exclusively through the Jobbing trade. It is a "best seller" in the mechanical tool line.


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## H. L. BOYD—SOUTHERN CALIFORNIA SECRETARY

At its recent annual convention, the Southern California Hardware & Implement Association, at Riverside, the association practically proved its strength by becoming a separate and independent association.

H. L. Boyd has been elected secretary of the Southern California Association, and will devote his time to his secretarial duties.

Under the new arrangement, the secretary of the Northern California Association will always be present at the annual meeting of the Southern California Association.

During the last year the Southern California Association has added 24 new members to its membership, making a 10 per cent increase in membership. Meetings are held every month in Los Angeles, in addition to the semi-annual convention.

Due to his new connection with the Otto Reiman Co. in the electrical field at Los Angeles, the hitherto ever-faithful Glen Marks tendered his resignation to the association. He has been faithful in service for many years, and has been a most efficient, active secretary. He is a partner in the new business, and will be forced to devote all of his time to private interests.

## "PRESS THE BUTTON TO SAFETY"

"Press the button" is the watchword adopted by the Walker Motor Car Specialties Co., at Oakland, California, in connection with their Leader Auto Lock, which fits on the steering post of any car.

In pressing the button of this safety lock the motor is shut off and the car is locked. The operator never forgets to lock his car, thus the ignition circuit is broken and the front wheels are locked at an angle, so that it is impossible to move the car or tow it away.

The Leader Auto Lock can be installed without boring holes into the steering wheel or marring the car, and can be installed on any make of car that has spark or gas control mechanism on the steering wheel.

The officers of the company are Norman De Vaux, president; R. C. Durant, first vice president; G. C. Walker, second vice president. The headquarters of the company are at 301 13th Street, Oakland, California.

Peter T. Peterson has purchased the S. S. Patrick furniture and hardware business at Wenatchee, Washington. Mr. Peterson was formerly a merchant of Mansfield.

## THE HARDWARE DEALER SHOULD HOLLER FOR HELP

Dealers in hardware, implements and many other lines sell a good many things with which they are not thoroughly familiar. This is not surprising. No one man could become wholly practical in using and adjusting the many articles that go to make up a complete hardware stock.

Yet a dealer frequently loses trade and loses chances to increase trade because customers sometimes fail to get results from commodities he sells them, which they do not handle just right to produce desired results and which the dealer himself cannot tell them how to use in any more than a general way.

Fortunately, a great many manufacturers selling goods to the hardware and implement trades maintain service departments, including demonstrators, and if dealers would call on these service men for help when one of their customers has trouble with some specialty he has bought, oftentimes the customer could be changed from a knocker into a booster, and increased trade for the dealer would result.

Dynamite is a commodity most hardware and some implement dealers sell. Few dealers are practical blasters. When their customers fail to get satisfactory results with the explosive the dealer usually throws up his hands, pleads ignorance and not only does his customer fail to buy any more dynamite, but knocks it to his neighbors who are then also influenced not to buy any.

A case of this kind occurred at Fort Myers, Fla., recently. The Franklin Hardware Company had sold the Ft. Myers Grove Company dynamite for clearing. The stumps looked easy to blast, but really had a peculiar root formation that made them very difficult. A stump of only eight or ten inches in diameter would have a lateral root system spreading out underground ten to twenty feet, each main root having a great many small roots shooting out from it, this root system anchoring the little stump most surprisingly fast.

The grove people had succeeded only in splitting the stumps and had concluded dynamite was a failure for clearing work. The Franklin Hardware Company, at this critical point, hollered for help from the powder company's service men.

The demonstrator tried several methods on the unusual stumps. After blasting a dozen he hit on the right way to get them out cleanly. A large customer was saved for the hardware company. Wasn't that more sensible from a business standpoint than to have agreed with the dissatisfied customer that dynamite probably wasn't any good for that kind of work?

As a proof that it was, the dealer has sold the customer dynamite, fuse and caps with which to plant eight hundred acres of trees in blasted holes. That's some considerable item of trade, and more is coming as they are now using explosives successfully in their clearing and planting.

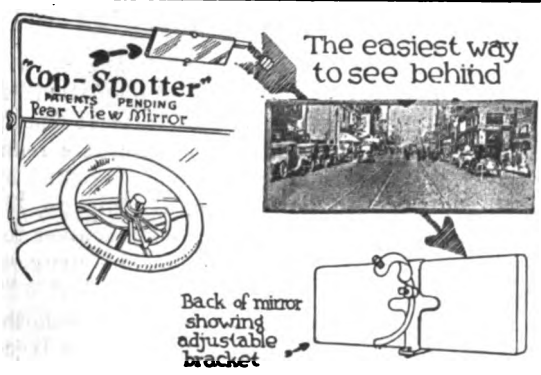
## STILLETTO CHRISTMAS SUGGESTION BOOK

Baker, Hamilton & Pacific Co. have mailed to their customers an 80 page Christmas catalog, including pictures, descriptions and prices on all the goods of which there is a liberal supply in stock, and appropriate for Christmas sale. The items represent every department.

The book is appropriately printed in green ink, carrying the holiday color scheme throughout, and was especially edited and published for this holiday season. The stock was carefully checked over.

Any merchant who has not yet received a copy of this booklet would do well to apply direct to the company; headquarters are at San Francisco. He will find it a ready and handy incentive to increase his business and a suggestive guide to the items in his stock, or which should be in his stock, for particular featuring during the holiday season.

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KNOW WHAT IS COMING BEHIND YOU AND BE SAFE BY INSTALLING A

# "COP-SPOTTER"

**Rear View Mirror**

Made of finest quality plate glass with ground edges. Mounted in a finely finished nickel-plated frame. Can be attached and adjusted on any open or closed car in a few minutes. Vibration proof.

**Price $4.00**

Jobbers and Dealers

We have an interesting proposition for you.

Manufactured by

**BERGER & COMPANY**

208 W. 11th St., Los Angeles

## It's Easy — BEATS-ALL Way



Supply your trade with either

**BEATS-ALL Liquid or Powder RADIATOR CEMENT**




Two Sizes } Liquid, at 50c and 75c
Powder, at 35c and 50c

Why resort to a soldering iron — use BEATS-ALL.

It's SAFE AND DEPENDABLE. When left in Radiator acts as a preventive for new Leaks.

Guaranteed to repair Leaks quickly and permanently.

Dealers — Write today for our remarkable proposition.

Manufactured only by the

**AUTO SPECIALTIES MANUFACTURING CO.**

40 Elm St., Buffalo, N. Y.

Branch Factory, 320 Market St., San Francisco, Cal.

## MOTOR MERCANTILE COMPANY

**Wholesale** **Exclusively**

**Carrying Complete Stock of Automotive Parts Equipment and Supplies**

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

**MOTOR MERCANTILE COMPANY**

115-117 South West Temple Street, Salt Lake City

WALDEN WORCESTER WRENCHES

# FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

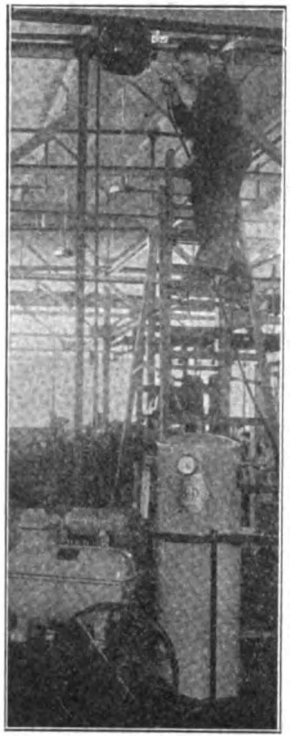
**WALDEN-WORCESTER**

INCORPORATED

WORCESTER, MASS.


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## B. & D. MACHINE BLOWER



The Black & Decker Mfg. Co. are now making up their No. 46 Electric Compressor Portable Automatic Tank outfit especially equipped with reducing valve, hose and blow gun for use in blowing out the dust from electrice motors and other delicate machinery.

Instead of using heavy, clumsy bellows, the Black & Decker portable compressor may be especially equipped for this purpose, while it is not in use inflating tires or supplying air for other purposes. This apparatus is used largely in machine shops, garages, etc., to keep machinery clean, and for cleaning gasoline engines.

## IMPROVEMENTS IN CANTEENS

The Woolwine Metal Products Company of Los Angeles has come out with a number of improvements on the usual run of canteens and automobile service units, of particular interest to the trade.

The canteens are all that careful selection of material and the best of workmanship can make them, double seamed and soldered, round cornered and air tested. The greatest improvement, however, in the srvice units is in the carrier, which is all steel and grips the canteens so tightly that they cannot rattle and at the same time are quickly and easily removed.

There are two complete lines of "Bear Brand" service units, those with faucets and spouts, and those without; four combinations in each. There is a growing demand for the former, which is called the "First Aid" outfit.

The "Bear Brand" standard, blanket covered, round canteens appear to be a great improvement in that they do away with the idea of the strap going entirely around the canteen through metal loops. The strap is fastened to a ring which is riveted to the body of the canteen at just the proper point to give perfect balance.

The Omer Cox organization is distributing them and is adhering strictly to their accustomed policy of selling through jobbers only.

## IVORY HANDLE CO.'S CATALOG

The Ivory Handle Company of Hopo, Arkansas, has just published a most attractive and complete catalog, illustrating and describing the various handles comprising its lines.

The handles are made from best selected hickory, and the greater portion are rived or split out by hand and are made with the grain in the same way as though they were shaved or finished by hand. They are highly polished and have a hard wax finish.

## HOW THE VICTIM IN ONE CASE MIGHT HAVE ESCAPED

(Copyright by Elton J. Buckley)

Several weeks ago, in an article entitled "A Retailer Who Was a Victim of a Well-Known Legal Principle," I related the case of a retail druggist who went into a scheme worked by the Partin Manufacturing Co., of Chicago, Ill., to hold a "business bringing" contest over the most popular girl in the town. The druggist signed a contract to use the scheme and with the contract he signed some promissory notes. Later it developed that the scheme was a fraud which had been denounced by the Post Office Department; that the Partin Manufacturing Co. was crooked, and that the druggist had simply been taken in. "I'll just refuse to pay the notes when they come due," he said to himself, but when they came due it appeared that they were in the hands of the "innocent third party holder" who had acquired them for value without notice of the fraud," and the druggist was obliged to pay them. There were six of them, each one for $150. The court held that notwithstanding the scheme was a thorough fake, the druggist must still pay the notes, because they seemed "to have been transferred to and accepted by the Desbress Co. (the innocent third party) in an apparently legitimate transaction," and that that transfer "made them, under the law, immune from attack."

A Colorado Springs, Colo., correspondent who read that article in a Western paper writes as follows:

What would have been the effect if party giving notes had written across the face of them, "This note is not transferable"?

Tell us about it in some future issue, not just necessarily in answer to this question, but to cover the question in effect on a note as so written.

I never fail to read your articles; they are always interesting and helpful, yet I never have had any court troubles.

Yours truly,
JNO. W. GARRETT.

Simply to write across the face of a note, "This note is not transferable," would not serve the purpose. In order to safeguard the usefulness of negotiable paper to the limit, the law resolves most doubts in favor of negotiability. The uniform act on negotiable paper, which is in force in most States, provides that even lack of a date, or of a place where payable, or the inclusion of a confession of judgment, or a waiver of exemption, or an agreement to sell securities if the note is not paid, will not make a note non-negotiable. In spite of these defects or additions it is still negotiable.

Perhaps I had better explain what I mean by "negotiable." It means capable of being passed from hand to hand, like money, in such a way that the note or check is worth its full face value in the hands of a third party, in spite of defenses which might be raised against it between the original parties.

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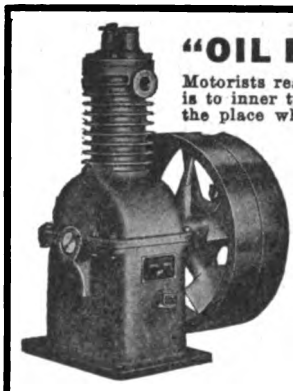
$1.00 An Unbreakable Oil Gauge for your Ford




ALL metal gauge, cannot be broken by a flying stone. Consists of a metal chamber containing a float to which is attached a rod with a white ball which indicates amount of oil in can. Easily installed.

*Sold by dealers everywhere, or prepaid on receipt of price*

Apco Mfg. Co. - Providence



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.




CHILD'S MODEL B

CARBON TETRA CHLORIDE

Fire Extinguisher

1 Qt. Capacity

APPROVED BY UNDERWRITERS

Very effective on electrical and gasoline fires. Especially suitable for automobiles.

A LINE WORTH HANDLING

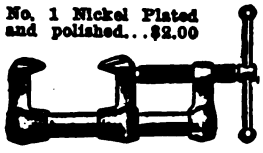
For Particulars Write to

O. J. CHILDS CO.

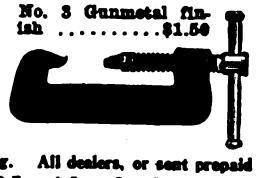
FIRE APPARATUS UTICA, N. Y.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish .....$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid

Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

Nationally known tire concern, thanks to certain fortunate circumstances, is able to take on the manufacture of a special brand tire with any tread design desired.

Fo further particulars address

RUBBER CORPORATION OF AMERICA

240 West 55th St., New York

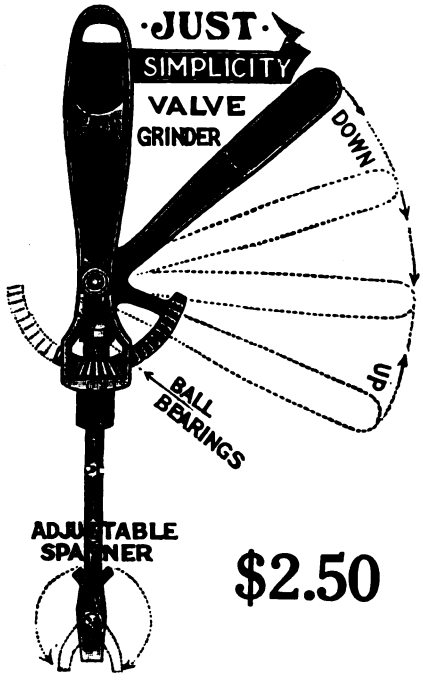
THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.




$2.50


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Therefore, to make a note non-negotiable—in other words, to keep it in the hands of the original holder so that your defenses, if there are any, can't be taken from you—some very specific condition must appear on the face of the note. There are many cases which decide that it is not enough to write in it "this note is given on condition." The condition must be written in, in such a way as to clearly inform third parties who might desire to take the note, that its payment will be on condition.

For instance, it would be sufficient to write on the face of the note, "This note is not to be paid unless," and then follow with the condition. Or "this note is to be paid when the amount of it is realized from sales, otherwise to be null and void." Or "the maker of this note reserves the option to return goods in lieu of payment." Or words reciting a warranty of the goods covered by the note, and providing that the note should not be paid until and unless that warranty is fulfilled. Or providing for a reduction in the amount of the note if the payee fails to deliver certain goods. Or providing that it shall not be payable if the maker sells a certain quantity of goods by the date of maturity. Or "this note is to be payable solely out of certain increased profits to be derived from such and such a thing, and if sufficient profits are not so derived, the note shall be paid pro rata." Or "subject to the terms of a contract entered into this day between the parties."

Practically all of the above phrases have been written by somebody across the face of promissory notes, obviously for the purpose of protecting the maker against the loss of his defenses, and have been sustained by the courts as creating non-negotiability; that is, they accomplished the purpose.

Of course, it would not do to litter all promissory notes up with conditions across their face. The purpose of negotiable paper is to allow it to pass from hand to hand more or less like money. In business this is a very useful purpose, and in most cases it should not be disturbed. But when a business man is asked to sign a note for something that he hasn't gotten yet, and may not get, or get right; or is asked to sign a note in some situation wherein by the time the note is due, he may have a good defense against its payment, he should always protect himself against being mulcted in the way I have described. And he always can protect himself. For instance, many of these "business bringing" schemes which inveigle a business man into signing notes guarantee a certain increase in the user's business. In such a case the man who signs the note should write across its face, "This note shall be payable only if such and such a contest increases my business 25 per cent, as guaranteed, by October 1, 1920." With these words on it, the schemer could not transfer the note to a third party and oust the maker's defense. In fact, no really innocent third party would take over such a note.

This plan of destroying negotiability offers perfect protection in every case where the maker of a note, for any reason, will be or might be better off if the note remains in the hands of the original holder. And, of course, the condition to be guarded against will suggest the words to be written on the note.

## MODEL CORDAGE WINDOW DISPLAY

For some time the advertising and sales department of the Columbian Rope Co. has been working on a model window display to be sent out to the trade, thoroughly worthy of Columbian Rope and a potent factor in advancing the sales and increasing the interest and knowledge of Columbian Cordage.




At last the window has been perfected and here it is, as set up in the factory and ready for distribution among the trade. The interesting diagram showing how Columbian rope is made and samples of the material that go into the making of the rope, the strands of rope showing the company's famous red, white and blue ribbon trade mark, are all there in the window.

This display is something so far out of the ordinary, so informing in nature, and so attractive and attracting, that we know there are few among our readers who will miss the opportunity of trying it in their window.

The making of cordage and the different uses of the rope are interesting and absorbing subjects about which the public has not been thoroughly informed, most suggestive subjects to work with. Here is a chance for the progressive merchant.

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## You Cannot Forget to Lock Your Car



Retail Price
**$18.50**

**PRESS THE BUTTON**
IT STOPS YOUR MOTOR
IT LOCKS YOUR STEERING WHEEL

## Leader Steering Wheel Lock

**Install a Leader and Be Afforded the Security It Gives**

Can be installed on cars that do not have the spark or gas control mechanism under the steering wheel.

Write for dealer's terms.

**WALKER MOTOR CAR SPECIALTIES CO.**
301 Thirteenth Street, Oakland, Cal.




## UNITED AUTO SUPPLY CO.

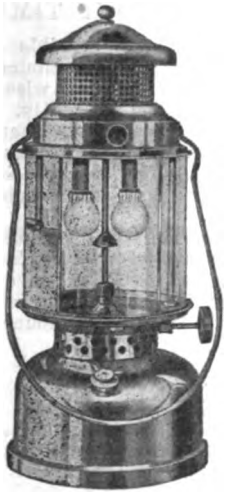
**Jobbers and Factory Distributors**
**Automobile Accessories**

**711-715 MISSION STREET, SAN FRANCISCO**

***Send for Our Latest Complete Accessory Catalogue***

# A Match-A Scratch-And It's LIT!

## Quick to Light--"Sells on Sight"



Here are two "bright lights" that will show you the way to more sales.

Both are guaranteed to generate and light with a match—give radiant, pure white illumination equal to 20 ordinary coal-oil wick lanterns or lamps. Three pints of common gasoline (one filling) gives 15 hours' continuous light. Minus wick, chimney, smoke, smell, grease, dirt, trouble or danger. You can sell either to every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter in all your neighborhood.



The new and wonderfully efficient generator fits lamp or lantern — lights quick and sure. It is the reason why "Nulite" Lanterns and Lamps give universal satisfaction

## "NULITE"
## Lanterns and Lamps

are selling at a record-breaking rate everywhere, because they are by far the best-looking, most durable, most simple lanterns and lamps ever introduced — made by a concern known as the leader in this line.

Stock these two articles. Be the first in your town, if possible, to display them. You will find that it will pay—and pay big. The profit margin is generous.

***For prices write your jobber or us***

**NATIONAL STAMPING & ELECTRIC WORKS - - CHICAGO, U. S. A.**


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## AMERICAN RIFLEMEN MAKE NEW HIGH SCORES DURING 1920

The year 1920 has been a great year for record breaking high scores in the long range individual rifle matches. Many things have combined to make this possible. and one of the most important and necessary has been the improvement in powder and in the match ammunition put out by the different manufacturers.

When the call went out last spring for ammunition for the American Olympic Rifle Team, the various manufacturers made good so decisively that remarkably fine records were made in the try-out at Sea Girt. The winning lot put on a mean radius of 3.41 inches at 600 yards. Frankford Arsenal came across by using 170 grain bullets in all of their service ammunition for the national matches, and as it was well advertised in advance, riflemen all over the country knew that they would have ammunition that could be expected to give good results at long range, because all of the ammunition that would be furnished at the big matches would be loaded with heavy bullets and with great care.

One of the finest scores made was in the Catrow Cup Match at Camp Perry, which consisted of seven shots each at 800, 900 and 1000 yards. Mr. J. W. Hession made a possible score of 105 and 14 bullseyes over at 1000 yards, or a total of 21 bullseyes straight at 1000 yards.

The Governor's Cup Match, consisting of 10 shots each at 200, 600 and 1000 yards, was another contest where a new high score was hung up. Capt. Charles J. Van Amburgh, one of the most popular members of the force of the Small Arms Firing School, made a 49 at 200 yards rapid fire and possibles of 50 each at 600 and 1000 yards, giving him a total of 149 out of 150 points, and the trophy.

In the Adjutant General's Cup Match, Hession put on a new world's record score in competitive shooting at 1000 yards by making a possible score in the first stage at 900 and then adding a possible of 50 at 1000 yards, plus 21 additional bullseyes or a grand total of 31 consecutives at 1000 yards, this beating the previous record of 27 bullseyes at 1000 yards made by Col. C. B. Winder.

The Wimbledon Cup Match, which consisted of 20 shots at 1000 yards, was the most important individual long range match on the program. Riflemen all regard it as the long range championship of America and make great preparations for winning it. Very fortunately for the popularity of the match, any rifle, ammunition and sights are allowed to be used in competing in it, and as a result everyone who enters uses his pet combination and feels that he can do himself full justice.

This famous match had never before been won with a possible score of 100, but the long runs of consecutive bullseyes that were being made in previous matches gave everyone the hope that this year someone might be so fortunate as to turn the trick and make a possible score. or even better.

W. R. Stokes of the Washington, D. C., Civilian Team, a young rifleman of exceptional ability and one of the high men on this year's All American .22 Team, which defeated Great Britain in the International Match, shot in one of the early squads and made a possible score, plus one bullseye over, before he dropped for a 3. Many of the contestants thought that he was a sure winner, but Lieut. L. A. Yancy, one of the best shots in the navy, came across with the winning score by making 21 straight bulls before he dropped out for a 4. This score out-ranked the one made by Mr. Stokes and won the match. Both men shot special 180 grain ammunition loaded with the same Hercules Powder that won for the American Olympic Rifle Team at Antwerp.

One of the most important of the mixed range matches of the year is the President's Match. This contest consists of 20 shots rapid fire at 200 yards, 20 shots slow fire at 600, and 20 shots slow fire at 1000 yards. Lieut. Michael Fody, U. S. Cavalry, won the match with a total score of 296, six points above the previous record. In winning this match he made one of the most remarkable groups on record at 600 yards by placing his 20 shots in a group the size of a target spotter.

The Herrick Trophy Match, a team match that is shot over the Palma Course, consisting of two sighters and 15 shots for record at 800, 900 and 1000 yards, drew 48 team entries of 8 men each and resulted in a record-breaking score over the Palma Course. A team picked from the Civilian Team of Massachusetts captured this match with a score of 1735 out of 1800 points, beating the previous record by three points.

Among the many famous Sea Girt matches is a contest known as "The Swiss Miss and Out Match." Each competitor in it is allowed to fire at a 20 inch bull with a 16 inch counting center at 500 yards until he misses the bull. Last year a new record on this target was made by a contestant who scored 55 consecutive 5's. This year Sergt. Frank Ioerger, U. S. Infantry Team, scored 89 consecutive 5's, before he held a little too low, for a 4. Nothing on record has ever before come close to touching this shooting and it will doubtless stand for many years as a record for aspiring riflemen to shoot at. He also used Hercules powder in making this wonderful new record.

At Sea Girt are held the only 1200 yard matches that are staged in America. In addition to placing the targets so far from the shooters that the bullseyes look like pin heads, they cut down the size of the counting bull from 36 to 30 inches and as a result anyone who makes a long run of bulls in these competions feels that he is doing real shooting, as well as being well blessed with luck. A score of 74 out of 75 had been the record on this target for a great many years and it is very seldom that anyone comes close to equalling it, because of the extreme difficulty of making a good score on such a small target at this extreme range. However, this year Sergt. H. E. Stadie, U. S. Infantry, came very close to it with a score of 73. This means that he made 13 bullseyes and two 4's out of his 15 shots.

All of these remarkable season's records were made with ammunition that was loaded with Hercules powder, which helped to make the American Olympic Rifle Team victorious at Antwerp.

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## A CHRISTMAS MAGNIFIED 52 TIMES

Surely the world is growing more sensible about Christmas giving. Shell boxes and plush albums are growing scarce because givers are growing wiser. It is wise giving only that pleases permanently. You cannot do a better thing for anyone, anywhere, at Christmas than to make a present of a year's subscription to The Youth's Companion. For 52 weeks it will delight a whole family—every age—all wholesome tastes.

Great serials, excellent short stories, editorials that father cannot equal elsewhere, family page, boy's page, girls' page and—well 52 crowded issues. You cannot do better for your friends or better for your money. And a beautiful Christmas gift folder to announce the gift, if you wish it.

Still $2.50 for a year of 52 issues, but this price not guaranteed beyond January 1, next.

New subscribers for 1921 will receive:

1. The Youth's Companion—52 issues in 1921.
2. All remaining weekly 1920 issues.
3. The Companion Home Calendar for 1921.

All the above for $2.50.

4. McCall's Magazine for 1920, $1.50—the monthly fashion authority. Both publications for only $3.50.

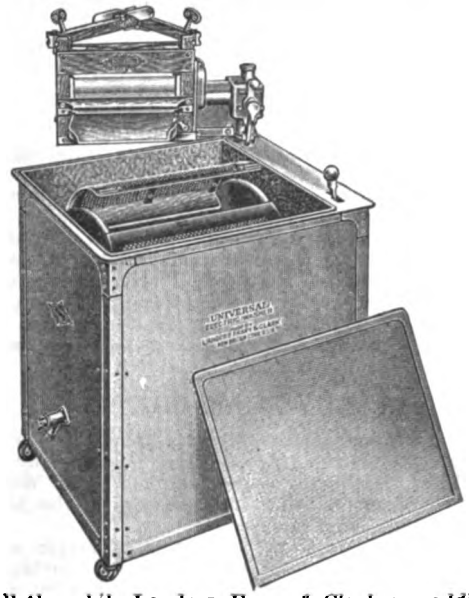
THE YOUTH'S COMPANION
Commonwealth Ave. and St. Paul St., Boston, Mass.


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The Booz Hardware Co., at Booz, Alabama, has purchased the business of Lon Williams.

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## UNIVERSAL ELECTRIC CLOTHES WASHER



All the while Landers, Frary & Clark are adding to the Universal line, making it more truly and thoroughly bear out its name, just as household hardware opportunities increase.

The latest member of the Universal family is the electric clothes washer illustrated herewith. Simple and rigid in construction and fully enclosed in a cabinet, it is said to be noiseless in its operation. The cylinder reverses every other revolution, combining the advantages of the revolving and oscillating principles. It is equipped with the latest improved safety features, applied to washer, wringer and motor.

In entering the electric clothes washer field, the company's main idea was to bring out a washer of superior mechanical construction, fully enclosed and suitable for the uses of the average housewife.

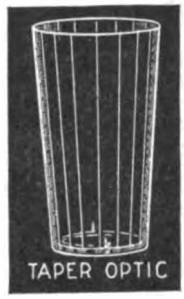
The resulting machine comes only after months and months of experimenting and trial, and combines the resources, genius and experience of Landers, Frary & Clark. Every machine will be thoroughly inspected, properly oiled and securely packed before leaving the factory. Therefore every machine can be guaranteed to the trade and to the consumer.

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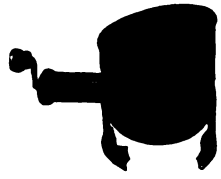
The Mangan Hardware Co., Beresford, S. D., has disposed of its stock to M. Skaff, who is handling full lines of hardware, housefurnishings, automobile accessories, sporting goods, etc.

**Important to Every Reader and Advertiser of Hardware World**
We are Wholesalers and Jobbers of Everything our name implies. For prompt and future shipment.
WHAT DO YOU WANT TO BUY OR SELL?
Put us on your mailing list.
U. S. A. Merchandise, Supplies & Material Company
"Straightforwardness—Sticktoitiveness"
Office: J. C. HIRSCH
6800 Manchester Ave., St. Louis, Mo.


We make TUCKED PEERLESS TUCKER
COTS AND CAMP FURNITURE, MOPS
Tents, Awnings, Covers, Leggins, Carpenters' Aprons
4 Factories. Write for Prices. Prompt Shipments.
TUCKER DUCK & RUBBER COMPANY - Ft. Smith, Ark.



Tumblers
PLAIN AND CUT
OPTIC AND
DECORATED
Everyone Buys a Few
TRY OUR ASSORTED BARREL
SELLS ON ARRIVAL
The BELMONT TUMBLER CO., Bellaire, Ohio


Sectional View Showing Construction
GENUINE
HUNTER'S SIFTER
Standard of the World Since 1880
Order from your jobber.
Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.
THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

I Want to Buy a Good Hardware Manufacturers' Agency
REQUIREMENTS:
Accounts must be standard and sell to the Jobbing Trade only. Can handle territory from Denver west—or any part of it. If you want to sell out, write me at once.
*Also would like to hear from factory agencies who have assigned to them but do not cover either San Francisco or Los Angeles, or both. I have offices in both cities with salesmen continually covering the hardware and accessory jobbing trade. On a standard line I could offer sub-representation for Northern or Southern California that would be mutually profitable.*
ADDRESS BOX 624, CARE OF
HARDWARE WORLD
Nearest Office:
Portland, Ore.; St. Louis, Mo.;
San Francisco, Cal.

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## WESTERN AND SOUTHERN HARDWARE CONVENTIONS

Automobile Accessories Branch of the National Hardware Association Convention and Exhibition, Coliseum, St. Louis, Mo., November 30, December 1, 2, 3, 1920. Headquarters, Hotel Statler. T. James Fernley, secretary-treasurer, 505 Arch Street, Philadelphia, Pa.

Texas Hardware & Implement Association Convention, Dallas, January 18, 19, 20, 1921. Hotel headquarters, Adolphus Hotel. A. M. Cox, secretary, 1808 Main Street, Dallas.

Pacific Northwest Hardware and Implement Association Convention, Seattle, Washington, January 18, 19, 20, 21, 1921. E. E. Lucas, secretary, Hutton Building, Spokane, Washington.

Western Retail Implement, Vehicle and Hardware Association Convention, Kansas City, January 18, 19, 20, 1921. H. J. Hodge, secretary, Abilene, Kansas.

Missouri Retail Hardware Association Convention and Exhibition, Planters Hotel, St. Louis, January 25, 26, 27, 1921. F. X. Becherer, secretary, 5106 N. Broadway, St. Louis.

Mountain States Hardware and Implement Association Convention, Brown Palace Hotel, Denver, Colorado, January 25, 26, 27, 1921. W. W. McAllister, secretary-treasurer, Boulder, Colorado.

Kentucky Hardware and Implement Dealers' Association Convention and Exhibition, Armory, Louisville, January 25, 26, 27, 28, 1921. J. M. Stone, secretary-treasurer, Sturgis.

Indiana Retail Hardware Association, Inc., Convention and Exhibition, January 25, 26, 27, 28, 1921. (Place to be announced later.) G. F. Sheely, secretary, Argos.

Oregon Retail Hardware & Implement Dealers' Association Convention, Portland, January 25, 26, 27, 28, 1921. E. E. Lucas, secretary, Hutton Building, Spokane, Wash.

Wisconsin Retail Hardware Association Convention and Exhibition, Milwaukee, February 2, 3, 4, 1921. P. J. Jacobs, secretary, Stevens Point.

Michigan Retail Hardware Association Convention and Exhibition, Grand Rapids, February 8, 9, 10, 11, 1921. Arthur J. Scott, secretary, Marine City. Earl S. Judson, exhibit manager, 248 Morris Avenue, Grand Rapids.

Oklahoma Hardware and Implement Association Convention, Oklahoma City, February 8, 9, 10, 1921. W. B. Porch, secretary-treasurer, Oklahoma City.

North Dakota Retail Hardware Association and Exhibition, Fargo, February 8, 9, 10, 11, 1921. Exhibit will be held in the Municipal Auditorium, February 8, 9, 10. C. N. Barnes, secretary, Grand Forks.

California Retail Hardware & Implement Association Convention, San Francisco, February 15, 16, 17, 1921. Le Roy Smith, secretary, 112 Market Street, San Francisco.

Illinois Retail Hardware Association Convention and Exhibition, Hotel Sherman, Chicago, Illinois, February 15, 16, 17, 1921. Leon D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention, St. Paul Auditorium, St. Paul, February 15, 16, 17, 18, 1921. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Ohio Retail Hardware Association Convention and Exhibition, Columbus, February 15, 16, 17, 18, 1921. Hotel headquarters, Deshler Hotel. Exhibition in Memorial Hall. James B. Carson, secretary, Dayton.

Iowa Retail Hardware Association and Exhibition, Des Moines, February 22, 23, 24, 25, 1921. A. R. Sales, secretary-treasurer, Mason City.

South Dakota Retail Hardware Association Convention, Sioux Falls February 22, 23, 24, 25, 1921. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis, Minnesota.

Panhandle Hardware and Implement Association Convention, Amarillo, Texas, May 9, 10, 1921. Troy Thompson, secretary-treasurer, Dallhart,, Texas.

Southeastern Retail Hardware and Implement Association, composed of Alabama, Florida, Georgia and Tennessee, Convention and Exhibition, Atlanta, Georgia, May 17, 18, 19, 20, 1921. Walter Harlan, secretary, 701 Grand Theater Building, Atlanta, Georgia.

## NEW JUVENILE HANDCAR

The new handcar for children, known as the Sammie Car, offered the trade by the Western Toy Company, Niles, Michigan, is represented in the West by the Lloyd Sales Co., with headquarters in the Monadnock Building, San Francisco.

It is built sturdily throughout, hard maple wheels, with brass bushings, and all steel axles provide easy motion. The finish is in red, white and blue, with a silk like luster finish.

The Sammie Car may also be used as a coaster at will, as the driving mechanism die engages and the wheel runs free. Indoors with the wheel running free, the car may be propelled by the feet like a walking car. Having three firm wheels to run on, the danger of tipping is slight and even a small child may with safety use the Sammie Car, in any of the three ways explained.

Circulars may be obtained from the company, if interested dealers will send them a request.

There are few things which cannot be accomplished by diligence and skill—as skill comes from diligence and diligence is simply a matter of doing, we have the power in our own hands.

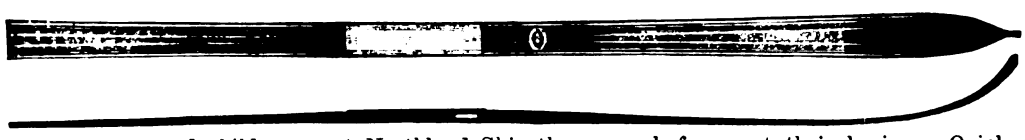
## TEXT FOR A HAMMER SERMON

### Try This in Your Window

**The hammers we sell will pull a nail**
**With equal ease by the head or tail;**
**For the grip of the Claw will never fail**
**Whichever the end included.**
**In making tests we have often scored,**
**And many a record we have lowered**
**By pulling a nail through a two-inch board**
**When only the point protruded.**

**—REEG THE RYMER.**

**NORTHLAND SKI** (Pronounced Shee) **WILL BOOST YOUR WINTER SALES**



More men, women and children want Northland Skis than ever before—get their business. Quick sales. Good Profits. We ship all orders at once. Write today for catalog of Skis, Toboggans and Snow Shoes.

**NORTHLAND SKI MFG. CO., Merriam Park, St. Paul, Minn.**

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WHEN the good ship "CORLO" cleared from Boston for Calcutta ninety years ago, it was little realized that she carried with her the beginning of a great business that is so linked with historical romance as to have become a national institution, for COLT'S FIRE ARMS are known the world over.

NOW, Friend Salesman, we are not going to "advise" you on the best method of selling COLT'S FIREARMS—you know you own customers and have your own individual "line" of selling argument, else you wouldn't be the man behind the counter.

But, we believe you may be interested in a few of the "COLT POINTS" that we try to hammer home to the consumer in our National Advertising.

If a customer KNOWS the type of COLT he wants, you have little to do but wrap up that model and check off another sale. BUT as there are so many different COLTS, adapted for various uses, it is always a good point, when a customer is in doubt, to first find out for what purpose the undecided inquirer wishes to use the arm, and then save time by showing and explaining to him that particular model.

The more you know about COLTS and the better able you are to help the customer in his choice, the more confidence he will have in you and your judgment in future sales.

If a customer shows a decided tendency for an automatic pistol, remember that 90% of this type is sold for pocket, home or office use—the Caliber .25, .32 or .380 Hammerless, Pocket Models cover this field.

But remember also that the REVOLVER is still preferred by about 50% of buyers and carried by 90% of Police Officers, because of its simplicity. A little study of our catalog will show you a line of models that cover every possible use for this style of arm.

You can without mental reservation exhibit the COLT AUTOMATIC as the safest in the world. It cannot be fired unless held in the hand properly, because it is ALWAYS safe until the trigger is pulled.

Likewise the COLT REVOLVER is equipped with an automatic safety—the time tested Colt Positive Lock—which prevents absolutely any liability of accidental discharge.

Space will not permit our giving the many interesting features of COLTS, but we will gladly send you a little booklet that will tell the story of COLTS—a romance that you will find entertaining reading, with facts that will answer your customers' questions—a point that will show them YOU know COLTS from the ground up.

## COLT'S PATENT FIRE ARMS MFG. CO.

HARTFORD, CONN., U. S. A.

COLT'S FIRE ARMS

Manufacturers of

Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

*Illustrated printed matter mailed free on request*

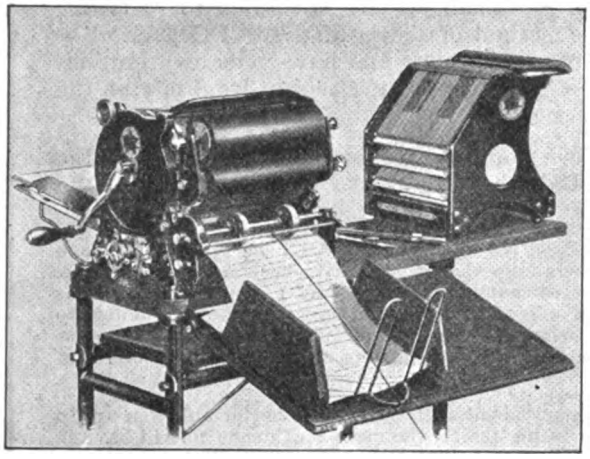
"THE PROVEN BEST BY ANY TEST"

Pacific Coast Representative: PHIL B. BEKEART CO., San Francisco

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## MAKING DIRECT ADVERTISING EASY

Does direct mail advertising pay? If you put that question up to the retail hardware trade, the country over, you know what the answer would be. But if you followed that with the natural query, "Then why don't you do more of it?" you would get a surprising variety of replies. "No time to write letters." "Don't know just how to go at it." "Can't seem to get started." "Can't get my mind on it."



The Multigraph Retailer Equipment No. 3. Including No. 36 Multigraph Printer Senior, No. 39 Flexo-Typesetter, No. 22 Two-Roll Printing Ink Attachment, Stand, Stool, Assortment of Type, Ink, Type Cases, Ruling Lines, etc., and the Farrington Portfolio of Sales and Advertising Letters.

The American Multigraph Sales Company of Cleveland, Ohio, has given the trade the first satisfactory answer to this problem in the form of fifty well written circular letters, covering the leading lines of the average hardware store. The quality of the letters and their sales building appeal is assured by the fact that they were written by Frank Farrington, based on his intimate knowledge of retail trade conditions.

These letters are not being sold by the manufacturers of the Multigraph, but are included as part of the retailer's standard Multigraph equipment. The Multigraph with which these letters are supplied is a type designed particularly for retailer's use. It is equipped with a two-roll printing-ink attachment, and will print direct from type, so that the user can run his own folders, flyers, bundle inserts, envelope enclosures and so on, and do his own printing at low cost. The letters can either be printed direct from type, or through a ribbon, with characteristic Multigraph speed and economy in either case.

The part of the work of printing that is considered most difficult and tedious—that of setting the type—is made easy by the Flexo-Typesetter, which is included as part of the Multigraph retail equipment.

## THE HEAVENLY ORCHARD

Aunt Callie was a very religious negro woman—of the shouting variety. She was telling the white children whom she nursed about heaven, and what she expected to do when she got there. "When I gits dar, honeys, I gwine take a crown what an angel gwine gimme, an' put it on my haid. Den I gwine git out my lil' old hahp an' play some of dem heben chunes on it. Den I gwine stretch my lil' white wings an' fly fum cherry beam to cherry beam."

## INTRODUCE STEAM PRESSURE COOKING

It will well repay hardware and household goods merchants to interest housewives everywhere in cooking by steam under pressure. Thousands of them have already adopted it. More are adopting it daily.

To meet this great and growing demand, the Northwestern Steel and Iron Works, Eau Claire, Wis., for over a year has been manufacturing and placing on the market the National Aluminum Steam Pressure Cooker.

With the National in use, cheaper and tougher cuts of meat can be advantageously utilized. New, tasty, flavory deliciousness is brought out during the rapid steam pressure cooking process. Meat juices are not allowed to evaporate, or become weakened in flavor.

National Aluminum Steam Pressure Cookers are being nationally advertised in such magazines as the Ladies' Home Journal, The Country Gentleman, Good Housekeeping, Literary Digest, The Modern Priscilla, and many others.

They are handled by progressive jobbers everywhere.

## SPARK COAL AND WOOD HEATERS

Hammer-Bray Co., of Oakland, are announcing elsewhere in this issue the Spark Combination Coal and Wood Heater, which should be especially appropriate at this time of the year. It is a fast seller and an attractive proposition to every stove merchant among our readers. It is fitted with cast linings, duplex grates and ash pan, and is made in two sizes to take 18-inch and 21-inch wood. Hammer-Bray Company make a complete line of both wood and gas ranges, as well as other household goods.

As the time goes on the summer merchant will want to be prepared to supply the refrigerator demands of his customers, and he will find the Spark Iceless Cooler an attractive item. The cooler is especially fitted for "greater capacity needs," such as creameries, railroad and lumber camps, hotels, groceries and fruit stores. A wide-awake merchant can do a big business next summer in harthering the sale of these coolers.

## SAN FRANCISCO FURNITURE EXCHANGE

Members of the far western trade and our many readers who handle furniture in connection with their hardware and general merchandise stock will be interested in the announcement that a great furniture exchange is being built in San Francisco, rivaling the Manufacturers' Exhibition Building at Chicago and the International Housefurnishing Exchange in New York.

An eight story and basement building on a lot 160 by 140 feet is being constructed on the corner of New Montgomery and Howard Streets. This is near the center of the San Francisco hotel and business district, and there will be 200,000 square feet of floor space available for displaly. The new exchange will not open for another year, but already two-thirds of the display space has been engaged. Every factory in the present exchange at 1055 Market Street has signified its intention of displaying in the new building.

## ODE TO THE PLAYER PIANO

Thou playest with regularity,
Thou keepest perfect time,
Thou playest all the tunes thou knowest
And it doesn't cost a dime.

Thy notes fly up and down the scale,
Thou never stopst for breath;
But I suppose the same old tunes
Will worry us to death.

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# From 8:30 O'clock to Six—

Every moment of the day the new Domes of Silence Counter Display exerts its selling influence.

## *This New Style Packing*

Attracts attention.
Ties up the Domes with extensive National Advertising.
Brings the sale to the Selling Point.

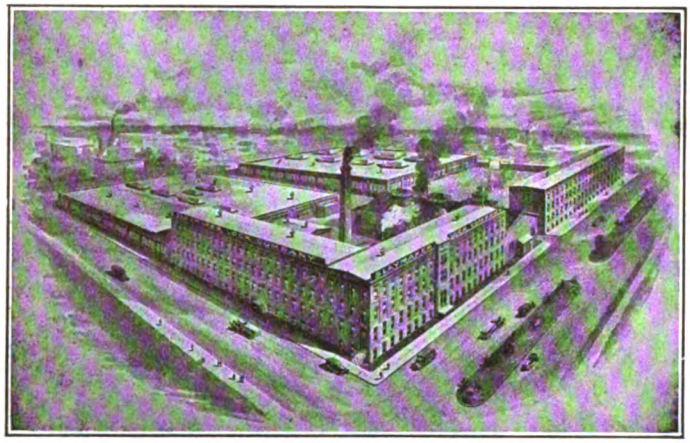
Let the colorful counter display demonstrate its power. Order from your jobber today special assortment D1, consisting of ¼ gross sets each of the following sizes: ⅞-inch, ¾-inch, ⅝-inch, ½-inch.

Domes of Silence save floors, rugs and furniture. Steady profit earners everywhere.

**HENRY W. PEABODY & CO., 17 State St., New York City**
***Domes of Silence Division***

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## SLAYMAKER LOCKS AND THEIR MAKERS



**In line with our policy of bringing more closely to the knowledge of the hardware trade the home environment and particular advantages of various items of their stock, we are glad to publish this month a view of the Slaymaker Lock Co.'s factory, at Lancaster, Pennsylvania.**

**We may venture to say that there is hardly one among our readers who cannot visualize the box in which various locks are packed or the counter display cards, containing an assortment of padlocks, yet probably few men in the trade have realized the extent of the factory where these padlocks are made.**

The Slaymaker Lock Co. manufacture padlocks in all sizes and grades and for all uses: Locker locks, cabinet locks, automobile locks, rim locks, better grade pin tumbler locks, secure lever locks, various kinds of railroad locks, and bicycle locks.

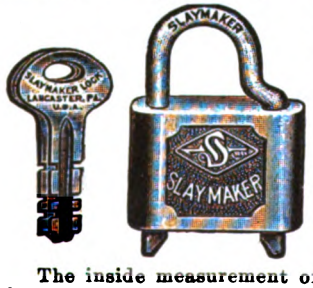
The business was started in 1888, and products of the factory go to practically all countries in the world, to which American goods are exported. The company has connections in Havana, Cuba; Rio de Janerio, Brazil; Buenos Aires, Argentine; London, England; Brussels, Belgium; Copenhagen, Denmark, and Christchurch, New Zealand.

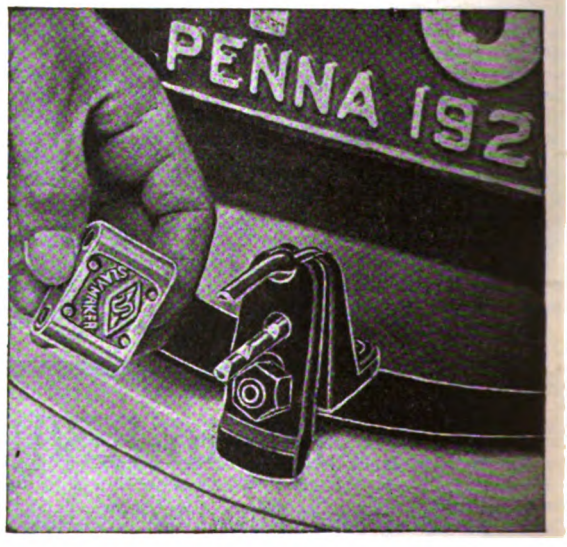
The factory is equipped with special machinery, and is said to be one of the four largest padlock factories in the world. It is today under the active management of the original founder, S. R. Slaymaker, president and general manager; assisting him are W. Heyward Smith, assistant general manager, J. T. McGovern, Jr., administration officer; S. C. Slaymaker, secretary; E. Stehman, treasurer; George M. Miller, factory manager.

Representing the Slaymaker Lock Co. in the West is A. C. Riddell, with offices in the Higgins Building, Los Angeles, and in San Francisco.

### Number 1098 Winning Friends

While on the subject of Slaymaker locks, we cannot avoid mention of the phenomenal success and reception which the new No. 1098 has received in the West, particularly among accessory buyers. The lock, illustrated herewith, is especially made for automobile tire carriers and securely locks the extra tire to the rear of the automobile. It is hailed as the Universal Tire Carrier Lock and can be adjusted to any car, being particularly suited to Ford sedans, Haynes, Hupmobile, Maxwell, Dort, Nash, and Oldsmobile.




No. 1098 in Service

**The inside measurement of the shackle is ⅞ of an inch. It is adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch. The case is of heavy, cast brass, polished and the shackle is a formed nickeled steel rod.**

---

## BONE CUTTERS FOR POULTRYMEN

**Every poultry raiser in your community is a prospect for a Stearns green bone, meat and vegetable cutter. It will well repay merchants to send for a catalogue and become acquainted with the dealer's proposition of E. C. Stearns & Co., Syracuse, New York.**

**The great factories of the company are solely devoted to the production of bone cutters. Bone machines are either operated by hand or power, and range from a small machine, weighing 26 pounds, to their large machine, weighing 215 pounds, taking two men to operate. The Stearn cutter is said to be the only machine which employs a solid drop forged hardened steel cutter head, which mills the bone rather than cutting it.**

---

**J. H. Voss is the successor to the business of Voss Bros, at Cawker City, Kansas.**

## REAL WORTH

**It is not what you pay, but what you get, that makes economy and guarantees satisfaction.**

**When you use Dixon's Silica-Graphite Paint, you get service for your money, which pleases and pays.**

**You pay the full price for a good bond or share of stock, based on the steady, guaranteed interest. A cheap stock, bolstered by a fictitious interest payment for one or two years, is a trap, and not a good investment.**

**A flashy ring sold as gold for $2.00 is a fraud on its price. If you buy a Tiffany gold ring and pay $30.00, it will give you $30.00 worth of wear and satisfaction.**

**Some paints cost less per gallon than Dixon's, but Dixon's gives "Tiffany Service," to use our illustration above.**

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Priscilla Ware
Speaks for itself



This double boiler is representative of our line of "Priscilla Ware."

For over fifteen years we have specialized in the manufacture of aluminum goods and have an experienced organization trained in careful workmanship of a high standard.

Every utensil must pass careful inspection and our trade mark stamp on the ware is our absolute guarantee of quality—quality that we are proud of.

Priscilla Ware is made of heavy gauge aluminum, highly polished and with a finish "all its own."

Priscilla Ware is sold direct to the retail trade only, at prices that make the line highly profitable to the dealer. *Write for prices*

**Leyse Aluminum Co.**

KEWAUNEE, WISCONSIN

*Western Representatives, H. J. GUTE & CO., 150 Post Street, San Francisco, Cal.*

Priscilla Ware
Speaks for itself

# 2-in-1 Washing Machine

## Electric or Power—A Machine That Sells and Stays Sold

**Washes : Rinses : Wrings**

All three with the same power and mechanism.

Has less parts than any other washer—no exposed gears or belts. All working parts enclosed.

No dangerous rocker arms.

No machinery on top or down the sides.

Only two gears under the machine.

A push button controls all mechanism from any position.

Machine and wringer can be operated by hand.

Wringer swings entire circle and can be used in four different positions. Can be lifted off or swung around when rolls are running, without removing nuts or screws.

Machines are finely finished and the price is right.

**We want a good live agency in every town.**

*Write for Catalog and Prices*



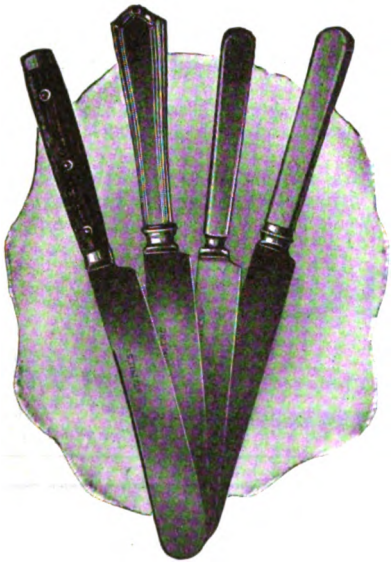
**PACIFIC PUMP & SUPPLY CO., 851-853 Folsom Street, San Francisco**

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# A Novel Christmas Suggestion

## The New Cutlery Steel

### "NEITHER RUSTS, STAINS OR TARNISHES"



At its name suggests, Stainless is an alloy steel that does not rust, and is immune to the effects of certain acids found in food.

At a time when the "maid" problem has reached such an acute stage, it is only natural to look for the materials and appliances which tend to reduce to a minimum work in the household.

A plated knife is only an imperfect expedient for, while it saves frequent cleaning, it cannot be sharpened properly.

Stainless does away with frequent scouring, so necessary with ordinary steel knives, and it can be sharpened to a keen edge.

INCIDENTALLY STAINLESS SHOULD BE THE MEANS WHEREBY SOME OF THE TRADE NOW GOING TO THE DEPARTMENT AND JEWELRY STORES, CAN BE BROUGHT BACK TO THE CUTLERY AND HARDWARE ESTABLISHMENTS.

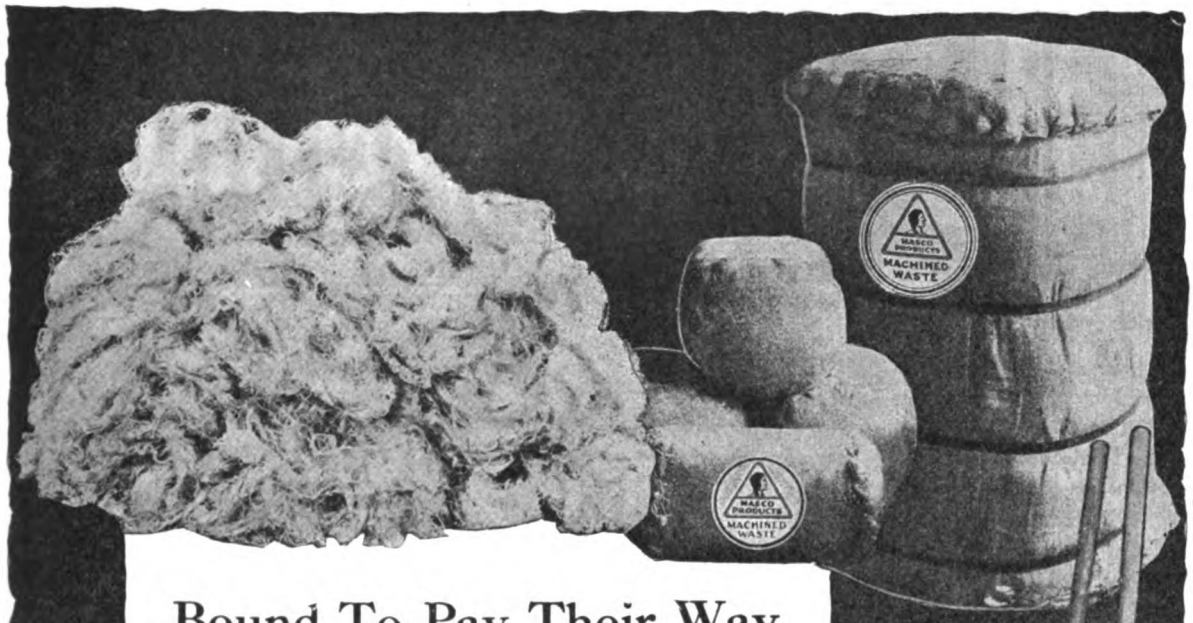
Stainless cutlery is "made in America" by the following companies:

American Cutlery Company.....Chicago, Illinois
Clement Manufacturing Co.....Northampton, Mass.
Failor-Martin Corporation.....Bloomfield, New Jersey
Lamson & Goodnow Mfg. Co.....Shelburne Falls, Mass.
Landers, Frary & Clark.....New Britain, Connecticut
International Silver Co. (Rogers 1847)..Meriden, Connecticut
John Russell Cutlery Company.....Turners Falls, Mass.
Northampton Cutlery Company.....Northampton, Mass.
Shelton Tool & Machine Co.....Derby, Connecticut
R. Wallace & Sons Mfg. Co.....Wallingford, Connecticut
Wm. A. Rogers, Limited.....Niagara Falls, New York
Washington Cutlery Co.....Watertown, Wisconsin

## AMERICAN STAINLESS STEEL COMPANY

1543


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# Bound To Pay Their Way

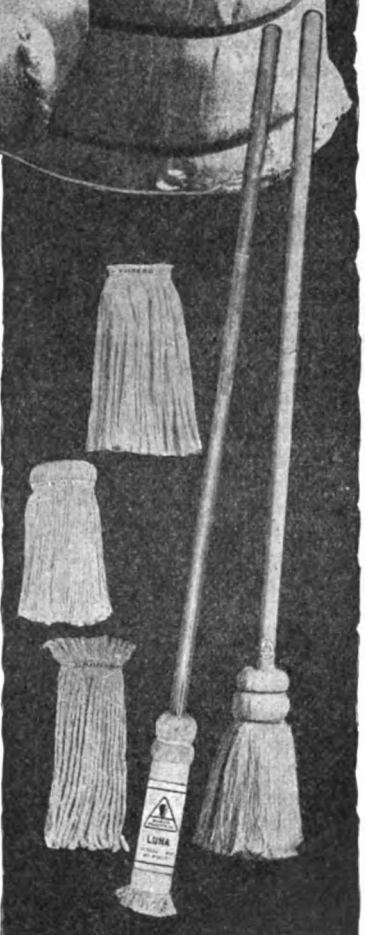
## *Masco Mops*

Think of the mops being used right in your town today! Not a home without one, not a store, factory, office, hotel, or apartment house without several on the job.

That is why, summer and winter, good mops are in steady demand. Are you making the most of this trade?

Are you stocking up with ordinary mops, made of poorly twisted, poorly selected yarns that have poor cleaning power, and soon wear out? Or do you carry *Masco Mops*, the standard of their kind?

Every *Masco Mop* is built to clean well and wear well—has 38 years of manufacturing experience behind it. To thousands of customers the Masco label has come to mean a real assurance of efficiency. There's the reason *Masco Mops* always pay their way and build trade. Write today for our catalogue.




**MASCO PRODUCTS**

**Other Quick Selling Masco Products**

MACHINED COTTON WASTE, MASCO MOTOR WASTE, CAULKING COTTON, WICKING, ROPES, AND TWINES

MASCO PRODUCTS

**MASSASOIT MANUFACTURING COMPANY**

**FALL RIVER MASS.**






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## ARE YOU FOR BUSINESS PREPAREDNESS?

Quite a change is coming ere long over the face of the world, and he is a wise plumber who recognizes the fact and prepares accordingly.

If you are a working plumber and not a merchandiser you have a simple question before you, and the prospect is a pleasing one. The preparation required of you is easy and inexpensive.

A million houses must be built in the cities and towns of our land, and every house will call for plumbing work on a scale heretofore unknown. The "order of the day" calls for hot water heat, complete bath and toilet rooms and sanitary plumbing throughout.

In addition the old houses must be modernized and this will spell a most pleasing amount of business.

The only preparation required of a plumber for this is to have an ever-growing regard for his customers' feelings. The rush and hurry of the past two or three years will slow down, the pace will become normal, competition will appear, house owners will grow more exacting, they will even have the courage to dicker on the price. And if they are not entirely satisfied they will be able to go to another plumber and give him the work.

Now is the time, therefore, to re-establish your reputation for Good Service among your customers. This is the sort of preparation which will stand you in good stead against the day of less speed.

If, in addition to being a plumber you are also a distributor of merchandise, then it behooves you to even more closely "watch the step" of the world.

To be sure there is yet a shortage of merchandise and the demand is exceeding the supply. But this condition is going to right itself sooner than the most of us anticipate. Slowly and gradually the production will creep up on consumption, and before we are aware of it there will be a slight excess of everything. Price then will recede, and the old-time conditions will prevail.

Therefore the real wise and prudent merchandiser will begin to exercise care and caution in his purchases. He will refrain from buying large quantities of anything. He will begin to closely scrutinize qualities in all the goods he purchases, and he will post himself thoroughly on prices and not order without regard to the cost.

It is very pleasing to have a store full of goods bought on a rising market, but it pushes the ends of the mouth downward to be heavily stocked on merchandise bought at the peak of high prices.

The time begins to draw near when it is better to buy small quantities frequently, rather than place large orders.

---

## IT CAN'T BE DONE

Statistics show that a very large per cent of the fatalities in business are due to the fact that merchants with limited capital are endeavoring to finance the affairs of their customers. That is to say, probably 85 per cent of the merchants who fail in business undertake to carry the accounts of too many of their customers for too long a time.

It can't be done.

---

Give people what they need and what they ought to have. Show them why they need these things and the reason that possession would be an advantage. Then you will have no trouble selling your goods or service.

---

If you don't like your job, get one that you do like. People who find business a game of all-absorbing interest are the ones who travel farthest and amount to most.

---

"Sometimes failure develops a man quicker than success would."

---

## BUCK UP AND HUSTLE

Don't admit that you are licked 'til you are.
And don't acknowledge it even then.
In spite of the jolt and jar,
Just get up and try it again.

Keep a-smashing and slashing along,
On the line you know to be right,
With your heart full of song,
And your nerve going strong,
And you'll win every battle you fight.

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FAULTLESS QUALITY MLK PROMPT SERVICE

**The M. L. Kline Co.**

WHOLESALERS

**PLUMBING, HEATING, MILL and STEAM SUPPLIES**

EXCLUSIVE AGENTS FOR

**DURABLA PRODUCTS—**

Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
High Pressure
Gauge Glasses

DURABLA denotes QUALITY

SOLD ON A SERVICE BASIS

84-86-87-89 Front St., Portland, Ore.

Would you appreciate a dependable, positive and long-lived Forcing Pump?

COHO RED RUBBER




EXTRA QUALITY

No. 5001

With Cleanable Valve
Ask your Jobber or write us direct

C. W. B. CORNELIUS CO., INC.
Manufacturers of
Plumbing Specialties
209-211 Tehama St., San Francisco



Trimo Pipe Wrench
in steel or wood handle.




Trimo Pipe Cutter
one or three wheel




Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

*The Word* **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

*The Trimo Pipe Wrench*
*The Trimo Chain Pipe Wrench*
*The Trimo Monkey Wrench*
*The Trimo Pipe Cutter (Hand)*

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

*TRIMONT MFG. COMPANY*
ROXBURY (BOSTON), MASS.


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## PLUMBING INCREASES THE VALUE OF A BUILDING

The intelligent real estate dealer is aware that a system of plumbing increases the value of the building far beyond the actual cost of the plumbing system. The hotel manager is able to charge from fifty cents to a dollar a day more for a room with sanitary conveniences. Running water in hotels is now considered a necessary adjunct by the traveling public. The plumbing system in a hotel not only adds to the comfort, convenience and health of the patrons, but is a source of revenue, which brings large returns for the owner.

### Housewife Owes a Debt of Gratitude

The housewife of this country owes a debt of gratitude to the plumbing business because of the progress and measures adopted to lighten the labor of housework. Cooking, washing and the removal of the body and domestic wastes, formerly drudgery, are now simplified by sanitary conveniences.

Formerly water had to be pumped or lifted and carried from the well, cistern or spring for drinking, cooking, laundry, bathing and other household purposes, and the wastes had to be carried and emptied. The water was often of questionable quality. The method and place of waste disposal in nine out of ten cases resulted in a nuisance. The back yard privy located at the greatest distance from the house to remove the possible odors in summer, added to the discomfort and inconvenience and the possibilities of added difficulties and irregularities in bad weather.

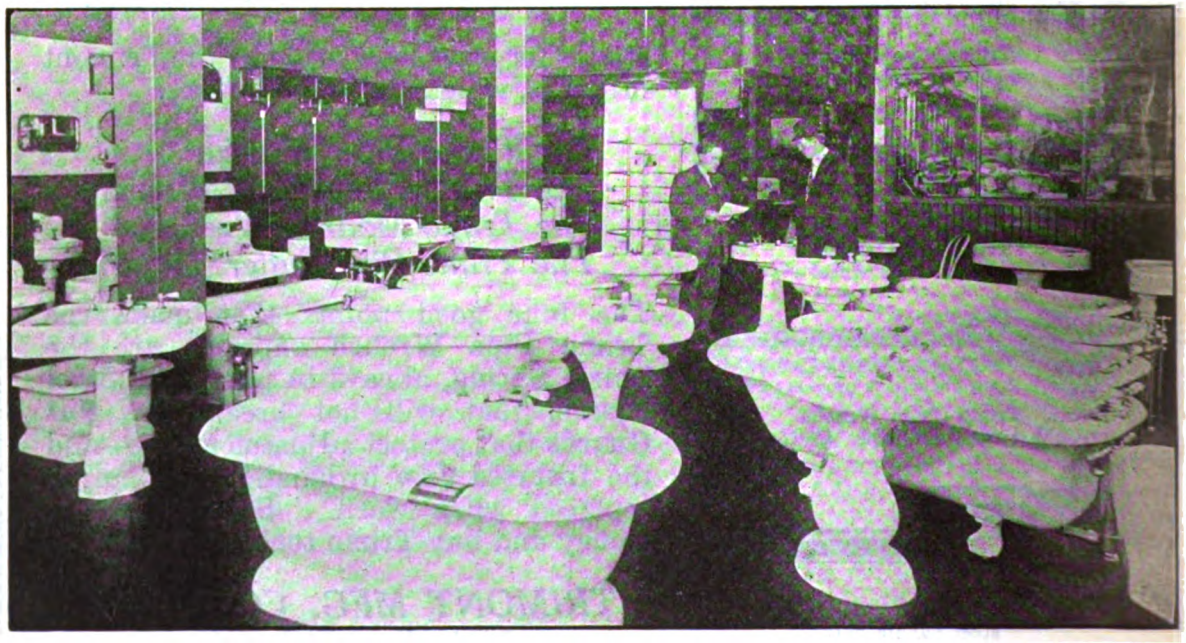
Go back thirty years or even twenty years and compare women's work then and today, and it will be found that most of the drudgery existing has been eliminated by the plumbing system. Hot and cold water for drinking, bathing and domestic purposes is conveniently arranged for use in the laundry, kitchen, bath and bed-rooms. Domestic and body wastes are swiftly and safely removed from the immediate premises by the drainage system. Labor has been reduced, comfort and conveniences added and personal cleanliness simplified, pure water supplied, foul odors, unhealthful conditions and the elements favorable to the origin and development of disease have been removed.

### Low First Cost of Plumbing False Economy

Low first cost of plumbing installation is mistaken economy. A second-class plumbing and drainage system in cost will prove itself a second-class system in service. It costs as much to install and in a year or so in service will reveal the inefficiency of the fixture, device or construction. Discomfort, inconvenience, cost of repairs, foul odors, insanitary and unhealthful conditions are the resulting penalties, which the occupant must pay.

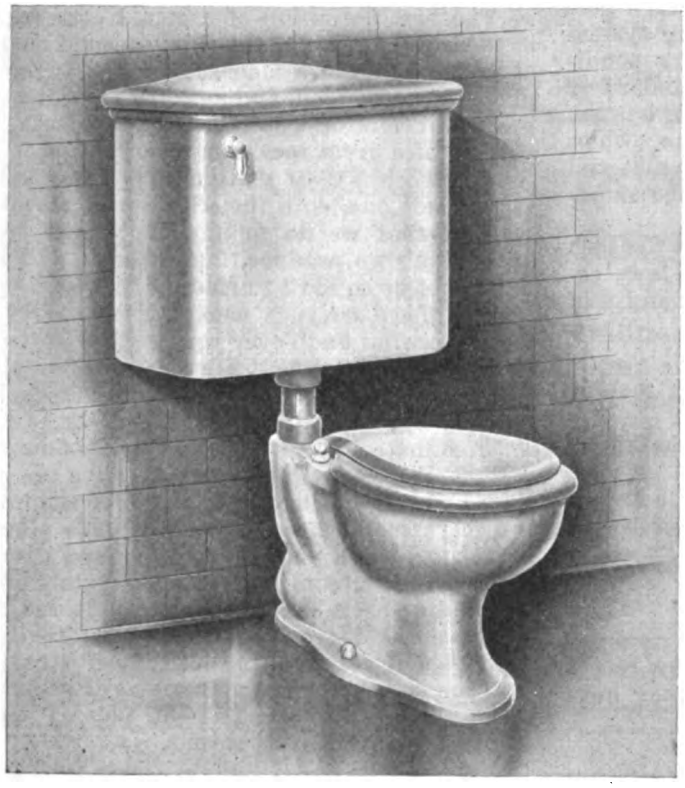
### Sanitary Plumbing Better Than Medicine

Sanitary plumbing is of more real value than medicine. Plumbing provides means for keeping the body, wearing apparel, the house and our streets and alleys clean. Cleanliness means healthfulness. A plumbing system stands for cleanliness, which also means that the plumbing system prevents where medicine cures, and prevention is more desirable than the cure.



**A neat display room is a splendid asset to any plumber, and no line of merchandise adapts itself to making an attractive display so well as plumbing equipment.**

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## "KWY-ETA" De Luxe

**The Silent Closet**

"Kwy-eta" De Luxe eliminates the embarrassing sounds of rushing and gurgling water. It has an unusually strong flush.

"Kwy-eta" De Luxe is a beautiful closet. Not a single pipe, bolt or bit of metal is left exposed. Everything is covered with pure white vitreous china.

It is guaranteed forever against defects in workmanship or materials, as are all

**PACIFIC**

**PLUMBING FIXTURES**

**FOR SALE BY ALL JOBBERS**

Main Offices: 67 New Montgomery St.
San Francisco, California
Factories:
San Pablo and Richmond, California
Branches: Portland, Los Angeles
and Salt Lake City

GENUINE

## ARMSTRONG STOCKS and DIES




PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

**THE ARMSTRONG MFG. CO.**

276 Knowlton St.

BRIDGEPORT, CONN.

New York Office: 248 Canal St.

## Holiday Greetings

WE WISH YOU A MERRY CHRISTMAS AND SINCERELY TRUST THAT THE COMING NEW YEAR WILL BRING THE BEST YOU HAVE EVER KNOWN IN HAPPINESS AND SUCCESS

**OTTO BERNZ CO., Newark, N. J.**

"Always Reliable" Torches, Furnaces, Braziers and Plumbers' Tools


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Investigation has shown that in the absence of sanitary regulations and whenever each person is permitted to install a plumbing system according to his own ideas, insanitary conditions are sure to prevail. Shall the standard of plumbing regulations be determined by the person who lives in the house, by the owner, the manager, real estate speculator, material manufacturer or in conformity with the standard of living and decency?

A great many people still cling to the idea that plumbing codes are created and laws enacted for the sole benefit of plumbers and that the public is made their legalized prey.

---

He who knows not and knows not that he knows not, is a fool. Avoid him.

He who know not and knows that he knows not, will learn. Teach him.

He who knows and knows not that he knows, is afraid. Encourage him.

He who knows and knows that he knows, is a wise man. Follow him.

---

If you can learn nothing from the men you meet, it is because you don't know how to get at what they know. It isn't that they have nothing to teach you.

---

"What did you stop that clock in your room for, Jane?" "Because, mum, the plaguey thing has some sort of a fit every mornin,' mum, just when I wants to sleep."

## A REAL MAN

The best definition of a man I ever read is in the second verse of the thirty-second chapter of Isaiah: "And a man shall be as an hiding place from the wind, and a covert from the tempest; as rivers of water in a dry place, as the shadow of a great rock in a weary land."

The world's most important product is men. If we made one-tenth the effort to improve this product that we do to improve almost every other thing we produce, the real man of Isaiah might not be so hard to find.

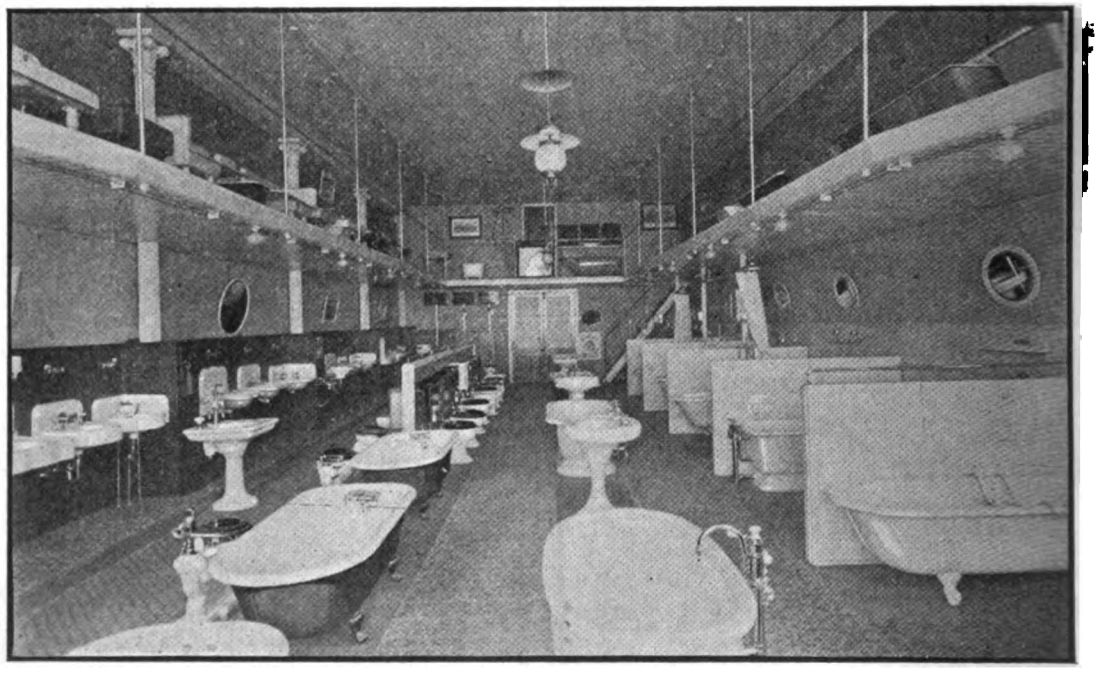
But there are such men, men who hide you from the wind and cover you from the tempest, men who are as rivers of water in a dry place, men who are the shadow of a great rock in a weary land.

Fortunate indeed are they who know such men, doubly fortunate those who have the privilege of being much with them. The shadow of a great rock in a weary land! Some place to creep into when you are footsore and discouraged from tramping over the hot sands of the weary places. A shadow that enfolds and comforts you and from which you go forth refreshed and ready for life's further struggles.

I am sure there are many men of the Isaiah stamp among our readers—it pleases me to think of many more than one.

---

What you put into your head is very important. What you deliver out of your head is still more important.



Here is the way an enterprising western plumber keeps his display room. It always presents a neat and inviting appearance, and he regards it as one of the best business bringing methods he can possibly employ. It is time well spent to keep it in this manner.

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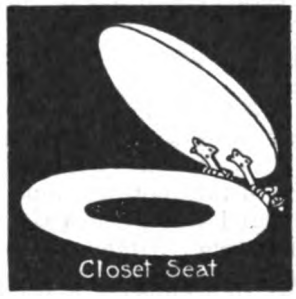
# MADE WHITE STAYS WHITE

Years of actual service under all conditions, have established the reputation for permanent wearing quality of

## Genuine Pyralin Snow White Bath Room Fixtures

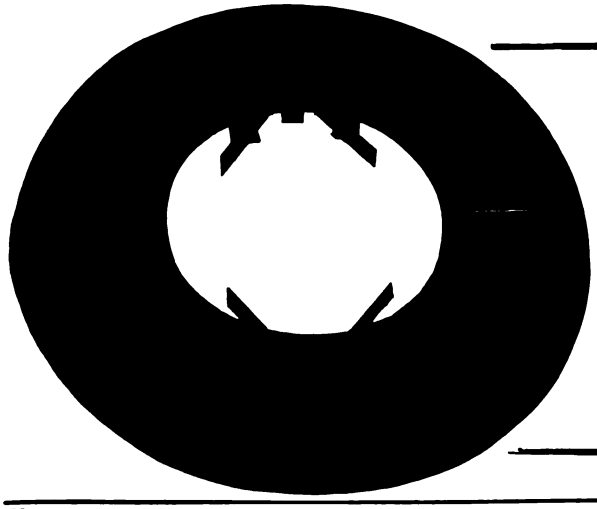
All our products are made strong and durable and are covered with **genuine Pyralin**—a pure white substance applied in sheet form with our patent process. Easily kept purely sanitary by the use of soap and water.

In buying white bath room fixtures insist upon the **genuine Pyralin.**




**C. F. CHURCH MFG. CO.**
**HOLYOKE, MASS.**

These goods can be obtained from the LEADING JOBBERS. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. Sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and leading jobbing houses.



## THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

**The Beaton & Cadwell Mfg. Co.**
**NEW BRITAIN, CONN.**

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum, Bldg., Portland; Hollenbeck Bldg.; Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, No. 858 Beaver Hall Square, Montreal, Quebec, Canada.





You have no idea how big the other fellow's troubles are.

---

Little Sarah Brown, on her way to school, fell into a pool of water, with the result that she had to turn homewards again, all dripping wet. The next day her mother sent the following note to the teacher:

"Please excuse Sarah, as she fell in the mud. By doing same you will greatly oblige."

---

W. K. Weaver has opened a plumbing and electrical shop at Watts, California.

---

Friend Brothers, formerly of Lemon, South Dakota, are proprietors of a new plumbing and heating shop at Selah, Washington.





No. 32 Torch
List price
Each $16.00
Ask for
Discount

## The Best Time

to put your stock in condition to supply the demand for C. & L. Fire Pots and Torches is NOW. You cannot afford to let your stock run low on these popular tools. Be ready and you will be assured of good business this Winter. C. & L. Fire Pots and Torches are made by expert skilled labor and from the best materials obtainable. They are sold under the maker's guarantee. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.**


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## CHRISTMAS GEWGAWS AND JIMCRACKS

(By Harry Gale Nye)



A guy who starts in to criticise Christmas has a job on his hands that will make him as popular as a strange dog hanging around a picnic lunch. He will have as many friends as a man who goes around giving advice to his married neighbors.

Christmas as an institution has a foundation resting upon the human heart and a superstructure fabricated out of the songs of angels and the laughter of children—which are about one and the same thing.

**But—**

(Did you ever notice whenever there is a good thing some fellow butts in with a "but" and tries to jimmy it? But that is not the purpose of this, not by a long shot.)

But I wonder sometimes if we haven't wandered some distance away from the-shepherds-watched-their-flocks-by-night and peace-on-earth-good-will-to-men and gone chasing off after gewgaws and jimcracks. It won't be very long before the Christmas shoppers will be spending a million dollars a day on State Street, and a few millions on Fifth Avenue, Broad Street and elsewhere.

They may be short on shoes but the ormulu stuff must be had at this season of the year, and, if you don't give away a lot of hand-painted pipe-racks and silver-plated nutcrackers, you're considered a piker—if not by your friends at least by yourself.

Now, I like to see people spend their money—especially when they spend it with me. I suppose if it were pipe dies we gave each other at Christmas instead of pipe-racks, I'd think it was the grandest idea in the world. But it isn't; so I am here to argue against the blowing of so much wealth at Christmas on gewgaws and jimcracks.

**The Obsolescent "Remembrance"**

No, my stomach is all right, and business has been good and none of my relatives are in jail that I know of. I haven't a grouch or a sore thumb—but—well, they talk about the obsolescence of an automobile, and how it loses fifty per cent as soon as you drive it out of the agency. But for real obsolescence, for a record, the ordinary Christmas junk is batting around .899.

Where are the necktie holders of yesterday? What has become of last year's hand-embroidered coat-hanger? They are down in the cellar stuffing up the hole where the cat used to come in. The bargain basement hairbrush has molted and the cheap chair has the rickets. The gewgaws and jimcracks that were to be constant reminders of and from our loved ones remind us only when we fall over them in the dark or rake up the yard in the spring.

Of course the doll has come apart and the toy derrick doesn't work any more, but that is an entirely different matter. If the doll made the girlie smile once when she saw it Christmas morn or the derrick pulled even one "geewhillikens" out of the boy, it was a good investment. That is what Christmas is—a kid's institution. It ought to mean enough to us without a lot of the stuff we get—and it wouldn't mean anything at all to the kids without what they get.

**Or Buy Mother a New Sink**

If we big folks, though, are going to trade presents, let's buy a few with care, and good. Let's be sure that it's what the other fellow wants and needs. Generally we give the other fellow what we want. Why, there is many a thing I have wanted for myself for years that I have given away regularly every Christmas! I don't suppose I ever will be lucky enough to have one myself—and probably the other fellow is wondering what the dickens to do with the one I gave him.

And now I come up to the text and moral and all that sort of thing. We people who make and sell useful things have both a duty and an opportunity. Let's get some of this hundred million dollars a day of loose change that is floating around at Christmas time. It will be a public benefit and incidentally yield a private profit.

Let's use our advertising space at Christmas time the same as the department store does. Let's suggest some convenience for the bathroom or labor-savers for the kitchen. Let's suggest that we buy mother a new sink. It will cheer her heart more and longer than anything you can find in a holly box. Perhaps the family would be willing to pool the Christmas money (except what is needed for the kids) on a new bathtub or something.

There is no reason why the plumber shouldn't cut in and get a slice of the Christmas pudding; and in the long run, it will benefit the ultimate consumer a lot more than a box of cigars he can't smoke or a flock of peacock-colored neckties that he can't wear.

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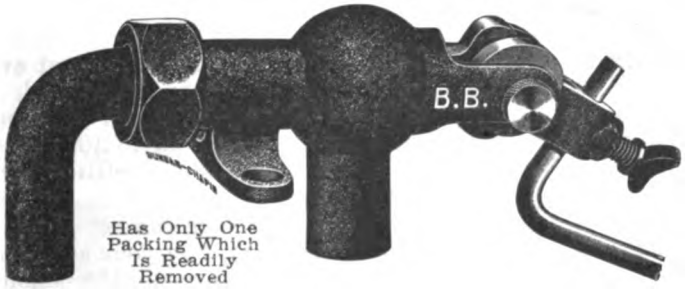
## SOUNDS THE SAME, ANYWAY

"Does your wife pay you any compliments?" asked Frederick Jimson, a Milwaukee dealer, of his friend, Benderly. "Never," replied Benderly. "Well, mine does; she flatters me." "Often?" "Oh, yes, frequently—particularly in winter," replied Frederick. "Why does she flatter you so much in winter?" "Whenever the coal fire needs replenishing she points to the fireplace and says, 'Frederick the grate.'"

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YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY

## B. B. HIGH PRESSURE BALL COCK

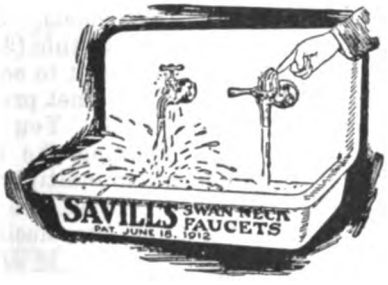



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

**No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.**

**BOSTON BRASS COMPANY**
Bacon and Plimpton St., Waltham, Mass.




Sold by Jobbers of Plumbing Supplies Everywhere

## OVER 1200 PHILADELPHIA PLUMBERS

ARE USING AND SPECIFYING

## SAVILL'S SWAN-NECK FAUCET

**Full-stream flow** in a fraction of a minute.
**Gentle half-turn** either way operates.
**Protective Stop** on handle. Saves pinching.
**Best red brass,** 85% copper. Saves replacing.
**Long nozzle-outlet.** Saves splashing.

**THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.**
Send postal card for catalogue showing 23 styles.



## Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

**American Bolt & Screw Case Co.**
Dayton, Ohio





No. 10 Steel ¼" to 4"

## Plates that Please

**ORDER NOW**

and be ready with a stock

**Increasing Demand for "B & C" Styles**

Catalog on request

**THE BEATON & CORBIN MFG. CO.**
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St. San Francisco, Cal.

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# Your Business Figures

(By Frank Farrington)

HOW do you know how much profit to mark up on a bathtub?

Do you make the price on a basis of all the traffic will bear, or on a basis of what competitors are charging, or do you figure what it is going to cost you to sell that bathtub and add that cost to the wholesale price and then make an additional allowance for the net profit you must get?

I have found many business men who do not know what their percentage cost of doing business is, and there are a good many plumbers who do not know just how to get at that figure. Of course, you divide the total expenses of the business by the gross receipts to get that percentage expense.

On this basis, if you are doing a $10,000 business, with total expenses of $2500 for the year, your percentage expense is 25 per cent. That is, it costs you 25 per cent of your receipts for expenses before there is anything left for you, though your own salary, which you should estimate at a fair and fixed sum, ought to go into the expense account. Where your receipts are mainly for labor, with a small proportion of actual goods and supplies sold, the expenses will naturally run to a much larger proportion of receipts than in the case of business more nearly a merchandising proposition.

### Keep Such Separate

As a matter of fact, good judgment would dictate the wisdom of keeping the merchandising and labor parts of your business separate from one another, and it is with the merchandising phase that we are concerned in this discussion. It is important for the plumber to know whether he is making a profit on what he sells, and he needs to know how much he is making and how to find out about it. You will find the study of the figures of your business interesting, and certainly it is of vital importance to your success.

### Important to Know

Among other things, you need to know how to find what percentage of your cost of goods your selling expense is. Well, if your expenses are 25 per cent of your receipts and your receipts are $10,000, your expenses are, as I put them, $2500. Take the expenses from the receipts and you have $7500 left, which might be the cost of your goods, assuming you have no net profit above the expense item. Divide the expense sum by the cost of the goods, $7500, and you get 33 1-3 per cent as relation of your expenses to the cost of goods.

If you know, then, that to sell your goods will cost you a sum equal to a third of their cost, you know how much to add to their cost to cover your expenses. If the bathtub costs you $27, you must add $9 in order to get out even. You must add to the $36, thus estimated, the profit you want as a net return on your business, and that ought to amount to 10 per cent of the gross receipts, unless competition forces it below that figure.

Let us figure on this with the net profit included. That means, then, that your cost of doing business, together with net profit, amounts to 35 per cent of the receipts. That percentage of $10,000 is $3500. If you get this much gross profit, it leaves $6500 as cost of goods; $3500 is 53.8 per cent of the $6500 cost of goods. This tells you that to the cost of the bathtub ($27) you must add 53.8 per cent of that cost to cover your cost of doing business and your net profit. That makes the price about $41.50. You get 53.8 per cent of $27 by multiplying the two numbers, of course, remembering in multiplying that th 53.8 should, for that purpose, be regarded as all to the right of the decimal point—.538.

These figures are not intended to be representative, but are taken arbitrarily for the purposes of making the illustration concrete.

It is simple enough to substract the cost of a heater or bathtub from the selling price and find out what the gross profit on that item is, and you can divide that gross profit by the selling price and you will know what percentage of the price is gross profit, but that information is of little value. It does not go far enough.

### Get Costs From Inventory

In order to have a reliable figure representing the percentage expense of the whole business, you must know the cost of the goods you have sold during a certain representative period. To find the cost of the goods you have sold during the year, take the total purchases of stock as shown by the year's invoices. If the inventory at the end of the year is larger than at the beginning, subtract this increase in inventory from the total purchases. If the inventory at the end of the year is smaller, add that decrease to the total purchases. That gives you the cost of what you have sold during the year.

Thus you have the cost of goods sold for a starting point in your figures. By subtracting this from the gross receipts you can get your gross profit (by making proper allowances for book accounts). By adding to the cost of goods sold the total year's expenses and subtracting the sum from the gross receipts, you get your net profit for the year.

To find out what percentage of your receipts your cost of goods is, or your gross or your net profit, or your expenses, divide any of those

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**For Air, Gas and Liquids**




Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

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PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

# Garden Hose Valves
OF
# Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

**HAYS MFG. CO., *Erie, Pa.***

**W. Erwin Gilchrist**
Pacific Coast Representative
681 Market Street, San Francisco.



Nye the Die Man

# I can't tell a lie about a Nye Die

It is not because I am so good, but because the Nye Die is.

I couldn't tell a lie about the Nye Die if I tried.
Whatever I said about the Nye Die would be true.
That's just how good this good Die is!

## THE NYE DYE

Cuts faster, cleaner, easier than any other—
That it is made of the best tool steel—
That it will save time, temper and material—
That it is the best pipe threading tool on earth—
That no other die is even in its class.
Ain't it the truth?

Yours truthfully,
HARRY G. NYE.



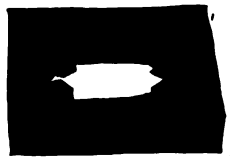
Nye Armstrong Die

*WITNESSETH:*

*We solemnly swear and affirm that the above statements are true.*

**The Plumbers of America**

**The Nye Tool & Machine Works**
108-128 No. Jefferson St.
Chicago, Ill.



Nye Solid Die


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respective sums by the gross receipts, or sales.

Any of these percentages of gross receipts may be used to enable you to find what percentage of your cost of goods they would be. To find out what your gross profit percentage, for example, figures when changed into percentage of cost instead of percentage of selling figures, use this method: Find the actual gross profit by multiplying the gross sales by the gross profit percentage. Subtract the sum thus obtained from the gross sales and divide the actual gross profit by this remainder. Thus: Your sales are perhaps $12,000. You have discovered by previous figures that your gross profit is 33 1-3 per cent of the sales; 33 1-3 per cent of $12,000 is found to be $4000. Subtract the $4000 from the $12,000 and you have $8000 as the cost of the goods. Divide the $4000 by the $8000 and you get 50 per cent, which shows that your gross profit is 50 per cent of the purchase price.

In making up a set of business figures for comparative purposes, for comparing this year's business with last year's, or for comparing with the business figures of someone else's business, it is important that the same basis be used all the way through in both sets. That is, all percentages should be based on either cost or selling prices. To compare percentages in your business figured on sales, with percentages in some other business figured on wholesale costs would mean nothing.

**Figure Cost of Doing Business on Selling Price**

The proper way to figure cost of doing business and other percentages is upon selling prices. This is the usual way and the one generally followed unless stated to the contrary. And the cost of doing business ought always to include the proprietor's salary, interest on investment, losses through unpaid accounts, etc.

Business accounting has something about it that scares out many plumbers. Some men hate to dig into the figures of their business for fear of what they will find out, and that is just like being afraid to have the doctor examine you for fear he may find something the matter, or like not having an automobile engine inspected for fear there is something wrong with it.

You need to know what you have done during the year of business in order to know whether and how to continue. You ought to be able to figure each department of the business separately so you can determine whether you have some line of work or stock that is not paying its way. The modern farmer keeps track of the output of each cow, and when he finds one that is only a boarder, he gets rid of her. You want to get rid of any line that is just a boarder. You ought to be as good a business man as the farmer.

In order to reduce percentages to actual sums in your own business, from the cash receipts of the year subtract the total payments for goods. This gives what may be roughly called the gross profits. From the gross profits subtract the total expenses, and you will have the net profits, if any. Of course, these figures are subject to changes in the inventory. If the inventory shows a gain, you have something to add to the profits. Add to the gross profits figure any increase in inventory, and likewise subtract any inventory decreases.

**When You Need Figures**

You may be satisfied to go along without keeping any accurate business figures. You may be making a living and perhaps increasing your stock on hand. You may be morally certain of this and you may have plenty of money, but moral certainties cut very little ice when you want to sell your business or when you have to settle with the fire insurance company. Only actual business figures count in such instances, figures based on inventories, invoices and sales sheets.

The buyer of a business is going to insist upon seeing just what you have done and how you have done it. He will want to see your bank book and he may inquire about items that lead him to suspect a padding of the sales. The fact that you have had a living and have laid up some money as you went along means nothing unless you can show that the money came from the business.

In figuring your expenses don't neglect to put in rent because you own your building. Some men reason that rent costs them nothing because they use their own building. That is a mistake, and there ought to appear in the expenses the items that correspond to rent, such as taxes, upkeep, depreciation, insurance, water rent, etc. The income tax requirements are opening men's eyes to these things. You cannot keep $5000 or more invested in the building you use and figure no return from that investment without taking a loss you forget about. That $5000 would bring you 4 per cent in a savings bank.

**Get All the Expenses In**

Now and then there is a plumber who makes too small allowance in his expense account for help because members of his family help run the business and do not draw actual wages from him. When you leave out such items you may fool yourself, but you cannot in that way fool your banker when you get into a tight place. Get all the expenses in and allow for them in making your prices on work and goods and supplies.

You need to know your net return because if your business does not pay you a suitable net profit over and above your salary allowance you might better be working for some one else with your investment where it will at least bring savings bank return, while you let somebody beside yourself take the risks and do the worrying.

There are losses on depreciated stock that are not always taken as they should be because

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the stock is not often inspected. There is depreciation in tools and equipment which is not obvious because the outfit remains in use and apparently is efficient enough, but some day there comes a breakdown and the depreciation, if not previously taken bit by bit, comes in a lump and the business makes a poor showing on that account. When it comes to insurance or to selling the business you will find the other fellow will take account of depreciation in equipment, even if you have neglected to do that yourself.

Figuring depreciation on equipment annually distributes necessary losses over such a period that they do not deceive you into thinking you are worth more than you are. Even if you think this makes no difference to you, it will make a difference when you die or retire from business.

**Banker Wants Real Accounts**

When it comes to borrowing money at the bank, the modern banker insists upon knowing what your business is doing. If you have little or no obvious assets, the banker is sure to want to know all about the figures of your business, percentages and actual amounts. If you have a large amount of tangible assets and still want to borrow, the banker then may be suspicious that there is something he does not understand. You will have to be able to show figures anyway.

You cannot know what you are doing unless you have your business figures down in black and white, and you cannot show any one else what you are doing unless you have the figures. Bankers, prospective purchasers of the business, insurance men, and, in the end, the executors of your estate, all want figures, not guesses. The actual standing you hold in the financial world around you is based not on what you think you have been doing, but on what you have actually done and can prove by figures that you have done.

Cut out the guesswork and get down to arithmetic. You will probably get your own eyes opened. Your business figures, when you make them for the first time, will contain some surprises for you.

**TURNER New Gasoline - Kerosene Torches**



The Burners are all constructed alike, containing all the patent features, however different in size according to price. The baffle in the burner will generate the low grade gasoline or kerosene without adjustment. The adjusting needle eliminates enlarging of orifices that make all burners useless. The flared tube will siphon the correct amount of air regardless of adjustment or size of flame. The patent pump involves the parachute principle. Leather is free and will not wear. Drip cup made of sheet steel stamped, copper plated. Burner generates easily and produces more heat on less fuel than our old line. Our Triple Jet takes the place of our well known Double Jet, involving all the new patent features. A trial order will convince you. If not satisfactory, money refunded. All parts interchangeable. Jobbers will carry repairs—not necessary to be without torch—fix it yourself. With ordinary use a torch will last a life time.

**THE TURNER BRASS WORKS - Sycamore, Illinois, U. S. A.**




**No. 71 Fire Pot. List Price, Each, $27.20**
**Ask for Discount**

## The Hottest Fire Made

The No. 71 C. & L. Fire Pot is the Hottest Fire made and it is Smokeless, Odorless and Noiseless. Every mechanic knows what that means. The tank is made of seamless drawn steel, with all fittings welded in, and is practically indestructible. It has a sub-flame so that the burner can be turned down low when not in use, thus saving fuel and time. The No. 71 will heat 12-lb. coppers as fast as two mechanics can use them. Jobbers supply at factory price. Send for catalog.

**CLAYTON & LAMBERT MFG. CO.**
**Detroit, Mich., U. S. A.**

## STOVE & FURNACE REPAIRS

**Welding for All Makes** **Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters**

**JOBBERS** **MYER S. RUBENS** **WHOLESALERS**

PLATERS **Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing** PLATERS

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Silver Ware Refinished

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**ALUMINUM PRODUCTS CO.** Of the Pacific Coast **OAKLAND, CALIFORNIA**

## Spokane Stove & Furnace Repair Works

*INCORPORATED*

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| ORIGINAL STOVE REPAIRS | DIAMOND BREAKOFF BACKS |

Efficient Service : Superior Quality : We Solicit Your Inquiries

*"The Largest Stove Repair House in the Northwest"*


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# Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

**AMMUNITION—Cartridges—Metallic**

| | Box. Blank Rim Fire | Semi-Smkls Less Smk | Smkls |
|---|---|---|---|
| 22 Short | $. 20 | $ ... | |
| 32 Short | .40 | ... | |
| Blank Center Fire— | | | |
| 32 S & W | .75 | ... | |
| 38 S & W | .90 | ... | |
| 38 Long Colt | 1.35 | ... | |
| 44 W C F | 1.65 | ... | |
| Shot Rim Fire— | | | |
| 22 Long | .65 | .70 | |
| 32 Long | 1.20 | ... | |
| Shot Center Fire— | | | |
| 32 S & W | 1.10 | ... | |
| 32 W C F | 1.45 | ... | |
| 38 S & W | 1.30 | ... | |
| 38 W C F | 1.65 | ... | |
| 44 W C F | 1.65 | 1.90 | |
| 44 X. L. | 1.85 | 2.05 | |
| 44 Game Getter | 1.65 | 1.90 | |
| Rim Fire, Ball— | | | |
| BB Caps | ... | .40 | |
| CB Caps | ... | .50 | |
| 22 Short | .30 | .35 | |
| 22 Short H P | .35 | .40 | |
| 22 Long | .40 | .45 | |
| 22 Long H P | .45 | .55 | |
| 22 Long Rifle | .45 | .50 | |
| 22 Long Rifle, H. P. | .50 | .55 | |
| 22 W R F | .60 | .65 | |
| 22 W R F, H P | .65 | .70 | |
| 22 Win Auto | ... | .65 | |
| 22 Win Auto, H P | ... | .70 | |
| 25 Short Stevens | .70 | ... | |
| 25 Stevens | .95 | ... | |
| 32 Short | .75 | ... | |
| 32 Long | .85 | ... | |
| 38 Short | 1.10 | ... | |
| 38 Long | 1.40 | ... | |
| 41 Short | 1.20 | ... | |
| Center Fire Pistol— | | | |
| 22 Win. SS | 1.50 | 1.75 | |
| 25 Colts Auto | ... | 1.60 | |
| 25-20 Single Shot | 1.75 | 2.05 | |
| 25-20 Win | 1.55 | 1.80 | |
| 25-20 Win HV | ... | 2.00 | |
| 7.63 MM-Mauser | ... | 2.40 | |
| 7.65 MM-Mauser | ... | 2.40 | |
| 9 MM-Luger | ... | 2.60 | |
| 32 Colts Auto | ... | 1.75 | |
| 32 Colts Short | 1.10 | 1.20 | |
| 32 Colts Long | 1.25 | 1.35 | |
| 32 Colts Police Positive. | 1.25 | 1.35 | |
| 32 S & W | 1.10 | 1.20 | |
| 32 S & W Long | 1.25 | 1.35 | |
| 32-20 Marlin | 1.55 | 1.90 | |
| 32 Winchester | 1.65 | 1.90 | |
| 32-20 Win HV | ... | 2.00 | |
| 35 S & W Auto | ... | 1.75 | |
| 38 Colts Auto | ... | 2.50 | |
| 38 Colts Short | 1.40 | 1.55 | |
| 38 Colts Long | 1.50 | 1.60 | |
| 38 Colts Police Positive. | 1.40 | 1.55 | |
| 38 S & W | 1.55 | 1.65 | |
| 38 S & W Special | 1.70 | 1.80 | |
| 38 Winchester | 1.85 | 2.30 | |
| 41 Colts Short DA | 1.65 | 1.80 | |
| 41 Colts Long DA | 1.90 | 2.15 | |
| 44 Bull Dog | 1.75 | ... | |
| 44 S & W Amer | 2.00 | 2.15 | |
| 44 S & W Rus | 2.15 | 2.30 | |
| 44 S & W Special | 2.30 | 2.50 | |
| 44 Webley | 1.80 | ... | |
| 44 Winchester | 2.00 | 2.45 | |
| 45 Colts | 2.15 | 2.40 | |
| 45 Colts Auto | ... | 2.90 | |
| Center Fire Military and Sporting— | | | |
| 22 Savage | ... | 1.60 | |
| 250-3000 Savage | ... | 1.75 | |
| 25-21 Stevens | 2.30 | ... | |
| 25-25 Stevens | 1.90 | 2.85 | |
| 25-35 Winchester | ... | 1.40 | |
| 25-35 Short Range | ... | 1.40 | |
| 25-36 Marlin | ... | 1.40 | |
| 25 Remington Rimless | ... | 1.40 | |
| 6 MM U S N | ... | 2.10 | |
| 7 MM Spanish Mauser | ... | 2.10 | |
| 7.655 MM Bel Mauser | ... | 2.10 | |
| 8 MM Mauser | ... | 2.10 | |
| 9 MM Mauser | ... | 2.30 | |
| 30-30 Winchester | ... | 1.60 | |
| 30 Remington Rimless | ... | 1.60 | |
| 30 Government Rimless | ... | 2.30 | |
| 303 Savage | ... | 1.60 | |
| 32 Remington Rimless | ... | 1.60 | |
| 32-40 Winchester | 1.20 | 1.85 | |
| 32-40 Winchester H V | ... | 1.60 | |
| 32 Winchester Slf Ldg | ... | 2.80 | |
| 32 Winchester Special | ... | 1.60 | |
| 33 Winchester | ... | 2.10 | |
| 35 Remington Rimless | ... | 1.75 | |
| 35 Winchester | ... | 2.30 | |
| 35 Winchester Slf Ldg | ... | 2.90 | |
| 351 Winchester Slf Ldg | ... | 3.30 | |
| 38-55 Winchester Lead | 1.45 | 1.75 | |
| 38-55 Winchester HV | ... | 1.95 | |
| 38-56 Winchester | 1.45 | 1.75 | |
| 40-60 Marlin | 1.50 | ... | |
| 40-60 Winchester | 1.50 | ... | |
| 40-65 Winchester | 1.50 | 1.75 | |
| 40-70 Winchester | 1.55 | ... | |
| 40-72 Winchester | 1.55 | 1.80 | |
| 40-82 Winchester | 1.55 | 1.80 | |
| 401 Winchester Auto | ... | 1.70 | |
| 405 Winchester | ... | 2.50 | |
| 45-60 Winchester | 1.55 | ... | |
| 45-70-405 Government | 1.55 | 1.80 | |
| 45-75 Winchester | 1.55 | ... | |
| 45-90 Winchester | 1.55 | 1.80 | |

**SHELLS, LOADED—**

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot ..... $1.30

3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot ..... 1.25

3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot ..... 1.25

3¼ drs. x 1⅛ oz., BB shot, drop shot ..... 1.35

3¼ drs. x Buck shot, drop shot ..... 1.35

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot ..... 1.15

2¾ drs. x ⅞ oz., BB shot, drop shot ..... 1.30

20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot ..... 1.15

HIGH GRADE SMOKELESS—

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot ..... 1.40

3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot ..... 1.45

16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot ..... 1.30

20 2¼ drs. x ¾ oz., chilled shot ..... 1.25

2⅛ drs. x ⅞ oz., chilled shot 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35

3⅛ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

**Caps and Primers—**

| | | |
|---|---|---|
| Percussion | .20 | .... |
| Musket Caps | .25 | .... |
| Primers, 100 in box | .35 | .... |
| Primers, 250 in box | .80 | .... |

Empty Paper Shells—Black pow.—

| | |
|---|---|
| 12, 16, 20, Ga. per 100 | 1.50 |
| 10 Ga. per 100 | 1.65 |

MEDIUM GRADE SMOKELESS—

| | |
|---|---|
| 12, 16, 20, 28 Ga. per 100 | 1.80 |
| 10 Ga. per 100 | 2.10 |

HIGH GRADE SMOKELESS—

| | |
|---|---|
| 12, 16, 20, 28 Ga. | 2.30 |
| 10 Ga. per 100 | 2.40 |

Empty Brass Shells—

| | |
|---|---|
| Best qual. 12, 16, 20 28, Box 25 | 2.75 |
| 2nd Qual. 12, 16, 20 28, box 25 | 2.10 |

Wads—

| | |
|---|---|
| Cardboard, box 250 | .30 |
| Black Edge, Reg., box 250 | .50 |
| Black Edge, ¼ in., 125 in box | .40 |
| Black Edge, ¼ in., 250 in box | .80 |

**ADZES**—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

**ALUMINUM WARE, CAST—**

| | |
|---|---|
| Bottles, Hot Water— | |
| Universal | 3.50 |
| Griddles— | |
| Size 7 | 4.25 |
| Size 8 | 4.85 |
| Size 9 | 5.60 |
| Size 10 | 5.00 |
| Size 12 | 6.00 |
| Kettles, Berlin— | |
| 2½ quarts | 7.00 |
| 4 quarts | 8.25 |
| 5 quarts | 10.00 |
| 6 quarts | 11.00 |
| Kettles, Maslin— | |
| 4 quarts | 6.50 |
| 6 quarts | 7.00 |
| 8 quarts | 9.75 |
| 12 quarts | 13.25 |
| Kettles, Tea— | |
| Size 6 | 8.50 |
| Size 7 | 9.50 |
| Size 8 | 10.00 |
| Pans, Lipped Sauce— | |
| 2 quarts | 6.00 |
| 3 quarts | 6.75 |
| 4 quarts | 7.25 |
| Skillets— | |
| Size 6 | 4.50 |
| Size 7 | 4.75 |
| Size 8 | 5.15 |
| Size 9 | 6.00 |
| Spoons, Basting— | |
| 15-inch | .30 |
| Spoons, Mixing— | |
| 13-inch, Slotted | .30 |
| Waffle Moulds— | |
| Size 7, Low | 6.00 |
| Size 8, Low | 6.50 |
| Size 7, Deep | 6.50 |
| Size 8, Deep | 7.25 |

**ANCHORS**—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $1.75 per hundred net; ¼x½ in. -¾ in. -1 in., $1.96 per hundred net.

**ANVILS**—Vulcan No. 2, 20-lb., $8.75; No. 3, 30-lb., $10.00; No. 4, 40 lb., $12.00; No. 5, 50 lb., $13.50; No. 6, 60 lb., $15.00; No. 7, 70 lb., $17.50; No. 8, 80 lb., $19.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35½c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.

**ANTIMONY**—Slab, 25c lb.

**APRONS**—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

**AUGURS**—Greenlee Carpenters' Nut, No. 57.

| Size | ½ | ⅝ | ¾ | ⅞ | 1 | 1¼ |
|---|---|---|---|---|---|---|
| Each | $1.40 | $1.40 | $1.55 | $1.90 | $2.15 | $2.75 |
| Size | | 1½ | 1¾ | 2 | 2½ | 3 |
| Each | | 3.50 | 4.00 | 4.75 | 7.50 | 13.50 |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | 1.65 | 1.80 | 1.95 | 1.95 | 2.20 | 2.20 |
| 62 each | 2.00 | 2.15 | 2.35 | 2.35 | 2.60 | 2.60 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | 2.40 | 2.40 | 2.70 | 2.70 | 3.00 | 3.00 |
| 62 each | 2.90 | 2.90 | 3.25 | 3.25 | 3.60 | 3.60 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | 3.45 | 3.45 | 4.05 | 4.05 | 4.80 | 4.80 |
| 62 each | 4.15 | 4.15 | 4.85 | 4.85 | 5.75 | 5.75 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | 5.70 | 5.70 | 6.75 | 6.75 | | |
| 62 each | 6.85 | 6.85 | 8.10 | 8.10 | | |

**ASBESTOS—**
Mill board, 30c lb.; Cut, 35c lb.
Paper, 30c lb.; Cut, 35c lb.

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## RETAIL SELLING PRICES—Continued.

### L & G ENAMELED WARE

**Biggins, Coffee**

| | |
|---|---|
| 0 | 1.20 |
| 01 | 1.30 |
| 00 | 1.40 |
| 010 | 1.60 |
| 020 | 1.75 |
| 030 | 1.90 |
| 040 | 2.10 |
| 050 | 2.40 |

**Boilers, Coffee**

| | |
|---|---|
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.25 |
| 90 | 2.75 |
| 100 | 3.75 |

**Boilers, Rice**

| | |
|---|---|
| 14 | 1.35 |
| 16 | 1.50 |
| 18 | 1.75 |
| 20 | 2.00 |
| 22 | 2.25 |
| 24 | 2.50 |
| 26 | 3.00 |
| 28 | 3.75 |
| 36 | 4.50 |

**Bowls, Wash**

| | |
|---|---|
| 26 | .55 |
| 28 | .60 |
| 30 | .70 |
| 32 | .80 |
| 34 | .95 |
| 36 | 1.05 |

**Buckets, Covered**

| | |
|---|---|
| 21 | .60 |
| 21½ | .70 |
| 22 | .75 |
| 23 | .85 |
| 24 | 1.05 |
| 26 | 1.25 |
| 28 | 1.50 |
| 30 | 1.85 |
| 32 | 2.25 |
| 150 | .75 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |
| 850 | 1.85 |
| 1050 | 2.25 |
| 1250 | 2.50 |

**Buckets, Dinner**

| | |
|---|---|
| 110 | 2.50 |
| 111 | 2.60 |
| 112 | 2.75 |
| 113 | 3.15 |
| 502 | 2.00 |
| 503 | 2.25 |

**Chambers**

| | |
|---|---|
| 1 | .75 |
| 1½ | .95 |
| 2 | 1.10 |
| 3 | 1.25 |

**Chamber Covers**

| | |
|---|---|
| 10 | .40 |
| 1½0 | .45 |
| 20 | .50 |
| 30 | .55 |

**Colanders**

| | |
|---|---|
| 1 | .75 |
| 2 | .85 |
| 3 | 1.10 |
| 104 | .75 |
| 205 | .85 |
| 306 | 1.00 |
| 407 | 1.25 |

**Cups**

| | |
|---|---|
| 3 (Mug) | .30 |
| 6 | .50 |
| 8 | .25 |
| 9 | .30 |
| 10 | .30 |
| 10 M | .30 |
| 11 | .35 |
| 25 | .30 |
| 40 | .45 |
| 120 | .60 |

**Cups and Saucers**

| | |
|---|---|
| 20 | .50 |
| 400 | .60 |

**Cuspidors**

| | |
|---|---|
| 10 | .70 |
| 20 | .80 |
| 30 | 1.00 |
| 100 | 1.85 |
| 200 | 1.25 |
| 240 | 1.80 |
| 300 | 1.65 |

**Dippers, Cup**

| | |
|---|---|
| 10 | .45 |
| 11 | .50 |

**Dippers, Windsor**

| | |
|---|---|
| 110 | .50 |
| 112 | .55 |
| 114 | .60 |

**Dippers, Suds**

| | |
|---|---|
| 2 | .60 |
| 4 | .80 |

**Dishes, Soap**

| | |
|---|---|
| 50 | .45 |
| 60 | .45 |

**Fillers, Fruit Jar**

| | |
|---|---|
| 20 | .40 |

**Flasks, Coffee**

| | |
|---|---|
| 10 | .75 |

**Funnels, Pieced**

| | |
|---|---|
| 01 | .45 |
| 02 | .50 |
| 03 | .55 |
| 04 | .60 |
| 05 | .80 |
| 06 | 1.00 |

**Kettles, Convex**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.35 |
| 212 | 1.50 |
| 214 | 1.85 |
| 216 | 2.15 |
| 218 | 2.50 |
| 220 | 3.00 |
| 222 | 3.65 |

**Kettles, Lipped Preserving**

| | |
|---|---|
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |
| 32 | 1.50 |
| 36 | 2.00 |
| 40 | 3.00 |
| 50 | 4.50 |

**Kettles, Milk**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 71 | .75 |
| 72 | .95 |
| 73 | 1.10 |
| 74 | 1.35 |

**Kettles, Tea**

| | |
|---|---|
| 80 | 1.15 |
| 40 | 1.35 |
| 50 | 1.50 |
| 60 | 1.65 |
| 70 | 1.85 |
| 80 | 2.15 |
| 90 | 2.50 |

**Ladles, Deep**

| | |
|---|---|
| 100 | .40 |
| 110 | .45 |
| 120 | .50 |
| 101 | .40 |
| 111 | .45 |
| 121 | .50 |

**Measures**

| | |
|---|---|
| 01 | .40 |
| 02 | .45 |
| 03 | .55 |
| 04 | .75 |
| 05 | 1.00 |
| 06 | 1.40 |
| 11 Graduated | .75 |

**Pails, Chamber**

| | |
|---|---|
| 1 | 2.00 |
| 2 | 2.25 |
| 3 | 2.50 |
| 4 | 3.00 |

**Pails, Water**

| | |
|---|---|
| 110 | 1.75 |
| 112 | 2.00 |
| 114 | 2.25 |

**Pans, Bed**

| | |
|---|---|
| 1 | 4.50 |

**Pans, Douche**

| | |
|---|---|
| 2 | 3.00 |

**Pans, Bread**

| | |
|---|---|
| 11 | .50 |
| 12 | .65 |
| 13 | .80 |

**Pans, Cake**

| | |
|---|---|
| 9 | .40 |
| 10 | .45 |
| 69 | .40 |
| 70 | .45 |
| 200 | .55 |

**Pans, Corn Cake**

| | |
|---|---|
| 706 | .80 |
| 709 | 1.10 |
| 712 | 1.25 |

**Pans, Muffin**

| | |
|---|---|
| 406 | .70 |
| 409 | .95 |
| 412 | 1.10 |

**Pans, Deep Pudding**

| | |
|---|---|
| 50 | .35 |
| 100 | .40 |
| 150 | .45 |
| 200 | .50 |
| 300 | .55 |
| 400 | .60 |
| 500 | .70 |
| 600 | .80 |
| 800 | .95 |
| 1000 | 1.05 |

**Pans, Dish**

| | |
|---|---|
| 15 | 2.25 |
| 80 | 1.35 |
| 100 | 1.50 |
| 140 | 1.75 |
| 170 | 2.00 |
| 210 | 2.25 |
| 300 | 3.50 |
| 400 | 5.25 |

**Pans, Rinsing**

| | |
|---|---|
| 08 | 1.25 |
| 010 | 1.35 |
| 014 | 1.65 |
| 017 | 1.85 |

**Pans, Lipped Fry**

| | |
|---|---|
| 30 | .45 |
| 31 | .50 |
| 32 | .60 |
| 33 | .65 |
| 34 | .75 |
| 35 | .90 |
| 36 | 1.00 |

**Pans, Milk**

| | |
|---|---|
| 00 | .30 |
| 0 | .35 |
| 11 | .35 |
| 15 | .40 |
| 20 | .45 |
| 30 | .50 |
| 40 | .60 |
| 50 | .70 |
| 60 | .80 |
| 80 | .95 |
| 100 | 1.05 |
| 120 | 1.15 |

**Pans, Convex Sauce**

| | |
|---|---|
| 02 | .80 |
| 03 | .95 |
| 04 | 1.10 |
| 05 | 1.25 |
| 06 | 1.35 |
| 08 | 1.65 |
| 010 | 2.00 |
| 012 | 2.40 |

**Pans, Combination Sauce**

| | |
|---|---|
| 1 D | 2.25 |
| 10 T | 3.25 |

**Pans, Lipped Sauce**

| | |
|---|---|
| 10 | .40 |
| 12 | .45 |
| 14 | .50 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |
| 26 | 1.00 |
| 28 | 1.15 |
| 30 | 1.35 |

**Pans, Straight Sauce**

| | |
|---|---|
| 150 | .70 |
| 250 | .85 |
| 350 | 1.00 |
| 450 | 1.15 |
| 650 | 1.50 |

**Pans, Stew**

| | |
|---|---|
| 3 | .45 |
| 4 | .55 |
| 5 | .60 |
| 6 | .70 |
| 16 | .55 |
| 18 | .60 |
| 20 | .70 |
| 22 | .80 |
| 24 | .90 |

**Pans, Oblong Stove**

| | |
|---|---|
| 04 | .55 |
| 100 | .65 |
| 200 | .70 |
| 300 | 1.00 |
| 325 | 1.10 |
| 350 | 1.25 |
| 400 | 1.35 |
| 425 | 1.50 |
| 475 | 1.65 |
| 550 | 2.10 |

**Pans, Square Stove**

| | |
|---|---|
| 110 | .95 |
| 111 | 1.00 |
| 112 | 1.10 |
| 113 | 1.25 |
| 114 | 1.50 |
| 115 | 1.65 |
| 116 | 1.85 |
| 118 | 2.00 |
| 120 | 2.25 |

**Pitchers, Molasses**

| | |
|---|---|
| 601 | .85 |

**Pitchers, Water**

| | |
|---|---|
| 2 | 1.35 |
| 3 | 1.50 |
| 4 | 1.65 |

**Plates, Deep Pie**

| | |
|---|---|
| 39 | .40 |
| 40 | .45 |

**Plates, Shallow Pie**

| | |
|---|---|
| 27 | .30 |
| 28 | .35 |
| 29 | .40 |
| 30 | .45 |

**Plates, Dinner**

| | |
|---|---|
| 19 | .40 |
| 20 | .45 |

**Pots, Fireless Cooker**

| | |
|---|---|
| 1450 | 2.25 |
| 1650 | 3.00 |
| 1850 | 3.25 |

**Pots, Coffee**

| | |
|---|---|
| 2½ | .70 |
| 3 | .75 |
| 5 | .85 |
| 15 | 1.00 |
| 25 | 1.10 |
| 35 | 1.25 |
| 45 | 1.35 |
| 55 | 1.50 |

**Pots, Tea**

| | |
|---|---|
| 00 | .75 |
| 01 | .85 |
| 0 | .95 |
| 10 | 1.05 |
| 20 | 1.15 |
| 30 | 1.25 |
| 40 | 1.45 |

**Pots, Straight Sauce**

| | |
|---|---|
| 018 | 1.25 |
| 020 | 1.25 |
| 022 | 1.50 |
| 024 | 1.85 |
| 026 | 2.25 |
| 028 | 3.00 |
| 030 | 3.25 |
| 032 | 3.75 |

**Pots, Soup Stock**

| | |
|---|---|
| 318 | 13.00 |
| 324 | 15.75 |
| 336 | 18.00 |
| 212 | 6.50 |
| 218 | 8.75 |
| 224 | 11.00 |
| 236 | 13.00 |

**Roasters**

| | |
|---|---|
| 150 | 3.75 |
| 180 | 4.75 |

**Skimmers, Flat**

| | |
|---|---|
| 10 | .35 |
| 12 | .40 |

**Spoons, Basting**

| | |
|---|---|
| 10 | .25 |
| 12 | .30 |
| 14 | .30 |
| 16 | .35 |
| 18 | .40 |

**Steamers**

| | |
|---|---|
| 7 | 1.75 |
| 8 | 1.90 |

**Steepers, Tea**

| | |
|---|---|
| 2 | .70 |
| 3 | .80 |

**Tubs, Oval Foot**

| | |
|---|---|
| 0 | 1.75 |
| 1 | 2.00 |
| 2 | 2.50 |
| 3 | 3.00 |
| 4 | 3.75 |

**Turners, Cake**

| | |
|---|---|
| 13 | .25 |
| 14 | .30 |

Wicking, ½-lb. balls, 70c each.
Wicking, 1-lb. lots, $1.35.
Cement, per sack, $7.25; per lb, 10c.

AXES—Plumbs' Hunter's handled, 12 oz., $2.00; 1 lb., $2.25; 1½ lb., $2.25.
Boy Scout—Handled with sheath, $2.25; without sheath, $1.85; sheaths, 75c.
Double Bit—Handled, $4.50; unhandled, $3.00.
Single Bit—Handled, warranted, $4.00; second grade, $3.25.

BAGS—WATER—

| | | | |
|---|---|---|---|
| ½ gallon | .100 | Faucet, 3½ gallon | 3.50 |
| 1 gallon | 1.50 | Faucet, 5 gallon | 4.25 |
| 2½ gallon | 2.00 | Filter, 6 gallon | 5.25 |
| 5 gallon | 3.75 | | |

BABBITT—Frictionless, 55c lb.; Magnolia, 50c lb.; No. 4, 18c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine), $1.10 per lb.; Challenge, $1.10 lb.; Special Motor, 90c lb.; Excelsior, 30c lb.; Acme, 75c lb.; XXXX Nickeled, $1.25 lb.

BARS—Crow, Pinch Point No. 10, 20c lb.; Wedge No. 15, 20c lb.; Lining No. 30, 20c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 20c lb. Ripping or Wrecking, Goose Neck No. 3657—⅝ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3662, ¾ x 24, $1.00 each; Straight Chisel No. 14, ⅝ x 15, 95c.

BATTERIES, DRY CELL—Columbia, No. 6, 60c each; No. 6-S, 60c each; No. 16, $1.40 each. Red Devil or Red Label, No. 6-D, 60c each. Hot Shot Multiple, No. 1662, $4.35 each; No. 1662, $4.35 each. Ever Ready, same price as Columbia. Red Seal same price as Columbia and Ever Ready. Use Sparkers.

BELLS—Alarm—House, 90c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold lacquered steel, 90c; Gong, polished bell metal, 5-inch, $2.50; 6-inch, $3.75; 7-inch, $5.25; 8-inch, $7.25; 10-inch, $13.00.

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## RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $23.50. Rotary door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Kentucky Cow—No. 0, $1.75; 1, $1.45; 2, $1.15; 3, 85c; 4, 75c; 5, 70c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.15; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.35; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

| BIBBS—Compression— | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|
| Plain—Rough brass | 1.50 | 1.95 | 2.60 | ... |
| Finished brass | 1.70 | 2.15 | 2.85 | 5.20 |
| Nickel plated | 2.00 | 2.45 | 3.20 | 5.65 |
| Hose—Rough brass | 1.70 | 2.15 | 2.85 | 9.90 |
| Finished brass | 1.95 | 2.40 | 3.10 | 5.75 |
| Nickel plated | 2.25 | 2.70 | 3.45 | ... |

BITS—Auger—

| 16ths | R. J. | Irwin | Irwin Car | Common |
|---|---|---|---|---|
| 3 | $ .90 | $ .60 | $1.25 | $ .30 |
| 4 | .75 | .55 | 1.25 | .30 |
| 5 | .75 | .55 | 1.25 | .30 |
| 6 | .75 | .55 | 1.25 | .35 |
| 7 | .75 | .60 | 1.25 | .35 |
| 8 | .75 | .60 | 1.25 | .35 |
| 9 | .90 | .65 | 1.35 | .40 |
| 10 | .90 | .70 | 1.50 | .40 |
| 11 | 1.10 | .75 | 1.65 | .45 |
| 12 | 1.10 | .75 | 1.85 | .45 |
| 13 | 1.25 | .85 | 2.00 | .55 |
| 14 | 1.25 | .90 | 2.10 | .55 |
| 15 | 1.40 | 1.00 | 2.25 | .65 |
| 16 | 1.40 | 1.00 | 2.50 | .70 |
| 17 | 1.75 | 1.25 | .... | .75 |
| 18 | 1.75 | 1.20 | ... | .80 |
| 20 | 2.00 | 1.40 | ... | .85 |
| 22 | 2.25 | 1.60 | ... | .95 |
| 24 | 2.50 | 1.80 | ... | 1.10 |

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $10.50. Irwin, 18 bits, $8.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.50; large, $3.50; Steers, small, $3.75; large, $4.75.
Expansive Bit Cutters—Clark's No. 1, 45c; No. 2, 55c; No. 3, 75c; No. 4, 85c. Steers, No. 1, 75c; No.2, 80c; No. 3, 85c; No. 4, 90c; No. 5, $1.25.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

| | | | |
|---|---|---|---|
| 12 | 2.00 | 18 | 1.90 |
| 15 | 2.15 | 21 | 2.00 |
| 18 | 2.25 | 24 | 2.35 |
| 21 | 2.35 | Stanley, No. 1— | |
| 24 | 2.50 | 12 | 2.00 |
| Millers Falls, No. 5— | | 16 | 2.15 |
| 12 | 1.75 | 18 | 2.25 |
| 15 | 1.75 | 24 | 2.35 |

BLOCKS—Wood Tackle—

| | Com Sngl. | Com Dbl. | Com Triple | Pat Sgl. | Pat Dbl. | Pat Triple |
|---|---|---|---|---|---|---|
| 3 | 1.00 | 1.80 | 2.50 | 1.40 | 2.60 | 3.35 |
| 4 | 1.20 | 2.15 | 3.00 | 1.55 | 2.95 | 3.80 |
| 5 | 1.25 | 2.30 | 3.15 | 1.65 | 3.00 | 4.05 |
| 6 | 1.50 | 2.75 | 3.85 | 1.95 | 3.75 | 5.10 |
| 7 | 1.80 | 3.30 | 4.70 | 2.25 | 4.35 | 5.80 |
| 8 | 2.50 | 3.85 | 5.80 | 2.95 | 5.35 | 6.95 |
| 10 | 3.85 | 5.90 | 8.25 | 4.50 | 7.75 | 9.80 |
| 12 | 6.00 | ... | ... | 6.90 | 12.00 | 15.20 |

Steel Tackle—

| Size | Single | Dbl. | Triple |
|---|---|---|---|
| 3 | .95 | 1.75 | |
| 4 | 1.15 | 2.15 | 2.45 |
| 5 | 1.35 | 2.35 | 2.55 |
| 6 | 1.50 | 2.75 | 3.35 |
| 7 | 1.50 | 2.75 | 4.00 |
| 8 | 2.75 | 4.50 | 5.10 |
| 10 | 4.25 | 7.00 | 7.50 |

Wood Snatch—

| | |
|---|---|
| 6 | 4.50 |
| 8 | 6.50 |
| 10 | 9.00 |
| 12 | 11.00 |

Tackle—Dbl. Galv.—176

| | |
|---|---|
| ¾ | .20 |
| 1 | .20 |
| 1¼ | .25 |
| 1½ | .35 |
| 1¾ | .60 |
| 2 | .65 |
| 2½ | .85 |

No. 200 Buffalo—
12" Complete..... 44.00
14" Complete..... 50.00
No. 700 Climax—
12" Complete..... 28.00

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.50; No. 20 Springer, 54x13 in., no sleeve board, $5.25; No. 40 Springer 50x12 in., no sleeve board, $4.50.
Without Table (skirt Boards)—4-foot, $1.35 each; 5-foot, $2.00; 5½-foot, $2.25; 6-foot, $2.50.

BOARDS, WASH—Brass, $1.25 each; Toy, Zinc, 25c; Single Zinc, 85c; Double Zinc, $1.15; Glass, $1.10; Blue Enamel, $1.75; Single Zinc, 95c.

BOLTS—Common Carriage—

| Size | 3-16" & ¼" | | 5-16" | | ⅜" | | 7-16" | | ½" | |
|---|---|---|---|---|---|---|---|---|---|---|
| 1½ | .25 | 1.65 | .35 | 2.30 | .45 | 3.15 | .60 | 3.85 | .70 | 4.70 |
| 2 | .25 | 1.80 | .40 | 2.50 | .50 | 3.40 | .65 | 4.20 | .80 | 5.20 |
| 2½ | .30 | 2.00 | .40 | 2.70 | .55 | 3.65 | .70 | 4.55 | .85 | 5.70 |
| 3 | .30 | 2.15 | .45 | 2.90 | .60 | 3.95 | .75 | 4.90 | .90 | 6.15 |
| 3½ | .35 | 2.30 | .45 | 3.10 | .65 | 4.20 | .80 | 5.25 | 1.00 | 6.65 |
| 4 | .40 | 2.50 | .50 | 3.30 | .65 | 4.45 | .85 | 5.60 | 1.05 | 7.15 |
| 4½ | .40 | 2.65 | .55 | 3.50 | .70 | 4.75 | .90 | 5.95 | 1.15 | 7.60 |
| 5 | .45 | 2.80 | .55 | 3.70 | .75 | 5.00 | .95 | 6.30 | 1.20 | 8.15 |
| 5½ | .45 | 3.00 | .60 | 3.90 | .80 | 5.25 | 1.00 | 6.55 | 1.30 | 8.65 |
| 6 | .50 | 3.15 | .60 | 4.10 | .85 | 5.50 | 1.05 | 7.00 | 1.35 | 9.10 |
| 6½ | .55 | 3.50 | .70 | 4.55 | .90 | 6.15 | 1.10 | 7.35 | 1.45 | 9.60 |
| 7 | .55 | 3.65 | .70 | 4.75 | .95 | 6.40 | 1.15 | 7.70 | 1.50 | 10.10 |
| 8 | .60 | 4.00 | .75 | 5.15 | 1.05 | 7.00 | 1.25 | 8.40 | 1.65 | 11.05 |
| 9 | ... | .... | .85 | 5.60 | 1.15 | 7.50 | 1.35 | 9.10 | 1.80 | 12.05 |
| 10 | ... | .... | .90 | 6.05 | 1.20 | 8.05 | 1.50 | 9.80 | 1.95 | 13.05 |
| 11 | ... | .... | ... | .... | 1.30 | 8.65 | 1.60 | 10.50 | 2.10 | 14.00 |
| 12 | ... | .... | ... | .... | 1.40 | 9.20 | 1.70 | 11.20 | 2.25 | 15.00 |
| 14 | ... | .... | ... | .... | .... | .... | .... | .... | 2.55 | 17.00 |
| 16 | ... | .... | ... | .... | .... | .... | .... | .... | 2.85 | 18.90 |
| 18 | ... | .... | ... | .... | .... | .... | .... | .... | 3.15 | 20.90 |
| 20 | ... | .... | ... | .... | .... | .... | .... | .... | 3.45 | 22.85 |

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

| Size— | ⅛, 5-32" Doz. | 100 | 3-16" Doz. | 100 | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|---|---|
| ⅜ | .10 | .70 | .10 | .70 | ... | ... | ... | ... | ... | ... |
| ½ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅝ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ¾ | .10 | .70 | .10 | .70 | .15 | 1.00 | ... | ... | ... | ... |
| ⅞ | .10 | .75 | .10 | .75 | .15 | 1.00 | ... | ... | ... | ... |
| 1 | .10 | .75 | .10 | .75 | .15 | 1.05 | .20 | 1.50 | .25 | 2.20 |
| 1¼ | .10 | .80 | .10 | .80 | .15 | 1.10 | .20 | 1.55 | .30 | 2.80 |
| 1½ | .10 | .85 | .10 | .85 | .15 | 1.20 | .20 | 1.65 | .30 | 2.40 |
| 1¾ | .15 | .90 | .15 | .90 | .15 | 1.25 | .25 | 1.75 | .30 | 2.55 |
| 2 | .15 | .95 | .15 | .95 | .20 | 1.30 | .25 | 1.85 | .35 | 2.70 |
| 2¼ | ... | ... | .15 | 1.00 | .20 | 1.35 | .25 | 1.95 | .35 | 2.90 |
| 2½ | ... | ... | .15 | 1.05 | .20 | 1.45 | .25 | 2.00 | .35 | 3.05 |
| 3 | ... | ... | .15 | 1.20 | .20 | 1.60 | .30 | 2.15 | .40 | 3.35 |
| 3½ | ... | ... | .20 | 1.35 | .25 | 1.85 | .30 | 2.40 | .45 | 3.70 |
| 4 | ... | ... | .20 | 1.50 | .25 | 1.95 | .35 | 2.65 | .50 | 4.50 |

BOLTS—Machine, Square Head and Nut—

| Size | ¼" Doz. | 100 | 5-16" Doz. | 100 | ⅜" Doz. | 100 | 7-16" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.40 | $2.55 | $0.45 | $3.00 | $0.55 | $3.75 | $0.65 | $4.20 |
| 2 | .40 | 2.70 | .50 | 3.25 | .60 | 3.85 | .70 | 4.50 |
| 2½ | .40 | 2.80 | .50 | 3.35 | .60 | 4.10 | .75 | 4.80 |
| 3 | .45 | 2.90 | .55 | 3.55 | .65 | 4.30 | .75 | 5.10 |
| 3½ | .45 | 3.00 | .55 | 3.70 | .70 | 4.55 | .80 | 5.40 |
| 4 | .45 | 3.15 | .60 | 3.90 | .75 | 4.80 | .85 | 5.70 |
| 4½ | .50 | 3.30 | .60 | 4.10 | .75 | 5.05 | .90 | 6.00 |
| 5 | .50 | 3.40 | .65 | 4.25 | .80 | 5.30 | .95 | 6.30 |
| 5½ | .55 | 3.50 | .65 | 4.45 | .85 | 5.50 | 1.00 | 6.00 |
| 6 | .55 | 3.65 | .70 | 4.65 | .85 | 5.75 | 1.05 | 6.90 |
| 6½ | .55 | 3.75 | .75 | 4.80 | .90 | 6.00 | 1.10 | 7.20 |
| 7 | .. | ... | .75 | 5.00 | .95 | 6.25 | 1.15 | 7.50 |
| 8 | .. | ... | .80 | 5.35 | 1.00 | 6.75 | 1.20 | 8.10 |
| 9 | .. | ... | .85 | 5.75 | 1.10 | 7.20 | 1.30 | 8.70 |
| 10 | .. | ... | .90 | 6.05 | 1.15 | 7.70 | 1.40 | 9.30 |
| 11 | .. | ... | .95 | 6.45 | 1.20 | 8.15 | 1.50 | 9.90 |
| 12 | .. | ... | 1.00 | 6.75 | 1.30 | 8.60 | 1.60 | 10.50 |

| Size | ½" Doz. | 100 | ⅝" Doz. | 100 | ¾" Doz. | 100 | ⅞" Doz. | 100 |
|---|---|---|---|---|---|---|---|---|
| 1-1½ | $0.80 | $5.10 | $1.20 | $7.80 | $1.70 | $11.65 | .... | .... |
| 2 | .85 | 5.75 | 1.25 | 8.40 | 1.85 | 12.35 | 2.50 | 16.80 |
| 2½ | .95 | 6.35 | 1.35 | 8.90 | 2.00 | 13.20 | 2.65 | 17.85 |
| 3 | 1.00 | 6.60 | 1.45 | 9.50 | 2.10 | 14.00 | 2.85 | 18.90 |
| 3½ | 1.05 | 6.95 | 1.50 | 10.10 | 2.25 | 14.85 | 3.00 | 19.95 |
| 4 | 1.10 | 7.35 | 1.60 | 10.65 | 2.35 | 15.70 | 3.15 | 21.00 |
| 4½ | 1.15 | 7.70 | 1.70 | 11.25 | 2.50 | 16.60 | 3.30 | 22.05 |
| 5 | 1.20 | 8.10 | 1.75 | 11.75 | 2.60 | 17.35 | 3.45 | 23.10 |
| 5½ | 1.30 | 8.55 | 1.85 | 12.35 | 2.70 | 18.15 | 3.60 | 24.15 |
| 6 | 1.35 | 8.90 | 1.95 | 12.90 | 2.85 | 19.00 | 3.80 | 25.20 |
| 6½ | 1.40 | 9.30 | 2.05 | 13.50 | 3.00 | 19.80 | 3.95 | 26.25 |
| 7 | 1.45 | 9.65 | 2.10 | 14.10 | 3.10 | 20.65 | 4.10 | 27.30 |
| 8 | 1.60 | 10.50 | 2.30 | 15.20 | 3.35 | 22.25 | 4.40 | 29.40 |
| 9 | 1.70 | 11.25 | 2.45 | 16.35 | 3.60 | 23.75 | 4.75 | 31.50 |
| 10 | 1.80 | 12.00 | 2.65 | 17.50 | 3.85 | 25.55 | 5.05 | 33.60 |
| 11 | 1.90 | 12.75 | 2.85 | 18.65 | 4.10 | 27.25 | 5.35 | 35.70 |
| 12 | 2.05 | 13.50 | 2.95 | 19.75 | 4.35 | 28.90 | 5.65 | 37.80 |
| 13 | 2.15 | 14.40 | 3.15 | 20.90 | 4.60 | 30.50 | 6.00 | 39.90 |
| 14 | 2.25 | 15.15 | 3.30 | 22.05 | 4.85 | 32.20 | 6.30 | 42.00 |
| 15 | 2.40 | 15.95 | 3.50 | 23.20 | 5.10 | 33.80 | 6.60 | 44.10 |
| 16 | 2.50 | 16.75 | 3.65 | 24.45 | 5.35 | 35.50 | 6.90 | 46.20 |
| 17 | 2.65 | 17.50 | 3.85 | 25.50 | 5.55 | 37.15 | 7.25 | 48.30 |
| 18 | 2.75 | 18.25 | 4.00 | 26.60 | 5.80 | 38.75 | 7.55 | 50.40 |
| 19 | 2.85 | 19.00 | 4.15 | 27.75 | 6.05 | 40.40 | 7.90 | 52.50 |
| 20 | 3.00 | 19.85 | 4.35 | 28.90 | 6.30 | 42.10 | 8.20 | 54.60 |
| 21 | 3.10 | 20.60 | 4.50 | 30.00 | 6.55 | 43.75 | 8.50 | 56.70 |
| 22 | 3.20 | 21.40 | 4.70 | 31.20 | 6.80 | 45.40 | 8.85 | 58.80 |
| 23 | 3.35 | 22.20 | 4.85 | 32.30 | 7.05 | 47.00 | 9.15 | 60.90 |
| 24 | 3.45 | 23.00 | 5.00 | 33.45 | 7.30 | 48.70 | 9.45 | 63.00 |
| 25 | 3.55 | 23.75 | 5.20 | 34.55 | 7.55 | 50.30 | 9.75 | 65.10 |
| 26 | 3.70 | 24.50 | 5.35 | 35.75 | 7.80 | 52.00 | 10.05 | 67.20 |
| 27 | 3.80 | 25.30 | 5.55 | 36.90 | 8.05 | 53.60 | 10.40 | 69.30 |
| 28 | 3.90 | 26.10 | 5.70 | 38.00 | 8.30 | 55.26 | 10.70 | 71.40 |
| 29 | 3.95 | 26.85 | 5.85 | 39.15 | 8.55 | 57.00 | 11.00 | 73.50 |
| 30 | 4.00 | 27.65 | 6.00 | 40.30 | 8.80 | 58.50 | 11.35 | 75.60 |

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## RETAIL SELLING PRICES—Continued.

**BOLTS—Barrel—**

Extra Heavy Wrought Steel, Japanned—

| | |
|---|---|
| 4-inch | .20 |
| 5-inch | .25 |
| 6-inch | .30 |
| 8-inch | .60 |

Cast Iron, Japanned—

| | |
|---|---|
| 3-inch | .15 |
| 4-inch | .15 |
| 5-inch | .20 |
| 6-inch | .25 |
| 8-inch | .40 |

CHAIN—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .50 |
| 8-inch | .60 |
| 10-inch | .85 |

Cast Iron, Amber or Bronzed—

| | |
|---|---|
| 4-inch | .45 |
| 6-inch | .60 |
| 8-inch | .75 |

Cast Iron, Ant. Copper or Dull Brass—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | 1.00 |
| 8-inch | 1.25 |

CUPBOARD, Japanned—

| | |
|---|---|
| 3-inch | .55 |
| 6-inch | .75 |
| 10-inch | 1.75 |

Cupboard, Other Finishes—

| | |
|---|---|
| 3-inch | .75 |
| 6-inch | 1.00 |

FLUSH, Augle—All Finishes, Cast Bronze—

| | |
|---|---|
| 2-inch | .40 |
| 31-inch | .50 |
| 4-inch | .55 |
| 6-inch | .70 |

LEVER—Cast Bronze, All Finishes—

| | |
|---|---|
| 3½-inch | 1.10 |
| 5-inch | 1.25 |

T-HEAD—Wrought Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .35 |
| 4-inch | .40 |
| 5-inch | .45 |
| 6-inch | .50 |

Cast Bronze, All Finishes—

| | |
|---|---|
| 3-inch | .50 |
| 4-inch | .55 |
| 5-inch | .70 |

FOOT—

Cast Iron, Japanned—

| | |
|---|---|
| 6-inch | .45 |
| 8-inch | .55 |
| 10-inch | .85 |

Amber or Bronzed—

| | |
|---|---|
| 6-inch | .55 |
| 8-inch | .75 |

Other Finishes—

| | |
|---|---|
| 4-inch | .75 |
| 6-inch | .95 |
| 8-inch | 1.10 |

Foot Wrought Steel—Cupboard, Japanned—

| | |
|---|---|
| 3-inch | .65 |
| 6-inch | 1.00 |
| 10-inch | 2.25 |

**BOLTS—Toggle—(See Toggle Bolts).**

**BOILERS—Range—**

| | Standard. | Extra Heavy. |
|---|---|---|
| 30 gallon | 22.50 | 24.00 |
| 40 gallon | 27.50 | 31.00 |
| 52 gallon | 44.50 | 47.65 |
| 66 gallon | 64.50 | 76.00 |
| 82 gallon | 75.85 | 91.00 |
| 100 gallon | 105.85 | 127.00 |

**BOTTLES—Vacuum—**

Thermos—

| | |
|---|---|
| 6 | 5.00 |
| 6Q | 7.25 |
| 11 | 3.25 |
| 11Q | 5.25 |
| 14 | 3.75 |
| 14Q | 5.75 |
| 14½ | 3.25 |
| 15 | 4.50 |
| 15Q | 6.75 |
| 15½ | 4.00 |

Universal—

Universal—

| | |
|---|---|
| 21 | 3.25 |
| 22 | 5.25 |
| 61 | 2.75 |
| 62 | 4.25 |
| 71 | 3.75 |
| 72 | 5.75 |
| 81 | 5.00 |
| 82 | 7.25 |
| 91 | 4.50 |
| 92 | 6.75 |
| 592 | 7.75 |

Ferrostat—

| | |
|---|---|
| 504R | 11.00 |
| 505R 2-qt | 16.00 |
| 505N | 16.50 |

**FILLERS—Thermos and Universal—**

| | |
|---|---|
| ½ Pint | 2.25 |
| 1 Pint | 2.50 |
| 1 Quart | 3.75 |

**LUNCH KITS—**

Thermos—

| | |
|---|---|
| 392 and 396 | 5.00 |
| 393 and 397 | 5.50 |
| 394 and 398 | 6.25 |

Universal—

| | |
|---|---|
| 310 | 4.75 |
| 320 | 5.25 |
| 410 | 5.00 |
| 510 | 5.50 |
| 4070 | 6.25 |
| 3070 | 4.25 |

Thermos—Food Jars. Fillers

| | | |
|---|---|---|
| 600 | 4.50 | 2.50 |
| 601 | 5.50 | 2.75 |
| 602 | 7.75 | 4.00 |

Thermos— Jugs. Fillers

| | | |
|---|---|---|
| 556 | 10.25 | 4.75 |
| 557 | 10.25 | 5.50 |

Thermos—Cases—

| | |
|---|---|
| 104 | 5.00 |
| 104Q | 7.00 |
| 114 | 10.00 |
| 114Q | 15.00 |
| 180 | 10.00 |
| 180Q | 15.00 |

**BOXES—Mail—Apartment—** Standard style, $5.00 each; with mouthpiece and electric push button, $5.25.

House—Cast Iron, 6x12, $1.25; Steel, 12x5¾x2 in., $2.75; Copper Finished, 10x5x2 in., $4.00; Sheet Metal, 1x4x10 in., 30c; Sheet Steel, 11x5x2 in., $2.25.

Rural Delivery—Standardized, 18½x6¼x7½ in., $2.10; Standardized, 23½x11x14 in., $4.25.

**BOXES—Mitre—**

Goodell—

| | |
|---|---|
| 1285 26x4 | 27.75 |
| 1305 25x5 | 30.75 |
| 1306 30x5 | 33.00 |

Stanley—

| | |
|---|---|
| 50½ | 13.50 |
| 246 | 25.50 |
| 858 | 32.00 |
| 460 | 35.00 |

Acme—

| | |
|---|---|
| 72 | 22.50 |
| 73 | 21.50 |
| 74 | 26.00 |
| 75 | 24.00 |

New Langdon Imp—

| | |
|---|---|
| 72 | 25.00 |
| 73 | 25.75 |
| 74 | 31.50 |
| 75 | 33.00 |

Stearn's Perfection—

| | |
|---|---|
| 20 | 5.25 |

**BRACES—**

P. S. & W., No. 508, $1.35 each; 510, $1.40; 3308, $2.50; 3310, $2.75; 3708, $3.75; 3710, $3.85; 3712, $4.00; 4608, $4.50; 4610, $4.75; 4612, $5.00; 5008, $5.25; 5010, $5.75; 5012, $6.00; 5014, $6.25; 7008, $5.75; 7010, $6.00; 7012, $6.25; 8208, $7.75; 8210, $8.00, 8212, $8.25.

Stanley Ratchet, No. 921, 8-inch, $6.25; 10-inch, $6.50; 12-inch, $6.75; 14-inch, $7.00.

Stanley Corner, No. 992, 8-inch, $9.00; 10-inch, $10.00. No. 982, $5.75.

**BRACKETS—Shelf—**

| Japanned— | Pair | Copper, Brass, Nickel— | Pair |
|---|---|---|---|
| 3x 4 | .25 | 3x 4 | .40 |
| 4x 5 | .30 | 4x 5 | .50 |
| 5x 7 | .40 | 5x 7 | .70 |
| 6x 8 | .45 | 6x 8 | .90 |
| 7x 9 | .50 | 7x 9 | .95 |
| 8x10 | .60 | 8x10 | 1.00 |
| 10x12 | .75 | 10x12 | 1.30 |
| 12x14 | 1.25 | 12x14 | 1.40 |

**BRADS—Wire—**

| | Bulk per lb. | ¼-lb. pkgs. | ¼-lb. pkgs. |
|---|---|---|---|
| ½ and ⅝-inch | .30 | .25 | .15 |
| ¾ to 1½-inch | .25 | .20 | .15 |
| 1¾ to 2-inch | .20 | .20 | .15 |

**BRASS—Sheet—**Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

**BREAD AND CAKE MAKERS—Universal—**No. 2, $2.75 each; No. 4, $4.50 each; No. 8, $5.50 each; No. 44, $4.50 each.

**BRIGHT WIRE GOODS—**See Hooks and Eyes.

**BROOMS—House or Parlor—**

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small 65c, large, 90c; Toy or Hearth, 1 sew, 80c; 2 sew, 40c.

Push or Street

| | | | |
|---|---|---|---|
| Bassine, 14-in | 1.75 | Rattan, 6 rows, 12-in. | 1.50 |
| Bassine, 16-in | 2.00 | Rattan, 6 rows, 14 in. | 1.60 |
| Steel Wire, 12-in | 1.00 | Rattan, 6 rows, 16 in. | 1.75 |
| Steel Wire, 18-in | 1.60 | Rattan, 8 rows, 14 in. | 1.25 |

**BRUSHES—**

CASTING—

| | |
|---|---|
| Round | .80 |
| Oblong | .60 |

Counter—

| | |
|---|---|
| Dusting, com. | .90 |
| Extra quality | 1.20 |
| White bristles | 1.75 |

FLOOR—

| | |
|---|---|
| Fibre, 12-inch | 1.50 |
| Fibre, 16-inch | 1.90 |
| Hair, 12-inch | 2.10 |
| Hair, 16-inch | 2.65 |
| Mixed, 12-inch | 1.75 |
| Mixed, 16-inch | 2.00 |
| Bristles, 14-inch | 5.00 |
| Bristles, 18-inch | 6.25 |

Garage—

| | |
|---|---|
| Fibre, 16-inch | 2.00 |
| Fibre, 18-inch | 2.25 |
| Fibre, 20-inch | 2.50 |

| | |
|---|---|
| Fibre, 24-inch | 3.25 |

Gear—

| | |
|---|---|
| Handles | .65 |
| Hand or Nail | .10 |

Horse—

| | |
|---|---|
| Rice Root, 12½ lb | .75 |
| Rice Root, 18 lb. | 1.25 |
| Palmyra Fibre, 12½ lb. | .55 |
| Palmyra Fibre, 18 lb. | .95 |
| Mixed Fibre, 18 lb. | .90 |
| Ox Fibre, 3½x9 in. | .75 |
| Ox Fibre, 4¼x11½ in. | .85 |

Kalsomine—

| | |
|---|---|
| 7-in., single | 2.40 |
| 8x7½ in blocks | 6.75 |

Marking—(Round)—White bristles—

| | |
|---|---|
| ⅝-⅞ in. | .10 |
| 1-1¼ in. | .15 |

**Paint—(Chinese bristles)—**

| Grade. | 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|---|
| 2½-inch | .30 | ... | .65 | ... | ... |
| 3-inch | .40 | .55 | .85 | 1.60 | ... |
| 3½-inch | .55 | .75 | 1.05 | 2.25 | 2.75 |
| 4-inch | .70 | 1.00 | 1.55 | 2.75 | 3.50 |
| 4½-inch | ... | 1.50 | .... | 3.50 | 4.00 |

**Roofing—Knotted—**

| | |
|---|---|
| 3 knots, 14-lb. | 2.00 |
| 4 knots, 18-lb. | 2.50 |

**Sash—Chisel Point—**

| | |
|---|---|
| ½x1½-in. | .20 |
| ¾x1¾-in. | .25 |
| ⅞x2-in. | .30 |
| 1x2¼-in. | .40 |

**Scrub—**

| | |
|---|---|
| Gray Tampico, 10" | .40 |
| Gray Tampico, 12" | .50 |
| Ox Fibre, 7" | .40 |
| Ox Fibre, 10" | .50 |
| Ox Fibre, 12" | .55 |
| White Tampico, 8" | .35 |
| White Tampico, 11" | .50 |
| White Tampico, 12" | .70 |

**Shoe—**

| | |
|---|---|
| Dauber, wood | .20 |
| Dauber, iron | .30 |
| Brush only, ⅞-in. | .35 |
| Brush only 1¼-in. | .75 |
| Combination | .35 |
| Extra bristles | .50 |
| Best 1¼-in. bristles | .85 |

**Sink—**

| | |
|---|---|
| Ox Fibre | .15 |
| Split Bamboo | .05 |

**Shaving—Rubber Set—**

| | |
|---|---|
| Ebonized handle | .55 |
| Boxwood, small | 1.00 |
| Boxwood, medium | 1.10 |
| Boxwood, large | 1.35 |
| White Bone, small | 1.00 |
| White Bone, medium | 1.25 |
| Octagon Bone | 2.00 |
| Octag. Bone, polished | 4.00 |

**Stencil—**

| | |
|---|---|
| 1⅛-in., 2½-lb. | .25 |
| 1¼-in., 3¾-lb. | .35 |
| 1½-in., 5-lb. | .45 |
| 1¾-in., 6-lb. | .55 |

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## RETAIL SELLING PRICES—Continued.

BRUSHES—Continued—

| Window— | | Squeegee, 10-in. | .80 |
|---|---|---|---|
| Gray fibre | .75 | Squeegee, 12-in. | .85 |
| Black horsehair | .90 | Squeegee, 14-in. | .40 |
| Pope's Eye | 1.15 | Squeegee, 16-in. | .50 |

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 10c each; 1-inch, 15c; 1⅛-inch, 30c.
Lantern—For Cold Blast, ⅝-inch wick, 10c each; 1-inch, 15c; For Kerosene, ⅝-inch, 10c; 1-inch, 15c; Lard, Sperm and Sig. Oil, ⅝-inch, 10c; 1-inch, 15c.
Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

CALKS—Boot—Screw, all sizes, box of 50, 75c; Drive, all sizes, box of 100, 85c; Tote, blunt, side, heel or country pattern, 15c lb.

| CANT HOOKS— | Maple Hdl. | Hickory Hdl. |
|---|---|---|
| 2¼x4½ | 3.00 | 3.65 |
| 2½x4½ | 3.25 | 3.75 |

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.75.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $12.00 each; using wire cable or manila rope for steel, wood, cable track, $15.75; Sling, $22.00; Steel Hay Carrier Track, 35c foot; Steel Hay Carrier Hanging Hooks, 25c each; Rafter Brackets, 15c.

CATCHERS—GRASS—No. 9, all duck, $2.25; 10G, Galv. Bottom, $2.35; 11 all duck, $2.75; 12G Galv. Bottom, $2.75; RR1, $1.00; Eureka, 85c; 16G, $1.50; 5G, $1.85.

| CESSPOOLS—BELL— | Hinge. | Loose. |
|---|---|---|
| 2-inch 6x6 Bell | 1.40 | 1.15 |
| 3-inch 9x9 Bell | 2.00 | 1.80 |
| 4-inch 13x13 Bell | 4.75 | 3.75 |

CHAINS—Tire.

| Size | Pair | Size | Pair |
|---|---|---|---|
| Tire—Weeds | | 4½x33 | 7.25 |
| 3 x30 | 4.50 | 4½x34 | 7.50 |
| 3½x30 | 5.00 | 4½x35 | 8.00 |
| 3½x32 | 5.50 | 4½x36 | 8.00 |
| 4 x31 | 6.00 | 4½x37 | 8.75 |
| 4 x32 | 6.00 | 5 x35 | 9.00 |
| 4 x33 | 6.50 | 5 x36 | 9.00 |
| 4 x34 | 7.00 | 5 x37 | 9.75 |
| 4 x35 | 7.50 | 5½x36 | 12.00 |
| 4 x36 | 7.50 | 5½x37 | 13.00 |
| 4½x32 | 7.00 | 5½x38 | 14.00 |

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; ¼, 30c lb.; 5-16, 25c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 33c lb.; ¼, 30c lb.; 5-16, 30c lb.; ⅜, 30c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 25c lb.; ⅝, 25c lb.; ¾, 25c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 18c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack: Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 7½c; No. 14, 7½c.; No. 12, 10c; No. 10, 12½c; No. 8, 15c; No. 6, 25c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 12½c; No. 114, 20c; No. 113, 25c; No. 112, 30c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 40c yd.; 3, 45c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

| Enterprise | | Universal | |
|---|---|---|---|
| 5 | 4.50 | 0 | 2.50 |
| 10 | 7.00 | 1 | 3.00 |
| 12 | 6.50 | 2 | 3.50 |
| 22 | 11.00 | 3 | 4.75 |
| 32 | 14.00 | 304 | 11.00 |
| | | Russwin | |
| 501 | 2.75 | 0 R | 2.75 |
| 602 | 3.25 | 1 R | 3.25 |
| 702 | 4.50 | 2 R | 4.00 |
| | | 3 R | 5.50 |

CHISELS—

| | Socket Firmer Bev. Edge | Whites No. 2 | Pocket Bev. Edge | Inside or Outside Bevel |
|---|---|---|---|---|
| ⅛ | .95 | 1.30 | 1.20 | 1.35 |
| ¼ | 1.00 | 1.35 | 1.25 | 1.35 |
| ⅜ | 1.05 | 1.40 | 1.30 | 1.35 |
| ½ | 1.10 | 1.45 | 1.35 | 1.40 |
| ⅝ | 1.25 | 1.50 | 1.40 | 1.50 |
| ¾ | 1.30 | 1.55 | 1.45 | 1.65 |
| ⅞ | 1.35 | 1.65 | 1.55 | 1.75 |
| 1 | 1.40 | 1.75 | 1.60 | 1.85 |
| 1¼ | 1.60 | 1.90 | 1.75 | 2.00 |
| 1½ | 1.75 | 2.00 | 1.85 | 2.25 |
| 1¾ | 2.00 | 2.15 | 1.95 | 2.50 |
| 2 | 2.25 | 2.30 | 2.10 | 2.75 |

| | Bucks No. 4 | Blacksmiths' Cold or Hot Eye |
|---|---|---|
| 1 | .90 | .75 |
| 1⅛ | ... | .85 |
| 1¼ | 1.45 | 1.00 |
| 1⅜ | ... | 1.25 |
| 1½ | 1.50 | 1.50 |
| 1¾ | 2.00 | 2.50 |
| 2 | 2.25 | 3.00 |

| | Cold Com. | Cold Special | Cape | Round Nose | Diamond Point |
|---|---|---|---|---|---|
| ¼ | .20 | .35 | .55 | .50 | .50 |
| 5-16 | .25 | .35 | .60 | .50 | .55 |
| ⅜ | .25 | .40 | .65 | .55 | .60 |
| ½ | .30 | .45 | .75 | .65 | .75 |
| ⅝ | .40 | .55 | .85 | .70 | .85 |
| ¾ | .45 | .65 | .90 | .90 | 1.00 |
| ⅞ | .75 | .90 | ... | ... | 1.25 |
| 1 | .80 | 1.00 | ... | ... | 1.50 |

CHURNS—Barrel—No. 0, $9.75 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
Glass Family—Universal, No. 15, $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 65c; 20, 95c; 30, $1.25; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle— 25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft, pair $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carpenters'—Opens 3 ft., pair, $10.50; 4 ft., $11.65; 5 ft., $13.00; 6 ft., $22.00; 8 ft., $28.50.
Carriage Makers—Common. 2½-inch, 85c each; 3-inch, $1.00; 4-inch. $1.35; 5-inch, $1.75; 6-inch, $2.25; 8-inch, $3.50; 10-inch, $4.35; 12-inch, $5.75.
Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

| Rubber— | | | | Wood Floor— | |
|---|---|---|---|---|---|
| 10-inch | .45 | 16-inch | .65 | 14-inch | .60 |
| 12-inch | .50 | 18-inch | .75 | 16-inch | .75 |
| 14-inch | .60 | | | | |

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

| New Easy— | | Extra Cutters— | |
|---|---|---|---|
| No. 0 | 4.25 | No. 0 | 2.25 |
| No. 1 | 5.75 | No. 1 | 2.75 |
| No. 2 | 8.00 | No. 2 | 3.75 |
| No. 3 | 10.50 | No. 3 | 4.75 |
| O. K.— | | | |
| 10-inch | 2.35 | 14-inch | 3.00 |

CLOCKS—(Alarm)—Ace, $3.75 each; America, $2.10; Automatic, $6.00; Bingo, $4.00; Brownie, $4.50; Circle, $3.25; Columbia, $3.75; Ideal, $3.00; Indian, $2.10; Iron Clad, $3.25; Lookout, $2.50; Prompter, $3.25; Simplex, $6.00; Sleepmeter 2, $4.00; Sleepmeter 3, $3.25; Startle, $3.50; Tattoo Jr., $4.25; Tattoo Int, $4.25.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—
Hardware Galvanized—

| Mesh. | Sq. ft. | Screen | Sq. ft. |
|---|---|---|---|
| 1 inch | .18 | 12 M—Black | .04½ |
| ¾ inch | .14 | 14 M—Black | .05 |
| ⅝ inch | .14 | 16 M—Black | .06 |
| 2 mesh | .10 | 14 M—Bronze | .16 |
| 3 mesh | .10 | 14 M—Galvanized | .05½ |
| 4 mesh | .10 | 16 M—Galvanized | .06½ |
| 6 mesh | .13 | 14 M—Opal or Galv. | .06 |
| 8 mesh | .14 | 16 M—Opal or Galv. | .06½ |

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## RETAIL SELLING PRICES—Continued.

COCKS—

| No. | | Each | No. | | Each |
|---|---|---|---|---|---|
| Ball 660— | ½-inch... | 1.60 | Floats 395—5-inch... | | .55 |
| | ⅝-inch... | 1.85 | 6-inch... | | .85 |
| | ¾-inch... | 2.35 | 7-inch... | | 1.50 |
| | 1 -inch... | 4.25 | 8-inch... | | 2.35 |
| | 1¼-inch... | 6.75 | 10-inch... | | 4.25 |
| 1285 | ½-inch... | 2.65 | Gas Hose—⅜-inch... | | .55 |
| | ⅝-inch... | 2.85 | ½-inch... | | .60 |
| | ¾-inch... | 3.65 | ¾-inch... | | .80 |
| | 1 -inch... | 6.65 | | | |
| | 1¼-inch... | 10.25 | | | |

Service, Standard—Square or Flat Head—

| | ¼" | ⅜" | ½" | ¾" | 1" | 1¼" | 1½" | 2" |
|---|---|---|---|---|---|---|---|---|
| Each ..... | .75 | .80 | .90 | 1.00 | 1.75 | 2.60 | 3.75 | 6.50 |

COOKERS—Fireless—Duplex—No. 25, $20.00 each: No. 30,, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.
Legs—Set, $5.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized lined—2-gal. with push faucet, $5.75 each; 3-gal., $7.00; 4-gal., $8.75; 6-gal., $10.50; 8-gal., $13.00; 10-gal., $15.00; 14-gal., $20.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

| | | | |
|---|---|---|---|
| Tea Kettles. | | 5 pints ..... | 2.75 |
| 8½ inch..... | 8.50 | 6 pints ..... | 3.00 |
| 9½ inch..... | 8.75 | Tea Pots. | |
| 10½ inch..... | 4.25 | 2 pints ..... | 2.00 |
| Coffee Pots. | | 3 pints ..... | 2.25 |
| 3 pints ..... | 2.25 | 4 pints ..... | 2.50 |
| 4 pints ..... | 2.50 | 5 pints ..... | 2.75 |

COPPERS. SOLDERING—Family—

| | |
|---|---|
| 1 ..... | 1.65 |
| 2 ..... | 1.50 |
| Tinners— | |
| ½ pound, per pair..... | .30 |
| 1 pound, per pair..... | .45 |
| 1½ pound, per pair..... | .60 |
| 2 pound, per pair..... | .75 |
| 3 to 14 pounds..... | .65 |

CORD—Sash, Common—Per Hank: No. 6, $2.15; 8, $3.10; 10, $4.75; 12, $5.95.
Silver Lake—Per Hank: No. 6, $3.00; 8, $3.95; 10, $6.05; 12, $8.75.

CORD, TINNED PICTURE—
No. 00, 10c pkg.; 1, 15c; 2, 15c; 3, 20c; 4, 25c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1 GC-5, each, $1.25; 5N, $1.50; 8N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $1.85; PE5, $1.50; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $4.35 each; 2, $4.75; 3, $9.75; 4, $19.50; 5, $29.25.
Saunders—No. 1, $3.75 each, 2, $5.50; 3, $13.25.
Trimo—No. 1, $4.35 each, 2, $6.00; 3, $9.75.

DAMPERS—Stove Pipe—No. 3, 25c each; 4, 25c; 5, 30c; 6, 35c; 7, 50c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

| | | | |
|---|---|---|---|
| 8x8 ..... | 2.00 | 10x12 ..... | 2.75 |
| 8x10 ..... | 2.25 | 12x15 ..... | 5.50 |

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varn. ⅞-in.—2-6x6-6, $3.75; 2-8x6-8, $3.90; 2-10x6-10, $4.00; 3x7, $4.25.
100 Galv.—2-6x6-6, $3.25; 2-8x6-8, $3.75; 2-10x6-10 $4.00; 3x7, $4.25.
200 Galv.—2-6x6-6, $3.75; 2-6x6-8, $4.25; 2-10x6-10, $4.50; 3x7, $4.75.
400 Galv.—2-6x6-8, $5.00; 2-10x6-10, $6.00; 3x7, $6.50.
276 Black 1⅛-in.—2-6, $4.35; 2-8, $4.50; 2-10, $4.75.
311 Black 1⅛-in—2-6x6-6, $5.25; 2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00.
391 Galv.—2-8x6-8, $6.25; 2-10x6-10, $6.50; 3x7, $7.00; 8x6-8, $7.25.
525 Black—2-8, $7.25; 2-10, $7.50; 3x7, $7.75; 3x6-8, $8.00.

DRILLS—
Goodell-Pratt Bench Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 8 ..... | 7.50 | 12A ..... | 6.50 |
| 8½ ..... | 9.50 | 87 ..... | 12.00 |
| 9½ ..... | 14.00 | 97 ..... | 12.75 |
| 10½ ..... | 24.00 | 118 ..... | 7.50 |
| 490½ ..... | 20.00 | Yankee—Millers Falls, Hand— | |
| 1003 ..... | 13.00 | 1 ..... | 3.50 |
| 1005 ..... | 21.50 | 2 ..... | 5.25 |
| 11 ..... | 22.00 | 2B ..... | 4.75 |
| Goodell-Pratt Breast Drills— | | 3A ..... | 4.00 |
| 6 ..... | 5.85 | 5 ..... | 4.00 |
| 07 ..... | 5.50 | 98 ..... | 5.75 |
| 245 ..... | 5.00 | 105 ..... | 8.75 |
| 279 ..... | 18.25 | 306 ..... | 5.50 |
| Millers Falls (Breast)— | | 343 ..... | 4.00 |
| 12 ..... | 7.50 | 1980 ..... | 5.75 |

Drill Presses—Millers Falls

| | | | |
|---|---|---|---|
| 20 ..... | 11.00 | 23 ..... | 7.50 |
| 21 ..... | 15.00 | 210 ..... | 15.00 |
| 22 ..... | 5.00 | | |

Hand Drills—

| No. | Each | No. | Each |
|---|---|---|---|
| 4 ..... | 3.00 | 455 ..... | 9.25 |
| 4½ ..... | 2.80 | 545 ..... | 12.00 |
| 5½ ..... | 5.20 | 550 ..... | 10.50 |
| 5½B ..... | 5.20 | 555 ..... | 13.75 |
| 49 ..... | 2.30 | 1430 ..... | 4.50 |
| 53 ..... | 3.70 | 1445 ..... | 8.00 |
| 54 ..... | 4.00 | 1455 ..... | 9.25 |
| 154 ..... | 5.00 | 1530 ..... | 6.50 |
| 259 ..... | 6.40 | 1540 ..... | 10.00 |
| 329 ..... | 3.40 | 1545 ..... | 12.00 |
| 379 ..... | 3.50 | 1550 ..... | 11.75 |
| 385 ..... | 8.40 | 1555 ..... | 13.75 |
| 445 ..... | 8.00 | | |

Chain Drills—Goodell-Pratt

| | | | |
|---|---|---|---|
| 307 ..... | 4.50 | 318 ..... | 7.00 |
| 316 ..... | 4.50 | 1500 ..... | 4.50 |
| 317 ..... | 5.50 | | |

Yankee Automatic

| | | | |
|---|---|---|---|
| 41 ..... | 3.00 | 44 ..... | 3.75 |
| 42 ..... | 2.50 | 50 ..... | 4.80 |

Yankee Chucks and Drill Points

| No. | Set. | No. | Set. |
|---|---|---|---|
| 300 ..... | 1.15 | 305 ..... | .55 |
| 301 ..... | 1.15 | | |

Yankee Drill Points
Set of 8, $1.00; each 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

| Thirtyseconds— | Ea. | | Ea. |
|---|---|---|---|
| 2 ..... | .25 | 12 ..... | .50 |
| 3 ..... | .25 | 13 ..... | .55 |
| 4 ..... | .25 | 14 ..... | .60 |
| 5 ..... | .25 | 15 ..... | .65 |
| 6 ..... | .25 | 16 ..... | .70 |
| 7 ..... | .30 | 17 ..... | .75 |
| 8 ..... | .35 | 18 ..... | .85 |
| 9 ..... | .40 | 19 ..... | .90 |
| 10 ..... | .45 | 20 ..... | .95 |
| 11 ..... | .45 | 24 ..... | 1.25 |

Bit Stock Twist Drills for metal or wood—

| | | | |
|---|---|---|---|
| 1-16 ..... | .15 | 15-32 ..... | .80 |
| 3-32 ..... | .20 | ½ ..... | .90 |
| ⅛ ..... | .23 | 17-32 ..... | 1.00 |
| 5-32 ..... | .25 | 9-16 ..... | 1.10 |
| 3-16 ..... | .30 | 19-32 ..... | 1.20 |
| 7-32 ..... | .35 | ⅝ ..... | 1.30 |
| ¼ ..... | .40 | 11-16 ..... | 1.40 |
| 9-32 ..... | .45 | ¾ ..... | 1.60 |
| 5-16 ..... | .55 | 13-16 ..... | 1.80 |
| 11-32 ..... | .60 | ⅞ ..... | 2.00 |
| ⅜ ..... | .65 | 15-16 ..... | 2.20 |
| 13-32 ..... | .70 | 1 ..... | 2.40 |
| 7-16 ..... | .75 | | |

Straight Shank Carbon Steel, Short Set—

| | | | |
|---|---|---|---|
| 1-32 ..... | .15 | 7-32 ..... | .25 |
| 3-64 ..... | .15 | 15-64 ..... | .25 |
| 1-16 ..... | .15 | ¼ ..... | .30 |
| 5-64 ..... | .15 | 9-32 ..... | .35 |
| 3-32 ..... | .15 | 5-16 ..... | .40 |
| 7-64 ..... | .15 | 11-32 ..... | .45 |
| ⅛ ..... | .15 | ⅜ ..... | .50 |
| 9-64 ..... | .15 | 13-32 ..... | .60 |
| 5 32 ..... | .15 | 7-16 ..... | .70 |
| 11-64 ..... | .20 | 15-32 ..... | .85 |
| 3-16 ..... | .20 | ½ ..... | 1.00 |
| 13-64 ..... | .20 | | |

Straight Shank, Wire Gauge Carbon Steel—

| | | | |
|---|---|---|---|
| 1 to 5..... | .25 | 36 to 40..... | .16 |
| 6 to 10..... | .22 | 41 to 45..... | .16 |
| 11 to 15..... | .20 | 46 to 50..... | .15 |
| 16 to 20..... | .20 | 51 to 55..... | .15 |
| 21 to 25..... | .20 | 56 to 60..... | .15 |
| 26 to 30..... | .16 | 61 to 80..... | .15 |
| 31 to 35..... | 16 | | |

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## RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

| | | | |
|---|---|---|---|
| ¼ | 18.00 | 9-16 | 36.00 |
| ⅜ | 22.00 | ⅝ | 38.00 |
| 7-16 | 26.00 | ¾ | 52.00 |
| ½ | 30.00 | | |

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

| | | | |
|---|---|---|---|
| **E921** | 15.75 | E9437 | 18.50 |
| **E940** | 25.00 | E9439 | 20.00 |
| **E9850** | 22.50 | E9635 | 15.00 |
| Grills— | | E9637 | 16.00 |
| **E982** | 12.50 | E9639 | 17.50 |
| **E984** | 15.00 | E9646 | 21.00 |
| Heaters, Immersion— | | E9649 | 23.50 |
| **E970** | 7.00 | E9676 | 13.50 |
| Irons, Curling— | | Ranges, Table— | |
| **E9901** | 7.25 | E9841 | 24.00 |
| **E99011** | 8.00 | Stoves— | |
| Irons, Pressing— | | **E998** | 11.00 |
| **E901** | 10.00 | E1997 | 11.00 |
| **E902** | 8.50 | E9960 | 10.00 |
| **E905** | 8.50 | Toasters— | |
| **E9023** | 7.50 | **E945** | 9.75 |
| **E9035** | 8.50 | **E946** | 8.50 |
| **E9051** | 9.50 | Urns, Coffee— | |
| **E9081** | 9.00 | **E916** | 21.00 |
| Irons, Waffle— | | **E919** | 22.50 |
| **E930** | 20.00 | E9136 | 18.00 |
| Pads, Heating— | | E9146 | 23.50 |
| **E9940** | 13.50 | E9149 | 26.50 |
| Percolators— | | E9166 | 28.50 |
| **E9025** | 13.50 | E9169 | 31.00 |
| **E9027** | 14.00 | E9176 | 19.50 |
| **E9029** | 15.00 | E9179 | 21.00 |
| **E9435** | 17.00 | E9166044 | 52.25 |
| | | E9169044 | 54.75 |

Hot Point Goods—

Chafing Dishes—No. 20501, $14.00 each; 20502, $21.00; 20503, $23.50.

Coffee Percolators—No. 20610, $11.00 each; 20611, $12.50;; 20620, $15.00; 20621, $15.00; 20622, $19.50; 20650, $19.50; 20651, $26.00; 20652, $29.50.

Grills—20101, $12.50 each; 20103, $15.00; 20104, $11.50.

Percolator Sets—414S4, $51.75; 414S6, $41.75; 415S5, $48.75.

Curling Irons—112L1, $8.00; 112L2, $7.00.

Heaters, Air—30501, $21.00; 30502, $28.50; 30503, $38.50; 30603, $40.00; 30604, $54.00; Hedlite, $12.00.

Heating Pads—50142, $10.00; 50151, $12.50.

Immersion Heaters—50201, $6.75; 50202, $8.25; 50203, $9.75.

Pressing Irons—11103, $9.75; 11203, $7.25; 11205, $8.25; 11206, $8.25; 11307, $10.50; 11308, $10.75; 11310, $12.00; 11312, $17.00; 11315, $18.50.

Ovenette—No. 40701, $8.50.

Stoves—No. 20301, $8.50; 20302, $8.50; 40101, $9.00; 40102, $10.25; 40103, $14.25; 40104, $16.50; 40105, $19.50; 40106, $7.50.

Toasters—114T5, $9.75; 114T5½, $8.50; 115T1, $9.50.

Vacuum Cleaners—No. 60102, $37.50 each; 60103, $42.00. Attachments, $11.00.

| ELECTRICAL SUNDRIES— | Each |
|---|---|
| Attachment Plugs, No. 903, Benjamin | .35 |
| No. 500, Bryant | .20 |
| Bells, 2½-inch Eclipse, Nonpareil, Iron Box | 1.00 |
| 3-inch Eclipse, Nonpareil, Iron Box | 1.00 |
| Buzzers, Nonpareil, Iron Box | 1.00 |
| **Watch Case** | .75 |
| | **Pair** |
| **Cleats, 2 and 3 wire, unglazed** | .06 |
| | **Each** |
| Clusters, No. 92, Benjamin, 2-light | 1.35 |
| No. 93, Benjamin, 3-light | 1.75 |
| No. 94, Benjamin, 4-light | 2.35 |
| Porcelain Rings for Clusters | .20 |
| | **Foot** |
| **Cord, No. 18, Green and Yellow Twisted Lamp** | .06 |
| No. 18, Heater, Twisted | .15 |
| | **Each** |
| **Fuses, 6, 10, 15, 20, 25, 30 amp** | .10 |
| **Globes, 6x3¼, R. I. Ball** | .60 |
| **8x3¼ or 4, Ball** | 1.25 |
| **Knobs, No. 5½, solid** | .08½ |
| No. 5½, split | .06 |
| Lamp Guards, Style A—16 C. P | .40 |
| Style H—16 C. P | .35 |
| Style H—32 C. P | .45 |
| Loxon, 40 watt (guard only) | .65 |
| Loxon, 60 watt (guard only) | .70 |
| **Key for Loxon Guards** | .10 |
| | **Foot** |
| **Loom, 7-32 (250 feet in coil)** | .10 |
| **¼ (250 feet in coil)** | .11 |
| | **Each** |
| Receptacles, No. 226, Porcelain Cleat | .30 |
| No. 195, Freeman Key, brass | .70 |
| **No. 188, Freeman Key, brass** | .80 |
| Rosettes, No. 319, Cleat, Mesco No.16445 | .20 |
| No. 333, Concealed Mesco No. 16447 | .30 |
| Switches, No. 400, Common Snap, Mesco 5121 | .50 |
| No. 403, Indicating Snap, Mesco No. 5123 | .50 |
| No. 459, 3-way Snap, and Mesco No. 5129 | .96 |
| No. 4401, Single Pole Push, and Mesco No. 5011 | .64 |
| No. 4403, 3-way Push, and Mesco No. 5012 | .89 |
| **No. 707, Single Pole, 1-way Baby Knife** | .40 |
| **No. 708, Single Pole, 2-way Baby Knife** | .60 |
| **No. 709, Double Pole, 1-way Baby Knife** | .65 |
| No. 710, Double Pole, 2-way Baby Knife | .85 |
| Sockets, ⅛-inch and Pendant Cap Key BB | .55 |
| Pull Chain | 1.00 |
| Shades, 8-inch Tin Cone | .55 |
| 10-inch Tin Cone | .60 |
| 8-inch Flat Tin | .50 |
| 10-inch Flat Tin | .75 |
| Shade Holders, 2¼-inch P. & A., BB | .15 |
| 3⅛-inch P. & A., BB | .25 |
| Tubes, Porcelain, 5-16x3 | .02½ |
| 5-16x4 | .04½ |
| 5-16x5 | .06 |
| 5-16x6 | .07 |
| | **Lb.** |
| Tape, Durafix Friction, ½-lb. rolls | .95 |
| Sticktite Friction, ½-lb. rolls | .95 |
| Paraweld Rubber, ½-lb. rolls | .85 |
| | **Foot** |
| Wire, No. 10, S. B. Solid R. C | .05½ |
| No. 12, S. B., Solid R. C | .04 |
| No. 14, S. B., Solid R. C | .03 |
| | **Lb.** |
| No. 18, Single Bell | 1.25 |
| No. 20, Twisted Bell | 1.40 |
| | **100 Feet** |
| No. 18, Black R. C. Fixture | 1.50 |

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

| | | | |
|---|---|---|---|
| 7-inch, each | .15 | 8-inch | .20 |
| | | 9-inch | .30 |

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.

Lunch Boxes—25c to 40c.

Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.

Pails—12-quart, $2.00.

Spittoons—4x9-in., $2.50; 5x11-in., $2.75; 6x13-in., $3.50.

Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

| Figures | Set | Each | Letters | Set | Each |
|---|---|---|---|---|---|
| ⅛ inch | 1.50 | .25 | ½ inch | 6.00 | .85 |
| 3-16 inch | 2.00 | .30 | ⅝ inch | 4.50 | .25 |
| ¼ inch | 2.50 | .35 | 3-16 inch | 6.00 | .30 |
| 5-16 inch | 3.00 | .45 | ¼ inch | 7.50 | .35 |
| ⅜ inch | 3.50 | .65 | 5-16 inch | 9.00 | .40 |

FILES—Band Saw, slim, 4 inches long, 20c each; 5 inches, 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 65c. Knife, Bastard, 4 inches, 40c; 5 inches, 45c; 6 inches 50c; 8 inches, 60c; 10 inches 70c. Regular Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches 20c; 5½ inches 20c; 6 inches, 25c; 8 inches, 40c; 10 inches 60c. Slim Taper, 3-3½ inches, 15c; 4 inches, 15c; 4½ inches, 15c; 5 inches, 20c; 5½ inches, 20c; 6inches, 25c; 8 inches, 35c; 10 inches, 45c. Warding, Bastard, 4 inches, 30c; 5 inches, 35c; 6 inches, 40c; 8 inches. 45c. Flat Bastard, 3, 4 inches, 25c; 5 inches 25c; 6 inches, 30c; 8 inches, 40c; 10 inches, 50c; 12 inches, 70c, 14 inches, 95c; 16 inches, $1.25. Half Round Bastard, 3, 4 inches, 35c; 5 inches, 40c; 6 inches, 45c; 8 inches 55c; 10 inches, 65c; 12 inches, 85c; 14 inches, $1.10; 16 inches $1.45. Mill Bastard, 3, 4 inches, 20c; 5 inches 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches $1.10. Round Bastard, 3, 4 inches, 20c; 5 inches, 25c; 6 inches, 25c; 8 inches, 30c; 10 inches, 40c; 12 inches, 55c; 14 inches, 80c; 16 inches, $1.10. Square Bastard, 3, 4 inches, 30c; 5 inches, 30c; 6 inches, 35c; 8 inches, 40c; 10 inches, 55c; 12 inches, 75c; 14 inches, $1.00; 16 inches, $1.35.

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 2602 | 2604 | 2612 | 2616 | 2619 | 2627 | 2628 |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.35 | $1.10 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | .85 | .75 |
| Tubular Nos. | 2630 | 2631 | 2632 | 2633 | 2634 | 2638 | 2659 |
| Complete, ea. | $1.55 | $1.85 | $2.25 | $2.75 | $2.35 | $3.10 | $3.25 |
| Case & Bulb, ea. | 1.05 | 1.50 | 1.75 | 2.25 | 2.00 | 2.75 | 2.75 |
| Pocket Nos. | 6954 | 6961 | 6962 | 6971 | 6972 | 6991 | 6992 |
| Complete, ea. | $1.25 | $1.00 | $1.25 | $1.00 | $1.25 | $1.25 | $1.50 |
| Case & Bulb, ea. | .95 | .70 | .85 | .70 | .85 | .95 | 1.10 |
| Tubular Battery Nos. | | | | 705 | 790 | 791 | |
| Battery only, each | | | | $ .50 | $ .25 | $ .35 | $ .30 |
| Pocket Battery Nos. | 700 | 703 | 750 | 751 | 792 | 793 | |
| Battery only, each | $ .50 | $ .40 | $ .80 | $ .40 | $ .30 | $ .45 | |

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## RETAIL SELLING PRICES—Continued.

**FLASHLIGHTS—Continued—**

Kwiklites

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Tubular Nos. | 5220 | 5221 | 5223 | 5229 | 5331 | 6240 | 6240B |
| Complete, ea. | $1.35 | $1.70 | $2.00 | $2.00 | $2.25 | $1.55 | $1.70 |
| Case & Bulb, ea. | 1.15 | 1.35 | 1.50 | 1.65 | 1.75 | 1.25 | 1.40 |
| Tubular Nos. | 6241 | 6241B | 6249 | 6249B | 6343 | 6343B | 6351 |
| Complete, ea. | $1.85 | $2.00 | $2.35 | $2.55 | $2.25 | $2.45 | $2.75 |
| Case & Bulb, e. | 1.50 | 1.65 | 2.00 | 2.20 | 1.75 | 1.95 | 2.25 |
| Pocket Nos. | 2472 | 2573 | 3475 | 3475B | 3577 | 3577B | 3579 |
| Complete, ea. | 1.00 | 1.25 | 1.25 | 1.35 | 1.50 | 1.65 | 1.90 |
| Case & Bulb, ea. | .70 | .85 | .95 | 1.05 | 1.10 | 1.25 | 1.50 |

Watch Chain Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each....$1.00 $1.10 Battery only, each....$ .25
Case and Bulb, each .75 .85

Battery only,

| Nos. | 1202 | 1203 | 1206 | 1207 | 1271 | 1301 | 1308 | 1309 |
|---|---|---|---|---|---|---|---|---|
| Each | $0.30 | $0.35 | $0.30 | $0.30 | $0.30 | $0.50 | $0.40 | $0.40 |

**FLATTERS**—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

**FORGES**—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

**FORKS**—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

**FREEZERS—Arctic—**

| Qts. | Each. | | |
|---|---|---|---|
| 1 | 4.00 | 2 | 6.45 |
| 3 | 4.60 | 3 | 7.65 |
| 3 | 5.55 | 4 | 9.45 |
| 4 | 6.80 | 6 | 11.85 |
| 6 | 8.60 | 8 | 15.40 |
| 8 | 11.10 | 10 | 20.50 |
| Toy | 4.00 | 12 | 24.50 |
| White Mountain | | 15 | 29.25 |
| 1 | 5.55 | 20 | 38.00 |

**FROES**—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.75; 14-in., $1.85; 16-in., $2.00.

**GARBAGE CANS—(See Cans)—**

**GATES—Molasses and Oil—**

Stebbins—¾-inch, 75c each, 1-inch, 90c each; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—¾-inch, $1.35 each; 1-inch, $1.50; 1¼-inch, $1.75; 1½-inch, $2.10; 2-inch, $3.00.

Lock Fast—½-inch, $1.45 each; ¾-inch, $1.65; 1-inch, $1.85; 1¼-inch, $2.00; 1½-inch, $2.25; 2-inch, $2.50.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

**GAUGES—BUTT—Stanley—**

| No. | Each | No. | Each |
|---|---|---|---|
| 93 | 1.85 | 77 | 1.65 |
| 94 | 2.15 | 71 | 1.15 |
| 95 | 2.00 | 90 | .85 |
| 95½ | 1.65 | 91 | 1.65 |
| Marking—Stanley— | | 92 | 2.35 |
| 61 | .25 | 97 | 1.00 |
| 64 | .50 | 98 | 1.90 |
| 65 | 1.00 | | |

Altitude Gauges, $5.85.
Steam Gauges, 4½-in. face I C, $5.85.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

**GLASS—Window—**

| 3B Grade— | Large Lots | Small Lots |
|---|---|---|
| Single Strength | 70% | 70% |
| Double Strength | 75% | 65% |

| Extras for Putting in Glass | Per Light |
|---|---|
| First 3 Brackets | .50 |
| Second 3 Brackets | .75 |
| Third 3 Brackets | 1.00 |
| Larger Lights | $1.00 per hour, per man |

**GLASSES—**

| Ground Level— | | Proved Level— | |
|---|---|---|---|
| 1¾ | .50 | 1¾ | .15 |
| 2 | .60 | 2 | .15 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .20 |
| 3½ | .75 | 3½ | .20 |

**GLASSES, GAUGE—**

| | Standard | | | Extra Heavy | |
|---|---|---|---|---|---|
| | ⅜ | ½ & ⅝ | ¾ | ½ & ⅝ | ¾ |
| 10 | .35 | .35 | .35 | .55 | .75 |
| 12 | .35 | .35 | .50 | .60 | .90 |
| 14 | ... | .45 | .60 | .70 | 1.05 |
| 16 | ... | .55 | .65 | .85 | 1.25 |
| 18 | ... | .60 | .75 | .95 | 1.35 |
| 20 | ... | .65 | .80 | ... | ... |
| 22 | ... | .70 | .90 | ... | .... |
| 24 | ... | .80 | 1.00 | ... | .... |

**GLOBES**—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 55c.
Railroad—Clear, 30c each; Green or Red, 85c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 75c; 4-0 Bullseye, 40c; 5-0 Wizard, 25c; 6-0, 25c each.

**GLUE—Dry—**

| No. or Brand | Lb. |
|---|---|
| AAA | .60 |
| B | .70 |
| OX | .45 |
| D | .35 |
| GX | .50 |
| LXX | .45 |

Imperial Liquid—

| Size | 1 Oz. | ½ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. | 1 Gal. |
|---|---|---|---|---|---|---|---|
| List, Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 54.00 |
| Sug. Ret. Ea. | .20 | .30 | .30 | .50 | .85 | 1.50 | 4.50 |

Le Page's Liquid—

| Size | 1 Oz. | 2 Oz. | ¼ Pt. | ¼ Pt. | ½ Pt. | 1 Pt. | 1 Qt. |
|---|---|---|---|---|---|---|---|
| List, doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret. Ea. | .20 | .20 | .30 | .30 | .50 | .85 | 1.50 |

**GOUGES—Outside and Inside—**

Witherby No. 320—⅛-inch, $1.50, ¼-inch, $1.50; ⅜-inch, $1.50; ½-inch, $1.60; ⅝-inch, $1.65; ¾-inch, $1.75; ⅞-inch, $1.85; 1-inch, $2.00; 1¼-inch, $2.25; 1½-inch, $2.50; 1¾-inch, $2.75; 2-inch, $3.00.

Bucks Nos. 40 and 41—⅛-inch $1.25; 3-16-inch, $1.25; ¼-inch, $1.25; ⅜-inch, $1.35; ½-inch, $1.40; ⅝-inch, $1.45; ¾-inch, $1.50; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $1.95; 1¾-inch, $2.15; 2-inch, $2.35.

P. S. & W. Firmer—

| | | | |
|---|---|---|---|
| 160—¼ inch | 1.50 | 1 inch | 2.10 |
| ⅜ inch | 1.50 | 1¼ inch | 2.25 |
| ½ inch | 1.65 | 1½ inch | 2.50 |
| ⅝ inch | 1.70 | 1¾ inch | 2.75 |
| ¾ inch | 1.80 | 2 inch | 3.25 |
| ⅞ inch | 2.00 | | |

## GALVANIZED WARE

**Boilers, Coffee**

| | |
|---|---|
| 1½ quarts | .90 |
| 2 quarts | 1.10 |
| 3 quarts | 1.35 |
| 4 quarts | 1.90 |
| 6 quarts | 2.15 |
| 8 quarts | 2.60 |
| 10 quarts | 3.00 |
| 12 quarts | 3.40 |

**Boilers, Wash**

| | |
|---|---|
| 18 | 2.75 |
| 21 | 3.25 |
| 22 | 3.50 |

**Bowls, Wash**

| | |
|---|---|
| 11 inch diam. | .40 |
| 13-inch diam. | .50 |

**Buckets, Fire**

| | |
|---|---|
| 12 quarts | .90 |
| 14 quarts | 1.00 |
| 14 quarts | 1.25 |

**Buckets, Well**

| | |
|---|---|
| 10 quarts | .90 |
| 12 quarts | 1.00 |
| 14 quarts | 1.10 |

**Cans, Ash**

| | |
|---|---|
| 10 gals. | 4.80 |
| 16 gals. | 5.75 |
| 20 gals. | 6.75 |
| 23 gals. | 7.75 |

**Cans, Garbage**
5% dis. in lots 3 doz.
Smooth, Pail Handle

| | |
|---|---|
| 2 gals. | 1.25 |
| 5 gals. | 1.65 |
| 6 gals. | 2.00 |
| 8 gals. | 2.35 |
| 10 gals. | 2.75 |
| 16 gals. | 3.25 |

Corrugated, Side Handles

| | |
|---|---|
| 15 gals. | 6.75 |
| 16 gals | 7.25 |
| 21 gals. | 8.00 |

**Gasoline Cans (1 P & B, 1)**

| | |
|---|---|
| 5 gals. | 2.50 |
| 1 gal. | .85 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

(Top faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Oil Cans**

| | |
|---|---|
| 1 gal | .70 |
| 2 gals. | 1.15 |
| 5 gals. | 2.50 |

(Double seamed)

| | |
|---|---|
| 5 gals. | 2.00 |

(Side faucet)

| | |
|---|---|
| 5 gals. | 2.50 |

**Dippers**

| | |
|---|---|
| 1 quart | .30 |

**Coal Hods**

| | |
|---|---|
| 16 inch | 1.00 |
| 17 inch | 1.20 |

**Camp Kettles**

| | |
|---|---|
| 1 gal. | .40 |
| 1½ gals. | .55 |
| 2 gals | .70 |
| 3 gals. | .90 |
| 4 gals. | 1.05 |

**Cement Pails**

| | |
|---|---|
| 14 quarts | 2.65 |

(Puritan)

| | |
|---|---|
| 14 quarts | 8.00 |

**Chamber Pails**

| | |
|---|---|
| 10 quarts | 1.25 |
| 12 quarts | 1.35 |

**Stock Pails**

| | |
|---|---|
| 14 quarts | 1.10 |
| 16 quarts | 1.25 |
| 18 quarts | 1.35 |
| 20 quarts | 1.55 |

**Water Pails**

| | |
|---|---|
| 8 quarts | .55 |
| 10 quarts | .65 |
| 12 quarts | .75 |
| 14 quarts | .85 |
| 16 quarts | .95 |

(Extra quality)

| | |
|---|---|
| 12 quarts | 1.25 |

**Refrigerator Pans**

| | |
|---|---|
| 12-inch | .80 |
| 14-inch | .95 |
| 16-inch | 1.15 |

**Water Pots or Sprinklers**

| | |
|---|---|
| 4 quarts | 1.10 |
| 6 quarts | 1.35 |
| 8 quarts | 1.50 |
| 10 quarts | 1.75 |
| 12 quarts | 2.00 |
| 16 quarts | 2.50 |

**Foot Tubs (oval)**

| | |
|---|---|
| 16-inch | .95 |
| 17-inch | 1.00 |
| 18-inch | 1.20 |
| 20-inch | 1.40 |
| 21-inch | 1.75 |

**Wash Tubs**

| | |
|---|---|
| 18-inch | 1.75 |
| 20-inch | 2.00 |
| 22-inch | 2.25 |
| 24-inch | 2.75 |

(Extra heavy)

| | |
|---|---|
| 20-inch | 2.65 |
| 22-inch | 3.00 |
| 24-inch | 3.25 |

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**RETAIL SELLING PRICES—Continued.**

**GRAPHITE**—Flake, per lb., 80c.

**GREASE—AXLE**—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.35; 25 lb. pails, $3.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

**GRINDSTONES**—

| Loose— | Cwt. |
|---|---|
| 15 to 40 lbs. | 6.50 |
| 40 to 200 lbs. | 6.50 |
| Over 200 lbs. | 7.00 |
| Fixtures and Axle— | |
| 15 inch | 1.35 |
| 17 inch | 1.50 |
| 19 inch | 1.65 |
| Mounted—Hand— | |
| 7 inch | 3.00 |
| 8 inch | 3.25 |
| 10 inch | 4.00 |
| 12 inch | 4.50 |

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

| Lenox, Power— | | | |
|---|---|---|---|
| Lgth. | Wdth. | Lt. | Heavy. |
| 8″ | 9-16 | .90 | .... |
| 10″ | ⅝ | 1.15 | .... |
| 10″ | ¾ | 1.35 | 1.95 |
| 10″ | 1 | .... | 2.45 |
| 12″ | ⅝ | 1.35 | .... |
| 12″ | ¾ | 1.60 | 2.35 |
| 12″ | 1 | 2.30 | 2.95 |
| 14″ | ⅝ | 1.70 | .... |
| 14″ | ¾ | 1.90 | 2.75 |
| 14″ | 1 | 2.65 | 3.50 |
| 16″ | ¾ | 2.15 | 3.15 |
| 16″ | 1 | 3.05 | 3.90 |
| 17″ | ¾ | 2.30 | .... |
| 17″ | 1 | 3.25 | 4.15 |

| Hand, Lenox— | | |
|---|---|---|
| Length. | Each | Doz. |
| 8-inch | .10 | .75 |
| 9-inch | .10 | .85 |
| 10-inch | .10 | 1.00 |
| 11-inch | .10 | 1.10 |
| 12-inch | .15 | 1.20 |

| Hand, Starrett, Victor, Star— | |
|---|---|
| 8-inch | 1.00 |
| 9-inch | 1.00 |
| 10-inch | 1.25 |
| 12-inch | 1.35 |

**HACK SAW FRAMES**—M. F.—4B, 75c; 6, $2.50; 9, $1.85; 15, $2.75; 77, $1.00; 78, $1.50; 1027, $2.50; 69, $3.80; 69B, $2.65; 14, $3.50; 4 Milford Adj., $3.75; 7 Milford Adj., $1.65; 36½ Disston, $1.50; 40 Extenaion, 75c.

**HAMMERS**—No. 41½, $3.00 each; 11½, $2.50; No. 2 Ball Pein, $2.25.

**HAMMERS**—Maydole Carpenters' Nail—No. 1, $2.35 each; 1½, $2.25; 2, $2.00; 11, $2.35; 11½, $2.25; 12, $2.00; 12½, $1.85; 13, $1.75; 14, $1.65; 34, $1.50; 611½, $3.25; 710, $3.00; 711, $2.35; 711½, $2.25; 712, $2.00; 713, $1.75.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—375, $2.50; 376, $2.40; 377, $2.25; 378, $2.15; 379, $2.10; 770, $3.25; 770½, $2.75; 771, $2.50; 772, $2.25; 773, $2.00; 774, $1.85; 775, $1.75; 776, 1.50; 777, $1.45; 778, $1.35.

**HAMMERS**—

| Plumb's Carpenter's Nail— | |
|---|---|
| K1 | 1.25 |
| TC 1½ | 1.25 |
| A 11 | 1.20 |
| A 11½ | 1.15 |
| A 12 | 1.10 |
| C 11½ | 1.50 |
| C 12 | 1.45 |
| P 80 | 2.25 |
| P 81 | 2.15 |
| P 82 | 2.00 |
| P 83 | 1.90 |
| P 84 | 1.80 |
| P 85 | 2.25 |
| P 86 | 2.15 |
| P 87 | 2.00 |
| Plumb's Engineer's— | |
| 261 | 2.10 |
| 262 | 2.25 |
| 263 | 2.50 |
| 264 | 2.75 |
| Plumb's Machinist's Ball Pein— | |
| 18 | .60 |
| 1870 | 1.75 |
| 1371 | 1.75 |
| 1372 | 1.75 |
| 1373 | 1.85 |
| 1374 | 2.00 |
| 1375 | 2.15 |
| 1376 | 2.35 |
| 1377 | 2.50 |
| 1379 | 2.90 |
| Plumb's Riveting— | |
| 220 | 1.25 |
| 221 | 1.25 |
| 222 | 1.35 |
| 223 | 1.50 |
| 251 | 1.75 |
| 252 | 1.80 |
| 253 | 1.85 |
| 254 | 2.00 |
| Plumb's Brick— | |
| 461 | 2.00 |
| 462 | 1.75 |
| 3154 | 1.15 |
| 3155 | 1.85 |
| Plumb's Prospector's Pick | |
| 470 | 2.75 |
| 471 | 2.85 |

**HANDLES**—Adze, extra select, $1.00; second growth, $1.00.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

**Peavey Handles**—

| | Select Maple | Rock Maple | Select Hickory |
|---|---|---|---|
| 2¼ x4 | .... | .... | 2.30 |
| 2¼ x4½ | .... | .... | 2.40 |
| 2½ x4½ | 1.25 | 1.60 | 2.50 |
| 2½ x5 | 1.40 | 1.75 | 2.65 |
| 2¾ x5 | 1.65 | 2.00 | 3.80 |
| 2¾ x5½ | .... | .... | 4.45 |
| 3 x5½ | .... | 2.45 | .... |

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

**HANGERS, BARN DOOR**—Richards-Wilcox—

| No. With Brackets | |
|---|---|
| 20½ B for 31 track | 5.10 |
| 27½ B for 31 track | 7.50 |
| Without Brackets | |
| 80 for 30 track | 2.40 |
| 135-1 for 31 track | 3.50 |
| 38-1 for 61 track | 1.65 |
| 44-1 for 63 track | 2.00 |
| 44-2½ for 65 track | 4.00 |
| Myers No. 3 | 3.50 |
| Myers No. 4 | 2.75 |
| Lanes No. 25 | 1.40 |
| Wilbern, rnd. tr., No. 5 | 3.00 |

**HANGERS, PARLOR DOOR**—Complete with track—

| Richards-Wilcox, Double. | |
|---|---|
| No. 11, 14-in. | 5.00 |
| Size. No. 221 | |
| 25 | 12.00 |
| 26 | 12.00 |
| 27 | 13.15 |
| 28 | 14.25 |
| 29 | 15.40 |
| 210 | 16.50 |
| Richards-Wilcox, Single. | |
| No. 11, 7-in. | 2.50 |
| Size No. 221 | |
| 13 | 6.00 |
| 14 | 7.15 |
| 15 | 8.25 |
| 16 | 9.40 |
| 17 | 10.50 |
| 18 | 11.60 |
| Prouty, No. 5S | 4.85 |
| Prouty, No. 5D | 9.75 |
| Lanes, No. 0105 | 4.85 |
| Lanes, No. 0105A | 4.65 |
| Lanes, No. 0105NT | 8.75 |
| Lanes, No. 105A | 9.45 |
| Lanes, No. 105 | 9.75 |
| Lanes, No. 105NT | 7.75 |

**HASPS**—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 15c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8 in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 55c.
S. C. 912—3-in., each, 20c; 4½-in., 25c; 6-in., 30c; 8-in., 40c; 10-in., 55c.
1308¼—3-in., each, 25c; 4½-in., 35c; 6-in., 40c.
Lock—27 Prouty, each, 60c; 28 Prouty, each, 70c.
Safety—915, 3-in., doz., 20c; 4½-in., each, 25c; 6-in., each, 40c.
S. C. 915—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
S. C. 917—3-in., each, 25c; 4½-in., 30c; 6-in., 45c.
925—Each, 40c.
925Z—Each, 65c.
S. C. 1310—3-in., each, 55c; 4½-in., 65c; 6-in., 95c.
941—Each, 65c.
941J—Each, 70c.

**HATCHETS**—Underhill Star, No. 10, Chicago Pat., $3.25; No. 5, Boston Pat., $3.25; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago No. 40, $3.25.
Flooring—Plumb, $3.50; White $4.00.
Broad—1 Plumb, $3.00; 2, $3.25; 3, $3.50; 4, $4.00; 5, $4.50.
Bench—(single or double Bevel)—8 White $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.50; 2 Plumb, $2.65; 3 Plumb, $2.75.
Shingling—1 Plumb or equal, $2.25; 2, $2.50; 3, $2.75.
Half—1 Plumb or equal, $2.35; 2, $2.50.
Barrel or Fruit Box—Sayre 400, $3.00; Sayre 401, $2.75.

**HEADS—MOP**—Cotton—No. 9, 50c each, No. 12, 70c; No. 15, 85c; No. 18, $1.00. Linen, No. 012, 90c each; No. 015, $1.15; No. 018, $1.85; No. 020, $1.50.

**HINGES**—
Wrought Brass—No. 75, 35c pair; No. 76, 80c pair.
Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.
Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.
Counter Flap—No. 9001, $1.85.
Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.
Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.
Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 80c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.
Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.
Gate Hinges—No. 124, 90c; 284-254, $1.10; 274, $1.45.
Gate Latches—No. 7, 35c; 9, 40c; 14, 45c.
Hook and Eye Hinges—½-inch, 85c; ⅝-inch, $1.25; ¾-inch, $1.85.
Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.
Chicago Floor Hinges—DB6281, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

**BUTTS**—
Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB2418F2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.
Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.
Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.
Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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**RETAIL SELLING PRICES—Continued.**

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 30c; 3x3, 50c; 289SF2, 45c; 60c; 289N, 55c; 70c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.35; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 733, 3x3, 55c; 4x4, 75c: 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.95 each; 13 inches, $2.30; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Bailed Griddles—Diameter, top 11⅜ inches, $2.40; 13¾ inches, $3.15; 15½ inches, $3.75.
Handled Griddles—Diameter, top, 8¼ inches, $1.25; 9¼ inches, $1.35; 10¼ inches, $1.75; 11¼ inches, $2.10.
Spiders—Diameter, bottom 8¼ inches, $1.50; 8⅞ inches, $1.60; 9¾ inches, $1.95; 10¼ inches, $2.40; 10⅞ inches, $3.00; 11¾ inches, $3.60.
Long Griddles—7¼x16½ inches, $2.30; 8½x19 inches, $2.85; 9⅝x21 inches, $3.75; 12½x24½ inches, $5.40; 13½x25 inches, $7.50.
Dutch Ovens, without legs—Capacity 5 qts., $4.60 each; 6 qts., $5.25; 8 qts., $6.30; 12 qts., $7.75.
Flat Bottom Kettles—Capacity 6 qts., $3.50; 7 qts., $4.10; 9 qts., $5.00.
Regular Kettles—6 qts., $3.60; 8 qts., $4.10; 10 qts., $5.00.
Scotch Bowls—3 qts., $2.20; 4 qts., $2.65; 5 qts., $3.00; 6 qts., $3.65.
Yankee Bowls— 4 qts., $2.85; 6 qts., $3.00; 7 qts., $3.60; 9 qts., $4.00.
Ham Boilers—No. 8, $7.15 each; No. 9, $7.75.
Waffle Irons, regular style, $2.75.
No. 40, steel... .20 .25 .30 .40 .45 .50 .95

HOOKS AND EYES—(Price per dozen)—

| | Screw Hooks Steel | Screw Hooks Brass | Screw Eyes Steel | Screw Eyes Brass |
|---|---|---|---|---|
| 0 | .85 | ... | .65 | ... |
| 1 | .75 | ... | .50 | ... |
| 2 | .60 | ... | .45 | ... |
| 3 | .50 | ... | .35 | ... |
| 4 or 104 | .40 | ... | .30 | ... |
| 5 or 105 | .35 | ... | .25 | .75 |
| 6 or 106 | .25 | 1.25 | .20 | .60 |
| 7 or 107 | .20 | .60 | .15 | .45 |
| 8 or 108 | .15 | .75 | .10 | .40 |
| 9 or 109 | .15 | .60 | .10 | .35 |
| 10 or 110 | .10 | .50 | .10 | .30 |
| 11 or 111 | .10 | .40 | .10 | .25 |
| 12 or 112 | .10 | .30 | .10 | .20 |
| 13 or 113 | .10 | .25 | .10 | .15 |
| 14 or 114 | .10 | .20 | .10 | .10 |

Gate Hooks and Eyes—

| Size | 1½ | 2 | 2½ | 3 | 3½ | 4 | 6 |
|---|---|---|---|---|---|---|---|
| No. 40, steel | .30 | .25 | .30 | .40 | .45 | .50 | .90 |
| No. 1040, brass | .85 | .90 | 1.50 | 1.50 | 1.75 | 2.00 | 4.40 |

Gross lots, 35% off list.

Ceiling — Ea.
2½-inch cast iron .60
2¾-inch cast iron 1.50
2¾-inch, other finishes 1.60
Cast, coppered .65
Wire, coppered .65
Wire, Japanned .40
Wire, tinned .45
Wire, nickel plated .45
Wire, brass plated .70

Coat and Hat—
Double, cast, heavy .80
Single, cast .55
Medium, cast 1.00
Heavy, cast 1.50
Cast, nickel plated 1.35
Cast, copper finish 1.25
Cast, brass finish 1.15
Cast, bronze, all fin 4.75
Porcelain, solid .15
Wire, Japanned .25
Wire, tinned .30
Wire, nickel plated .40
Clothes Line— Ea.
Malleable iron, Jap .10
Malleable iron, Galv .15
Grass— Ea.
14-in., 16-in., 18-in .05
Bronzed .65
12-in. enameled, green .60
12-in. enameled, black .75
Finest quality steel .90
Forged tool steel .60
Hammock— Ea.
To screw .15
With plate .15
Hay Fork— Ea.
⅝-inch pl. wr'ght steel .30
¾-inch pl. wr'ght steel .45
¼-inch galvanized .15
⅝-inch galvanized .15
7-16-inch galvanized
½-inch galvanized

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 2½c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 90c each. Magic, ¾-inch, $1.25. Oakland Pattern, ¾-inch 65c.

HOSE, GARDEN—Coupled in 50 ft. lengths—5 ply, ½-in., 22c per ft; 5 ply, ¾-in., 27c; 6 ply, ½ in., 27c; 6 ply, ¾-in., 33c; 7 ply, ½-in., 30c; 7 ply, ¾-in., 37c; Tested, 5 ply, ½-in., 24c; Tested, 5 ply, ¾-in., 30c.
Reel, not coupled—Goodrich Ribbed, ½-in., 35c per ft.; ¾-in., 45c; Second quality, ½-in., 32c; ¾-in., 42c; Third quality, ½-in., 26c; ¾-in., 32c.

IRON SHEETS—

| Galvanized— | Cut Sheets | Full Sheets |
|---|---|---|
| 10 to 20 | .21 | .16 |
| 20 to 30 | .21 | .16 |
| Black Sheets— | | |
| 10 to 16 | .16 | .12½ |
| 18 to 24 | .18 | .14 |
| 26 to 30 | .19 | .15 |

Corrugated Sheets, Galvanized—
26 Ga. 13.00
28 Ga. 12.00
Rockface Siding 11.50
Brickface Siding 28 Ga. 8.25

IRONS—

| | | | |
|---|---|---|---|
| Plane, Stanley or Bailey— | | 2⅝-inch Single | 1.05 |
| 1⅝-inch—Block | .55 | 1¾-inch Double | 1.25 |
| 1¾-inch Single | .80 | 2-inch Double | 1.45 |
| 2-inch Single | .85 | 2⅛-inch Double | 1.55 |
| 2⅛-inch Single | .90 | 2⅜-inch Double | 1.65 |
| 2⅜-inch Single | 1.00 | 2⅝-inch Double | 1.70 |

IRONS—Sad. Common, 25c lb.
Mrs. Potts—No. 50, $3.00 set; 70, $4.25; G. Pressing, 15c lb.; T Tailors' Goose, 15c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $2.45.

KITS—Lunch—
Thermos—391-395, $3.75; 392-396, $4.00; 393-397, $4.25; 394-398, $5.00.
Universal—310—$5.00; 410, $5.25; 510, $5.75; 320, $4.75; 4070, $6.50; 3070, $4.50.

KNIFE—Corn—
Corn King, 60c; No. 12 Handy, 65c.

KNIVES AND FORKS—
Iron handled, set, $1.75.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—
Maple base, each, 5c; doz., 35c.

LACING—Belt—
Rawhide, Cut

| | | | |
|---|---|---|---|
| Size ¼, per ft | .04 | 2, coil | .75 |
| Size 5-16, per ft | .04½ | 3, coil | .80 |
| Size ⅜, per ft | .05 | O M, 1 M, 2 M, 3 M, spl | .80 |
| Size ½, per ft | .07½ | | |
| Size ⅝, per ft | .09 | Hooks | Doz. |
| Size ¾, per ft | .10½ | 10 | .05 |
| Wire | | 8, 9, 10 | .05 |
| 0 and 1, coil | .75 | 6, 7 | .10 |

LADDERS—Extension, No. 1, 45c foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite No. CQ329, $9.50; Quick-Lite No. LQ327, $8.50.

LANTERNS—Dietz Tubular.

| | | | |
|---|---|---|---|
| Hot Blast Lanterns | | Same, Brass Fount and Top | 2.75 |
| Little Star Tin Lanterns | .90 | No. 2 Large Fount Blizzard Lanterns | 1.65 |
| Hi-Lo Tin Lanterns | 1.25 | Little Wizard Tin Lanterns | 1.10 |
| Victor Tin Lanterns | .95 | No. 2 Wizard Tin Lanterns | 1.45 |
| Monarch Tin Lanterns | .95 | Same, Brass Fount and Top | 2.00 |
| O. K. Tin Lanterns | 1.00 | No. 2 Large Fount Wizard Lanterns | 1.65 |
| No. 2 Royal Tin Lants. | 1.10 | Same, Brass Fount and Top | 2.10 |
| Cold Blast Lanterns | | Dash and Wagon Lanterns | |
| Junior Tin Lanterns | .95 | Buckeye Dash Lant'ns | 1.35 |
| Junior Brass Lanterns | 1.75 | | |
| Junior Brass Nickel-plated Lanterns | 2.00 | | |
| No. 2 Crescent Tin Lanterns | 1.85 | | |
| No. 2 Blizzard Tin Lanterns | 1.45 | | |

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**RETAIL SELLING PRICES—Continued.**

Junior Wagon Lant'ns 1.75
Roadster Wagon Lanterns ..... 1.75
Driving Lanterns
Eureka Driving, plain lens ..... 2.00
Same, with optical lens 2.35
Octo Driving, pl'n lens 4.00
Same, optical lens... 4.75
Union Driving, plain lens ..... 4.50
Same, with optical lens 5.00
Mill Lanterns
Watchman's Mill Lanterns, enamel fin... 2.25
Underwriter's Mill Lanterns ..... 2.50
No. 2 Blizzard Mill Lanterns ..... 3.50
Fire Dept. Lanterns
King Fire Dept. Tin enamel finish ..... 4.75
Same, Nickel1plated on Tin ..... 5.25
Same, all Brass ..... 6.00
Same, Nickel-plated on Brass ..... 6.50
No. 2 Wizard Fire Dept. Brass Founts with enamel finish ..... 5.00
Same, all Brass..... 6.50
Same, Brass, Nickel-plated ..... 7.00
Wall Lanterns
No. 15 Wall Lanterns 2.50
No. 25 Wall Lanterns 2.75
No. 30 Beacon Wall Lanterns ..... 2.75
No. 60 Beacon Wall Lanterns ..... 8.75
Street and Hanging Lanterns
Pioneer Street Lanterns, Tin ..... 7.25
Same, Brass Founts... 9.25
Same, all Brass.....12.00
Pioneer Hanging Lanterns, Tin ..... 7.75
Same, Brass Founts...10.75
Platform Lanterns
Imperial Platform Lanterns .....12.50
No. 1 Climax Platform Lanterns ..... 5.00
No. 2 Climax Platform Lanterns ..... 5.25
Nos. 1 and 2 Climax Nested .....10.50
Unclassified Lanterns
Police Flash Lanterns 1.50
Traffic Signal Lant'ns 4.00
No. 12 Display Stand and Assortment....24.50

LEAD—Bar, 25c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35; 18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, 5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LEVERS—Ice Box—Brass, 4½-inch, $1.35 each; 6-inch, $2.25; 9-inch, $4.25. Galvanized, 4½-inch, 50c; 6-inch, $1.25; 9-inch, $2.00. Tinned, 8½-inch, $1.65; 11-inch, $2.65; 14-inch, $4.00; 16-inch, $5.75.

LIFTERS—Hot Pan—25c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ¼x4, 50c.; 5-16 x4, 80c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.
Cotton, Twisted—No. 140, 50c each: 150, 55c.
Wire Twisted—50 foot 20 gauge, 50c; 75 foot 20 gauge, 65c; 100 foot 20 gauge, 75c; 50 foot 18 gauge, 70c; 75 foot 18 gauge 85c; 100 foot 18 gauge, $1.05.
Wire, Solid—100 foot 9 gauge, $1.00 each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.
Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x38, $5.00; 22x36, $6.25.
Steel—15½x23½, $3.00 each; 17½x30, $4.00; 21½x36, $6.00.
Steel Matting in Rolls—Per sq. ft., $1.20.

MATTOCKS— Each.
Short Cutter, Standard, 5½ lbs..... 1.75
Long Cutter, Standard, 6 lbs..... 1.75
Pick, Standard, 6 lb..... 1.75
Handled, D E 3..... 1.00
Handled, C E 3½..... 1.65
Handled S Q 3½..... 1.25

MAULS—Post—10-lb., $1.80 each; 13-lb., $2.35; 16-lb., $2.85; 18-lb., $3.25; 20-lb., $3.60.
Ship or Top—35c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider —
Junior .....42.00
Medium .....48.00
Senior .....65.00
Force Feed .....30.00

MOPS—Handled—

| Brown Daisy | | O-Cedar | | Cotton | |
|---|---|---|---|---|---|
| 6 | .85 | 8 | 1.25 | 120 | .90 |
| 8 | 1.15 | 4 | 1.75 | 140 | 1.10 |
| 7BD | 1.25 | 10B | 1.50 | 180 | 1.35 |
| 9BD | 1.50 | 11B | 1.50 | 220 | 1.50 |

MOP STICKS—No. 2, 25c each; No. 7, 50c each; No. 13, 50c each; No. 70 or Janitor's, $1.00 each.

MOWERS—Lawn
Great American—
15-inch ..... 24.00
17-inch ..... 26.00
19-inch ..... 29.00
21-inch ..... 32.00
Common—
12-inch ..... 9.00
14-inch ..... 9.50
16-inch ..... 10.00
Pennsylvania—
14-inch ..... 22.00
16-inch ..... 25.00
17-inch ..... 36.00
19-inch ..... 40.00
21-inch ..... 44.00

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.40; 18 in., $3.45; 24 in., $4.40; 30 in., $5.25; 36 in., $6.00; 48 in., $8.00; 60 in., $10.00; 72 in., $12.00.
Sell Cut (lin ft.)—12 in., 2c; 18 in., 3c; 24 in., 4c; 30 in., 5c; 36 in., 6c; 48 in.; 7½c; 60 in., 9c; 72 in., 10½c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.58; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.
Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 12c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.
¾-inch, 20-gauge—List Roll,12 in., $8.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.
Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 36c; 72 in., 43c.

NIPPERS, CUTTING—
Kraeuter's—
5-inch ..... 1.35
6-inch ..... 1.50
7-inch ..... 1.85
8-inch ..... 2.15
Nettleton's—
6-inch ..... 2.00
8-inch ..... 2.40
10-inch ..... 2.90
12-inch ..... 3.10
14-inch ..... 3.75
Utica—
Compound, 5½-inch.. 2.65
Compound, 7½-inch.. 3.15
Compound, 9-inch.... 3.75
Common, 5-inch..... 1.60
Common, 6-inch..... 1.85
Jeweler's, 3½-inch... 2.00
Jeweler's, 4½-inch... 2.25

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 30c doz.; ¼, 35c; 5-16, 40c; ⅜, 55c; 7-16, 75c; ½, 90c; ⅝, $2.00.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 25c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—
Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65
Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50
Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ ..... 2.25
3 ..... 2.25
Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15
Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .20
2 ..... .25
3 ..... .30
4 ..... .35
5 ..... .40
6 ..... .45

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|---|---|---|---|
| 4 | .10 | 140 | .15 |
| 16 | .15 | 340 | .30 |
| 100 | .30 | | |

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## RETAIL SELLING PRICES—Continued.

**OVENS, PORTABLE—Boss—**

| No. | Each. |
|---|---|
| 012 | 5.25 |
| 055 | 5.75 |
| 0200 | 5.25 |
| 450 | 5.50 |
| Perfection— | |
| 121 G | 6.25 |
| Pinney & Boyle— | |
| 13 | 3.25 |
| 17 | 4.00 |
| 17 G | 4.25 |
| 122 G | 7.50 |
| 33 | 3.50 |
| 37 | 4.15 |
| 37 G | 4.25 |
| 550 | 5.50 |
| 700 | 5.50 |
| 750 | 6.50 |
| 755 | 6.75 |

PACKING—Sheet Rubber—Standard I C., 35c lb.; Rainbow, 90c.
Italian Hemp—Comomn, 75c lb.
Square Flax, braided, $1.50.
Piston Spiral—Steam, high pressure, $2.50; steam or water, low pressure, $1.7 .

PADS—Sweat—No. 63 N12, Red Edge, $1.25; No. 146 A 12, Blue and White striped, $1.75.

**PADLOCKS—Corbin—**

| No. | Each. |
|---|---|
| 958 | .35 |
| 2802¼ | .45 |
| 2822¼ | .65 |
| 2869 | 1.25 |
| 2879 | 2.10 |
| 2880 | 2.35 |
| 2881 | 3.00 |
| 2883 | 4.50 |
| Miller— | |
| 1 | 1.85 |
| 016 | .35 |
| 18 | .40 |
| 18 D | .40 |
| 19 | .40 |
| 21 | .50 |
| 75 | .55 |
| 76 | .85 |
| 78 | 1.00 |
| 96 | .55 |
| 96C | .75 |
| 121 | .55 |
| 5441 | 1.15 |
| Slaymaker— | |
| 1902 | .75 |
| 1903 | .60 |
| 9902 | .85 |
| 9902 N C | .75 |
| 21090 | 1.00 |
| Yale— | |
| 223 | 1.00 |
| 225 | 1.40 |
| 453 J | .45 |
| 453 X | .45 |
| 563 | 1.85 |
| 565 | 2.25 |
| 585 | 2.50 |
| 635 | 2.25 |
| 645 J | .80 |
| 803 | 2.50 |
| 805 | 2.50 |
| 805½ | 3.00 |
| 813 | 2.75 |
| 815 | 2.50 |
| 823 | 3.00 |
| 833 | 3.50 |
| 843 | 4.00 |
| 853 | 4.50 |
| 8454 | 3.50 |

**PAINT SUNDRIES—**

**Alcohol—(Denatured)—**

| | |
|---|---|
| 1 gallon | 2.20 |
| 5 gallon | 1.90 |

**Alum—**

| | |
|---|---|
| Pwd, less than 100 lbs, lb. | .17 |

**Benzine—**

| | |
|---|---|
| New cans, casd, gal | .60 |
| Old cans, uncsd, gal. | .40 |

**Coal Tar—**

| | |
|---|---|
| 5-Gal. ....Gal. | .50 |
| 1-Gal ....Gal. | .65 |

**Creosote—**

| | |
|---|---|
| Gal. | .85 |

**Distillate—**

| | |
|---|---|
| Light, gal | .40 |

**Glue—**

| | Lb. |
|---|---|
| No. 2 Gelatine | .50 |
| Chicago White | .50 |

**Kalsomine, White—**

| | |
|---|---|
| Bbls, 280 lbs. | .08 |
| Kegs, 100 lbs. | .08½ |
| 4 25-lb. pkgs. bulk | .09 |
| 25 lbs., bulk | .09 |
| Less 25 lbs. | .09¼ |
| 100 lbs. 5-lb. pkgs. | .09 |
| Less 100 lbs. pkgs. | .09¼ |

**Lamp Black—Bear Brand—**

| | |
|---|---|
| 1-S, lb. pkg. | .45 |
| ½-S | .30 |
| ¼-S | .20 |

**Linseed Oil, Boiled—**

| | |
|---|---|
| 5's ....Gal. | 1.65 |
| 1's ....Gal. | 1.90 |
| ½'s ....½-Gal. | 1.05 |
| ¼'s ....Qt. | .60 |
| ⅛'s ....Pt. | .35 |

**Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.**

| Oil— | Gal. |
|---|---|
| Floor | .75 |
| Gloss | 1.50 |
| Lard, No. 1 | 1.80 |
| Lin-O-Oil | .90 |
| Neatsfoot No. 1 | 2.40 |
| Neutral | .60 |
| Paraffine | .70 |

**Paint, Dry Colors—**

| | |
|---|---|
| Umber | .12 |
| Chrome Green, Med | .20 |
| Graphite | .06 |
| Princess Metallic | .06 |
| Sienna | .11 |
| Venetian Red | .08 |
| Yellow Ochre | .05 |

**Painters' Petroleum—**

| | |
|---|---|
| 1-Gal. ....Gal. | .40 |

**Paints, Ready Mixed—1st grade, white—**

| | |
|---|---|
| Gals. ....Gal. | 4.40 |
| ½-gals. ....½-Gal. | 2.30 |
| Quarts ....Qt. | 1.25 |
| Pints ....Pt. | .70 |
| ½-pints ....½-Pt. | .40 |

**1st Grade, Colors—**

| | |
|---|---|
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |
| Pints ....Pt. | .65 |
| ½-pints ....½-Pt. | .35 |

**2d Grade, White or Colors—**

| | |
|---|---|
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |

**Inside Floor—**

| | |
|---|---|
| Gals. ....Gal. | 2.90 |
| ½-gals. ....½-Gal. | 1.60 |
| Quarts ....Qt. | .95 |

**Porch—**

| | |
|---|---|
| Gals. ....Gal. | 4.25 |
| ½-gals. ....½-Gal. | 2.25 |
| Quarts ....Qt. | 1.20 |

**Plaster Paris—**

| | |
|---|---|
| Less sack, lb. | .08 |

**Putty, Bladder—**

| | |
|---|---|
| Less than 100 lbs. | .07½ |

| Putty, Bulk— | Lb. |
|---|---|
| 1-lb. Cans | .15 |
| 2-lb. Cans | .12½ |
| 3-lb. Cans | .09½ |
| 5-lb. Cans | .09 |
| 10-lb. Cans | .08½ |
| 25-lb. Cans | .08 |
| 85 lb. Cans | .06½ |

**Rosin—**

| | |
|---|---|
| Lb. | .14 |

**Tints, Kalsomine—**

| | |
|---|---|
| Barrels, 280 lbs. | .09 |
| Kegs, 100 lbs. | .09½ |
| 100-lb. bulk | .10 |
| 25-lb. bulk | .10½ |
| Less 25 lbs. | .12 |
| 100 lbs., 5-lb. pkgs. | .09½ |
| Less 100 lbs. 5-lb. pkgs. | .10 |

**Turpentine—**

| | |
|---|---|
| 5's ....Gal. | 2.05 |
| 1's ....Gal. | 2.17 |
| ½'s ....½-Gal. | 1.25 |
| ¼'s ....Qt. | .70 |
| ⅛'s ....Pt. | .40 |

**Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.**

**PANS—Acme Frying—**

| | |
|---|---|
| No. 00, each | .20 |
| No. 0, each | .35 |
| No. 1, each | .40 |
| No. 2, each | .45 |
| No. 3, each | .50 |
| No. 4, each | .55 |
| No. 5, each | .60 |
| No. 6, each | .80 |
| No. 7, each | .90 |

**PAPER—ASBESTOS—1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.**

| BUILDING— | P & B | Imitation P & B |
|---|---|---|
| No. 1—500 | 4.25 | 14.75 |
| No. 1-1000 | 8.00 | 3.75 |
| No. 2-500 | 6.25 | 7.25 |
| No. 2-1000 | 12.00 | 5.25 |
| No. 3-500 | 9.00 | 9.75 |
| No. 3-1000 | 15.00 | 13.40 |

Red Resin—17-lb., $2.00; 20-lb., $2.25; 25-lb., $2.75; 30-lb., $3.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

**FELT—Asphalt saturated, per roll, $3.50; Deadening, per lb. 09.**

**INSULATING—No. 8, per roll, $2.25; No. 10, per roll, $3.50.**

**ROOFING—**

| Standard or Cronolite | |
|---|---|
| 1 ply square | 3.25 |
| 2 ply square | 3.75 |
| 3 ply square | 4.50 |
| Malthoid or Rubberoid Roofing— | |
| 1 ply | 4.00 |
| 2 ply | 5.00 |
| 3 ply | 6.00 |
| Malthoid Junior | 4.25 |
| Roofing Cement—Preservative | |
| Bbls., per gal. | .90 |
| 5 Gal., per gal. | 1.25 |
| 1 Gal., per gal. | 1.35 |
| Pint | .30 |

**SAND AND EMERY—(Per quire of sheets)—**

| | 0 | ½ | 1 | 1½ | 2 | 2½ | 3 |
|---|---|---|---|---|---|---|---|
| Carborundum | .80 | .95 | 1.10 | 1.30 | 1.50 | 1.75 | .... |
| B. & A. | .45 | .50 | .55 | .60 | .75 | .85 | .95 |
| Aztec | .40 | .45 | .50 | .60 | .70 | .75 | .90 |
| Aloxite | .80 | .85 | .90 | 1.00 | 1.10 | 1.20 | 1.45 |

**SHEATHING — Red or gray — 20-lb., $1.85 per roll; 25-lb., $2.25; 30-lb., $2.75.**

**PEAVIES—**

| | Socket. Maple. | Hickory. | | Socket. Maple. | Hickory. |
|---|---|---|---|---|---|
| 2¼x4 | 4.35 | 5.25 | 2¾x4½ | 5.25 | 5.75 |
| 2¼x4½ | 4.50 | 5.50 | 5 | 5.35 | 6.00 |
| 2½x4½ | 4.65 | 5.75 | 3x5 | 6.00 | 6.75 |
| 2½x5 | 4.85 | 5.85 | | | |

**PERCOLATORS, COFFEE—Universal—**

| | | | |
|---|---|---|---|
| 44 | 5.75 | 74 | 7.00 |
| 46 | 6.25 | 76 | 7.75 |
| 48 | 6.75 | 79 | 8.50 |
| 52 | 5.75 | 714 | 9.25 |
| 54 | 6.25 | 464 | 7.25 |
| 56 | 6.75 | 466 | 8.00 |
| 58 | 7.50 | 469 | 8.75 |
| 64 | 6.50 | 474 | 7.75 |
| 66 | 7.25 | 476 | 8.50 |
| 69 | 8.00 | 479 | 9.25 |
| 614 | 8.75 | | |

**Percolator Tops, 10c each.**

**PICKS—Drifting, 3-lb., $1.40 each; 4, $1.50; 4½, $1.75; 5, $2.00; 6, $2.25.**
Railroad—5-lb., $1.50 each; 6, $1.65; 6½, $2.00; 7, $1.75.

**PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.**

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## RETAIL SELLING PRICES—Continued.

PIPE—

| | Standard Black Cut Length Pr. Ft. | Standard Black Full Length Pr. 100 | Galvanized Cut Length Pr. Ft. | Galvanized Full Length Pr. 100 | Cutting and Threading Cuts Each | Threads Each |
|---|---|---|---|---|---|---|
| ⅛-inch | .07 | 5.85 | .09½ | 8.38 | .04 | .08 |
| ¼-inch | .08 | 6.50 | .11 | 8.90 | .04 | .08 |
| ⅜-inch | .08 | 6.50 | .11 | 8.90 | .04 | .08 |
| ½-inch | .10 | 8.45 | .13 | 10.65 | .04 | .08 |
| ¾-inch | 12½ | 10.75 | .16 | 13.15 | .04 | .08 |
| 1 -inch | 17½ | 16.00 | .22 | 19.65 | .04½ | .09 |
| 1¼-inch | .23 | 21.25 | .28 | 26.45 | .05½ | .11 |
| 1½-inch | .29 | 26.50 | .35 | 31.55 | .06 | .12 |
| 2 -inch | .37 | 34.00 | .46 | 42.50 | .07½ | .15 |

PIPE—Gas and Water—Black—⅛-inch, 6½c foot; ¼-inch, 7c; ⅜-inch, 7c; ½-inch, 9½c; ¾-inch, 12c; 1-inch, 18c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 40c.

Galvanized—⅛-inch, 9c foot; ¼-inch, 10c; ⅜-inch, 10c; ½-inch; 12c; ¾-inch, 15c; 1-inch, 22c; 1¼-inch, 30c; 1½-inch, 40c; 2-inch, 50c.

PIPE, STOVE—Nested, Full Joints—3 inch, 45c joint; 4-inch, 45c; 5-inch, 45c; 6-inch, 50c; 7-inch, 50c.

4-inch, Japan, 45c; 5-inch, Japan, 45c; 3-inch, Galvanized, 40c; 4-inch, Galvanized, 50c; 5-inch Galvanized, 60c; 6-inch, Galvanized, 70c.

Half Joints—5-inch, 20c joint; 6-inch, 25c.

Taper Joints—6-inch to 5-inch, 45c joint; 7-inch to 6-inch, 45c.

PIPE FITTINGS—Price each—Black.

| | ¼ | ⅜ | ½ | ¾ | 1 | 1¼ | 1½ | 2 |
|---|---|---|---|---|---|---|---|---|
| Bushings | .10 | .10 | .10 | .10 | .10 | .10 | .15 | .20 |
| Caps | .10 | .10 | .10 | .15 | .20 | .25 | .30 | .50 |
| Couplings | .10 | .10 | .15 | .15 | .20 | .30 | .35 | .50 |
| Crosses | .20 | .20 | .30 | .40 | .60 | .65 | .75 | 1.30 |
| Elbows, 90 degree. | .10 | .10 | .15 | .15 | .20 | .30 | .40 | .65 |
| Elbows, 45 degree. | .10 | .10 | .15 | .20 | .30 | .50 | .60 | .85 |
| Elbows, Reducing. | .15 | .15 | .15 | .25 | .30 | .40 | .45 | .85 |
| Elbows, Side Outlet | .10 | .10 | .20 | .30 | .50 | .75 | .95 | 1.60 |
| Elbows, Street | .10 | .10 | .15 | .25 | .25 | .35 | .45 | .85 |
| Floor Flanges | .20 | .20 | .25 | .30 | .30 | .35 | .45 | .60 |
| Lock Nuts | .10 | .10 | .10 | .15 | .20 | .25 | .25 | .35 |
| Plugs | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| *Reducers | .20 | .10 | .15 | .15 | .25 | .25 | .35 | .60 |
| Return Bends, Close | .25 | .30 | .35 | .60 | .80 | 1.00 | 1.45 | |
| Tees | .10 | .15 | .15 | .15 | .25 | .40 | .50 | .85 |
| Tees, 4-way | | .15 | .25 | .30 | .55 | .90 | 1.30 | 2.10 |
| *Tees, Reducing | .20 | .20 | .20 | .30 | .30 | .50 | .65 | 1.15 |
| Unions | .25 | .25 | .30 | .35 | .40 | .60 | .75 | .95 |
| Galvanized. | | | | | | | | |
| Bushings | .15 | .15 | .15 | .15 | .20 | .20 | .25 | .40 |
| Caps | .10 | .10 | .15 | .20 | .25 | .45 | .50 | .75 |
| Couplings | .10 | .15 | .15 | .20 | .30 | .45 | .55 | .65 |
| Crosses | .25 | .25 | .40 | .60 | .90 | 1.05 | 1.40 | 2.25 |
| Elbows, 90 degree. | .10 | .15 | .20 | .20 | .35 | .50 | .65 | 1.10 |
| Elbows, 45 degrees. | .10 | .10 | .20 | .30 | .40 | .75 | .85 | 1.30 |
| Elbows, Reducing. | .20 | .20 | .20 | .30 | .40 | .65 | .75 | 1.40 |
| Elbows, Side Outlet | | .20 | .25 | .45 | .75 | 1.10 | 1.35 | 2.40 |
| Elbows, Street | .10 | .15 | .20 | .40 | .45 | .60 | .75 | 1.40 |
| Floor Flanges | .40 | .45 | .50 | .55 | .60 | .75 | .85 | 1.20 |
| Lock Nuts | .10 | .10 | .15 | .20 | .30 | .35 | .35 | .60 |
| Plugs | .10 | .10 | .10 | .10 | .15 | .15 | .20 | .30 |
| *Reducers | .25 | .10 | .20 | .25 | .40 | .45 | .55 | .95 |
| Return Bends, Close | .35 | .45 | .50 | .90 | 1.35 | 1.60 | 2.50 | |
| Tees | .15 | .20 | .25 | .25 | .40 | .65 | .85 | 1.50 |
| Tees, 4-way | | .20 | .35 | .45 | .80 | 1.30 | 1.80 | 3.00 |
| *Tees, Reducing | .25 | .25 | .30 | .45 | .50 | .85 | 1.10 | 1.85 |
| Unions | .35 | .40 | .40 | .50 | .65 | .90 | 1.15 | 1.45 |

NIPPLES—Black.

| | ¼ | ⅜ | ½ | ¾ | 1 | 1¼ | 1½ | 2 |
|---|---|---|---|---|---|---|---|---|
| Close | .10 | .10 | .10 | .10 | .10 | .10 | .10 | .15 |
| Long | .10 | .10 | .10 | .10 | .10 | .15 | .15 | .20 |
| 4 inch long | .10 | .10 | .10 | .10 | .15 | .15 | .20 | .25 |
| 5 inch long | .10 | .10 | .10 | .10 | .15 | .20 | .25 | .30 |
| 6 inch long | .10 | .10 | .10 | .15 | .15 | .25 | .30 | .35 |
| Galvanized. | | | | | | | | |
| Close | .10 | .10 | .10 | .10 | .10 | .20 | .25 | .30 |
| Long | .10 | .10 | .10 | .15 | .15 | .20 | .25 | .30 |
| 4 inch long | .15 | .15 | .15 | .15 | .20 | .30 | .35 | .45 |
| 5 inch long | .15 | .15 | .20 | .20 | .25 | .30 | .40 | .50 |
| 6 inch long | .15 | .15 | .20 | .20 | .30 | .35 | .45 | .60 |

| | | | | |
|---|---|---|---|---|
| Bushings | .30 | .45 | .60 | .75 |
| Caps | .70 | 1.05 | 1.25 | 1.70 |
| Couplings | .65 | 1.00 | 1.35 | 1.65 |
| Crosses | 2.05 | 3.40 | 3.75 | 6.55 |
| Elbows, 90 degree | 1.15 | 1.70 | 2.30 | 3.75 |
| Elbows, 45 degree | 1.20 | 1.65 | 2.30 | 3.30 |
| Plugs | .25 | .35 | .55 | .60 |
| *Reducers | .90 | 1.35 | 1.85 | 2.25 |
| Tees | 1.35 | 2.10 | 2.75 | 4.30 |
| Unions | 1.95 | 2.60 | 4.50 | 5.40 |

NIPPLES.

| | | | | |
|---|---|---|---|---|
| Close | .35 | .45 | .75 | .85 |
| 5 inch long | .55 | .65 | 1.05 | 1.20 |
| 6 inch long | .60 | .75 | 1.05 | 1.20 |
| 8 inch long | 1.00 | 1.20 | 1.45 | 1.75 |
| 10 inch long | 1.20 | 1.50 | 1.75 | 2.10 |

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts', .25 Cal., $22.00 each; .25 Cal. nickel, $27.00; .32 Cal. $27.00; .38 Cal., pocket, $50; .45 Cal., military, $42.00.

Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $27.00; .380, $28.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13,50.

PLANES—Stanley, Block-Bailey—No. 9½, $3.25; 9¾, $4.00; 15, $3.50; 16, $3.65; 17, $4.25; 18, $4.00; 19, $4.25.

Block, Stanley—No. 60, $3.75; 60½, $3.25; 65, $4.50; 100, 80c; 101, $2.75; 102, $1.15; 103, $1.80; 110, $1.85; 120, $2.25; 130, $2.45; 131, $3.75; 203, $2.00; 220, $2.45.

Iron—1, $4.10; 2, $5.25; 2C, $5.50; 3, $5.50; 3C, $6.00; 4, $6.00; 4C, $6.50; 4½, $6.85; 4½C, $7.50; 5, $6.85; 5C, $7.50; 5½, $8.00; 5½C, $8.65; 6, $9.00; 6C, $9.50; 7, $10.25; 7C, $11.00; 8, $12.25; 8C, $13.25; 602, $5.95; 603, $6.35; 604, $6.85; 604C, $7.25; 604½, $7.95; 605, $7.95; 605C, $8.25; 605½, $8.50; 606, $10.00; 606C, $10.50; 607, $11.50.

All Wood—Plain, No. 8W, $1.10; 15W, $1.25; 21W, $2.25; 27W, $2.50; 029W, $2.65. Razee, No. 5W, $2.25; 17W, $1.50; 23W, $2.65; 29W, $3.00.

Wood Bottom, Bailey—No. 22, $4.00 each; 23, $4.00; 24, $4.25; 26, $4.50; 27, $5.00; 28, $5.65; 29, $5.65; 30, $6.15; 31, $6.15; 32, $6.15; 35, $5.00; 36, $5.60.

Rabbet—No. 10, $9.00 each; 10½, $7.50; 75, $1.10; 78, $4.65; 90, $5.50; 92, $5.50; 93, $6.65; 98, $2.65; 99, $2.65; 140, $4.15; 190, $4.15; 191, $4.00; 192, 3.65.

PLATES—GAS, HOT—No. 501, $5.25; 502, $8.25; 503, $13.25; 702, $11.75; 703, $17.25; 722, $13.25; 723, $18.75; 1001, $3.75; 1002, $6.00.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4½-inch, $1.85; 5½, $2.25; 7½, $3.15. No. 201 or 81? 5-inch, $3.50; 6, $4.00; 7, $4.50; 8, $5.00; 9, $6.00.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.75 each; 9-inch, $3.25; 12-inch, $3.75; 18-inch, $4.75; 24-inch, $5.50; No. 37, 18-inch, $6.25; 24-inch, $7.25; 37G, 9-inch, $4.50; 12-inch, $5.25; 18-inch, $6.25; 24-inch, $7.25; No. 38½, 95c; No. 39½, $1.25; No. 34V, 6-inch, $2.25; 8-inch, $2.75.

Wood, Stanley or Disston—No. 00, $1.75; 0, $2.00; 2, $2.65; 3, $3.50; 18, $4.25; 25, $5.25; 30, $4.00; 35, $3.75; 45½, $5.75; 90, $5.00; 93, $5.50; 95, $8.75; 98, $4.50; 101, $3.25; 102, $1.00; 104, $1.25; 012, $2.25; 6018, $3.00; 6024, $3.50; 6512, $2.25; 6518, $2.85; 6524, $3.25.

Pocket, Stanley—No. 31, 2½-inch, 60c each; 3-inch, 65c; 3½-inch, 85c; 4-inch, $1.05; 40, 60c; 41, 25c; 44, 25c; 600, $1.50.

Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3-inch, 15c; 3½-inch, 20c; No. 6L, 80c; 6P, 50c; 7L, $1.35; 7P, $1.35.

POKERS, STOVE—

No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

| | | | |
|---|---|---|---|
| For 30 and 31 | $ .75 | 8-inch | .95 |
| For 35 | .50 | 10-inch | 1.10 |
| Nos. 11 and 15, 2-in. | .55 | No. 75 | 3.25 |
| 3-inch | .60 | No. 60 | 1.00 |
| 4-inch | .65 | No. 80 | .85 |
| 5-inch | .75 | No. 81 | .95 |
| 6-inch | .85 | | |

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.

Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.

Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, $1.25; ½ gallon, $2.00; gallon, $3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.

| | | | |
|---|---|---|---|
| 1 | 25.00 | 8 Quart | 1.50 |
| 5 | 22.75 | 10 Quart | 1.75 |
| 21 | 19.25 | 12 Quart | 1.90 |
| 71 | 25.00 | 16 Quart | 2.25 |
| 72 | 22.75 | Tin | |
| 221 | 30.00 | 4 Quart | .85 |
| Watering Galvanized | | 6 Quart | 1.00 |
| 4 Quart | 1.10 | 8 Quart | 1.25 |
| 6 Quart | 1.25 | 10 Quart | 1.60 |

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## RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $2.00 each; Rex, Jr., $1.85; Red Devil, $2.50; Morrill's, $3.25; Little Giant, $2.75.

PULLEYS—Brass Screw, No. 350, ½ inch, 20c each; ⅝, 25c; ¾, 25c; 1, 30c; 1¼, 40c; 1½, 65c. No. 370, ⅝ inch, 40c each, 1, 60c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No. 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, $1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1,00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.75; 2, $5.25; 3, $6.00; 4, $7.50.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

| No. | | No. | |
|---|---|---|---|
| 700, each | 1.00 | 706 B, Blades, Pkg. | .40 |
| 2, each | 8.00 | | |
| **Gem** | | | |
| 800, each | 1.00 | 800 B, Blades, Pkg. | .50 |
| **Enders** | | | |
| 900, each | 1.00 | 900 B, Blades, Pkg. | .35 |
| **Durham Domino** | | | |
| 1000, each | 1.00 | 1000 B, Blades, Pkg. | .50 |
| **Gillette** | | | |
| 00, each | 7.50 | 480, each | 5.00 |
| 460, each | 5.00 | 500, each | 5.00 |
| 460 B, each | 5.00 | 500 B, each | 6.00 |
| 470, each | 5.00 | 501, each | 5.00 |
| 501 B, each | 6.00 | 6 X B, Blades, pkg. | .50 |
| 12 X B, Blades, pkg | 1.00 | | |
| **AutoStrop** | | | |
| 1, set | 5.00 | 2541, set | 5.00 |
| 15, set | 6.00 | 600 B, Blades, pkg. | 1.00 |
| 25, set | 6.50 | 600½ B Blades, pkg. | .50 |
| 251, set | 5.00 | | |

REELS—Hose—No. 1 Wire, $1.65 each; No. 60, Wood, $2.25.

REVOLVERS—

| Colts, Model | Each. | | Each. |
|---|---|---|---|
| Police Positive | 34.00 | 324 B | 17.25 |
| Police Positive Special | 35.50 | 343, 353 | 17.75 |
| Police Positive Target | 36.00 | 343 B, 353 B | 18.00 |
| Army Special | 38.00 | 344, 354 | 18.00 |
| New Service | 39.00 | 344 B, 354 B | 18.50 |
| Single Action | 36.75 | 364 B | 19.25 |
| **Harrington & Richardson** | | 365 B | 19.50 |
| 203, 223 | 11.50 | | |
| 203 B, 223 B | 12.00 | **Smith & Wesson—** | |
| 204, 224 | 12.00 | 1905 Military, Police | 34.50 |
| 204 B, 224 B | 12.50 | Regulation Police | 32.50 |
| 263, 273 | 12.50 | 1903 Hand Ejector | 30.50 |
| 263 B, 273 B | 12.75 | 38 S. & W. Perfected | 30.50 |
| 264, 274 | 12.75 | 1908 Military | 35.00 |
| 264 B, 274 B | 13.00 | 1911 Target | 35.00 |
| **Iver Johnson—** | | New Departure 38 | 30.50 |
| 300, 303, 323 | 16.50 | | |
| 300 B, 303 B | 16.75 | **Marlin—** | |
| 304 | 16.75 | 20 TD—Octagon Brl. | 18.50 |
| | | 27 TD—Round Brl. | 21.80 |
| | | TD—Octagon Barrel. | 24.55 |
| | | 29 TD—Round Brl. | 15.60 |
| | | 1897 TD—Round Brl. | 22.75 |
| | | TD—Octagon Barrel. | 24.80 |
| | | **Remington—** | |
| | | 4 TD—Octagon Brl. | 15.54 |
| | | 6 TD—Round Brl. | 10.46 |
| | | 8 A TD—Round Brl. | 73.27 |
| | | 12 TD—Round Brl. | 28.48 |
| | | TD—Octagon Brl. | 31.95 |
| | | 14 A TD—Standard | 58.36 |
| | | TD—Carbine | 57.25 |
| | | 16 A TD—Standard | 44.61 |
| | | **Savage —** | |
| | | 1899 250-3000 | 60.00 |
| | | 1899 TD, Feath'wt | 55.00 |
| | | 189 SF | 48.00 |
| | | 1904 TD, Single shot | 9.75 |
| | | 1914 TD, Hammerless | 28.50 |
| | | **Stevens—** | |
| | | Little Scout | 8.00 |
| | | Crack Shot | 10.00 |
| | | Marksman | 12.25 |
| | | Favorite | 14.00 |
| | | 70 TD, .22 | 19.00 |
| | | 1919, .22 | 26.75 |
| | | **Winchester—** | |
| | | 1886 SF—Round Brl. | 49.00 |
| | | TD—Round Brl. | 64.30 |
| | | 1890 TD—Oct. Fancy | 57.50 |
| | | TD—Oct. Plain. | 31.50 |
| | | 1892 SF—Round Brl. | 37.50 |
| | | SF—Oct. Brl. | 39.40 |
| | | TD—Oct. Brl. | 45.75 |
| | | SW—Carbine | 33.55 |
| | | 1894 SF—Round Brl. | 40.85 |
| | | SF—Oct. Brl. | 42.60 |
| | | SF—Carbine | 36.85 |
| | | TD—Oct. Brl. | 54.50 |
| | | 1895 SF | 53.15 |
| | | 1895—Govt. Model | 53.15 |
| | | 1895 TD | 67.10 |
| | | 1902 TD—22 | 10.50 |
| | | 1903 TD—Plain | 44.30 |
| | | 1903 TD—Fancy | 69.00 |
| | | 1904 TD .22 | 12.60 |
| | | 1906 TD | 28.55 |
| | | 1907 TD | 61.50 |

RIFLES—No. and Model—

| Daisy Air— | Each | | Each |
|---|---|---|---|
| 25 | 5.25 | | |
| 40 | 5.25 | | |
| 3 | 3.00 | | |
| 30 | 2.85 | | |
| 11 | 2.35 | | |
| 12 | 2.00 | | |
| **King Air—** | | | |
| 4 | 2.25 | | |
| 5 | 2.65 | | |
| 21 | 1.35 | | |
| 22 | 1.50 | | |
| 304 B | 17.25 | | |
| 323 B | 17.00 | | |
| 324 | 17.00 | | |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 9S, 10c box.
Copper—With Burrs—

| Size. | ½ Lbs. | Lbs. | Size. | ½ Lbs. | Lbs. |
|---|---|---|---|---|---|
| 7—St'r Lgths | .50 | .75 | 7—Asst. | .45 | .80 |
| 8 " | .50 | .80 | 8 " | .45 | .80 |
| 9 " | .50 | .80 | 9 " | .60 | .85 |
| 10 " | .55 | .85 | 10 " | .55 | .90 |
| 12 " | .55 | .90 | 12 " | .55 | .95 |

Copper Iron, with Burrs—08 Asst., 25c, ½-lb. box; 010, 80c.

RIVETS—Tinners—Black all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 35c; 10, 35c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 18c ft.; 3, ⅜-inch, Steel, Brass Plated, 13c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper)—

ROPE—Cotton, Thread—3-16, 85c; ¼ to 5-16, 85c lb.; ⅜ to ¾, 85c; ⅞ to 1, 90c.
Manila—Base, 40c lb.
Sisal—Base, 30c lb.

RULES, Boxwood—Lufkin-Stanley—No. 171(86), 60c each; 372 (36½), 85c; 378 (3), $1.50; 386 (32), 90c; 388 (32½), $1.30; 488 (57), 80c; 651 (68), 35c; 702 (18), 55c; 751 (61), 40c; 752 (70), 50c; 761 (63), 50c; 762B (7), $1.40; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½) $1.50; 871 (52), 95c; 881 (54), $1.15; 981 (60), $1.40; 3851 (66½), 80c; 3851Y (66), 80c; 3861 (66¼), 90c; 3881 (66¾), $2.00.
Rules, Steel—B 85, Blacksmith's, $1.00 each; 1085, Blacksmith's, 85c; 041 Pocket, 20c; 4141, 4641, Zig-Zag, $1.15; 4142, 4642, Zig-Zag, $1.85; 4143, 4643, Zig-Zag, $2.75; 4144, 4644, Zig-Zag, $3.75.

RULES—ZIG ZAG—Lufkin—Stanley—No. 804 F, 65c each; 806 F, 90c; 8513 (03), 55c; 8514 (04), 70c; 8515 (05), 90c; 8516 (06), $1.05; 8518 (08), $1.40; 8523 (403 F), 50c; 8524 (404 F), 65c; 8525 (405 F), 80c; 8526 (406 F), $1.00; 8613 (103), 55c; 8614 (104), 75c; 8615 (105), 90c; 8616 (106), $1.00; 8624 (854 F), 65c; 8626 (856 F), 95c.

SAWS—One Man—Cross-cut—

| | Disston | Chinook | Chinook |
|---|---|---|---|
| 3 ft. | 4.00 | 5½ ft. | 7.70 .... |
| 3½ ft. | 4.60 | 6 ft. | 8.65 12.80 |
| 4 ft. | 5.25 | 6½ ft. | 10.75 14.40 |
| 4½ ft. | 5.75 | 7 ft. | 10.90 16.00 |
| 5 ft. | 6.50 | 7½ ft. | 12.00 17.60 |

Simonds Falling same price as Royal Chinook Cross Cut.

SAWS—Hand—

| 12 Disston or 69 Atkins | | | |
|---|---|---|---|
| 18 inch | 3.70 | 20 inch | 2.85 |
| 20 inch | 4.00 | 22 inch | 3.10 |
| 22 inch | 4.35 | 24 inch | 3.40 |
| 24 inch | 4.70 | 26 inch | 3.60 |
| 26 inch | 5.10 | 28 inch | 4.00 |
| 28 inch | 5.50 | **No. 120 Disston** | |
| **No. D8 Disston or 51 Atkins** | | 26 inch | 6.20 |
| 18 inch | 3.10 | 28 inch | 6.60 |
| 20 inch | 3.50 | **No. 112 Disston** | |
| 22 inch | 3.65 | 26 inch | 5.25 |
| 24 inch | 3.75 | 28 inch | 5.60 |
| 26 inch | 3.95 | **No. D 100 or No. D 20 Disston** | |
| 28 inch | 4.45 | 26 inch | 4.35 |
| **No. 7 Disston** | | 28 inch | 4.85 |
| 18 inch | 2.65 | | |

Simonds Hand and Cross-cut Saws—Prices on Application.

SAWS—Miscellaneous—

| Back Saws | | Compass No. 2 | |
|---|---|---|---|
| 12 inch | 3.00 | 12-inch | .85 |
| 14 inch | 3.25 | 14-inch | .90 |
| 16 inch | 3.50 | 16-inch | .95 |
| 22-inch | 4.00 | **Kitchen No. 2** | |
| 24-inch | 4.25 | 12-inch | .65 |
| 26-inch | 4.75 | 14-inch | .70 |
| 28-inch | 5.50 | 16-inch | .75 |
| **Butcher No. 10** | | **Mitre** | |
| 16-inch | 1.80 | 24-inch | 5.25 |
| 18-inch | 1.90 | 26-inch | 5.75 |
| 20-inch | 2.00 | 28-inch | 6.50 |
| 22-inch | 2.15 | | |

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## RETAIL SELLING PRICES—Continued.

**SAWS—MISCELLANEOUS—Continued—**

Nest, Complete

| | |
|---|---|
| No. 3 | 2.50 |

Pruning

| | |
|---|---|
| No. 50 California, 12 in. | 1.35 |
| No. 50 California, 14-in. | 1.40 |
| No. 51 California, 12-in. | 1.80 |
| No. 51 California, 14-in. | 1.90 |
| Disston, No. 9, 14-inch. | 3.00 |
| Disston, No. 10, 14-inch | 3.25 |

Buck—

| | |
|---|---|
| Com Sgl Brace V tooth | $1.75 |
| Com Dbl Brace Tuttle tooth | 2.50 |
| Com. Dbl Brace V tooth | 2.75 |
| No. 150 Special | 1.95 |

**SAW CLAMPS**—No. 3, $2.00; 0, $1.85. Perfection, No. 1W, $2.25; No. 3W, $2.75; No. 2W, $3.25. No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

**SAW SETS—**

| | |
|---|---|
| 201 G & P | 1.50 |
| Spec. Morrill | 2.00 |
| 105 Morrill | .60 |
| 1 Morrill | 2.00 |
| 10 | 1.20 |
| 77 | 1.00 |

X CUT—

| | |
|---|---|
| Morrill No. 8 | 1.85 |
| Baker No. 3 | 2.35 |
| Colonial | 1.35 |
| 7 Taintor | 2.00 |
| 28 Triumph | 1.65 |
| Hammer | .85 |
| Lever | .25 |
| Morin No. 2 | 5.00 |
| Morin No. 2½ | 6.00 |
| Morin No. 3 | 2.65 |

**SAW TOOLS—**

| | |
|---|---|
| Clipper Outfit | .80 |

Morrill's Raker Gauge—

| | |
|---|---|
| No. 1 | 1.50 |
| No. 6 | 2.25 |
| No. 9 | 2.50 |
| Atkins Raker Swage | .40 |
| 5-M Tooth Gauge | .25 |
| Jointers Pikes Perf | .75 |
| Jointers No. 7 Sterns | .70 |

Setting Tool Disston—

| | |
|---|---|
| No. 100 | .80 |

No. 4 Setting Blocks—

| | |
|---|---|
| No. 4 Blocks, Morin | 2.00 |
| Swages No. 0 Disst | 4.75 |
| Swages, Whitings | 1.00 |
| Atkins, Rex | 1.00 |
| Atkins, Excelsior | .85 |

**SCALES**—Family, testing without scoop, $8.50; with scoop, $4.25; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50. Spring Balance, No. 50 30c each; 51, 60c; family, $6.50; No. 202, $6.50.

**SCISSORS**—Cast—No. 10, 60c each; No. 44, 7½ inch; 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.

Wiss—No. 14 B H, $1.35; 54½, $1.20; 55, $1.25; 55½, $1.30; 56, $1.40; 56½, $1.50; 57, $1.60; 154½, $1.45; 155, $1.50; 155½, $1.55; 156, $1.60; 156½, $1.70; 157, $1.85; 364, $1.55; 364½, $1.60; 365, $1.65; 366, $1.85; 463, $1.40; 463½, $1.45; 464, $1.50; 573, $1.85; 573¾, $2.10; 574¼, $2.30; 663, $1.85; 663½, $2.10; 664, $2.30; 763, $1.30; 763½, $1.40; 764, $1.45; 764½, $1.50; 765, $1.55; 765½, $1.60; 766, $1.75; 773, $1.45; 773½, $1.50; 774, $1.55; 814, $1.55; 814½, $1.60; 815, $1.65; 815½, $1.70; 816, $1.85.

**SCOOPS**—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

**SCREENS**—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

**SCREWS—Cap and Set—**

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .35 | .40 | .45 | .50 | ... |
| 4 | .40 | .45 | .50 | .55 | .65 |
| 6 | .50 | .55 | .60 | .65 | .85 |
| 8 | .70 | .85 | .95 | 1.00 | 1.20 |
| 10 | 1.00 | 1.15 | 1.35 | 1.55 | 1.90 |
| 12 | 1.30 | 1.55 | 1.70 | 1.90 | 2.20 |
| 14 | 1.65 | 1.90 | 2.20 | 2.55 | 3.05 |
| 16 | 2.65 | 2.90 | 3.20 | 3.45 | 4.00 |
| 18 | 3.30 | 3.75 | 4.05 | 4.40 | 5.25 |
| 20 | 4.20 | 4.55 | 5.00 | 5.50 | 6.35 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in |
|---|---|---|---|---|
| 4 | .85 | 1.00 | 1.25 | 1.55 |
| 6 | 1.10 | 1.40 | 1.70 | 2.10 |
| 8 | 1.50 | 1.70 | 2.10 | 2.50 |
| 10 | 2.20 | 2.45 | 2.75 | 3.15 |
| 12 | 2.60 | 3.00 | 3.40 | 3.85 |
| 14 | 3.40 | 3.80 | 4.25 | 4.65 |
| 16 | 4.40 | 5.00 | 5.65 | 6.35 |
| 18 | 5.75 | 6.30 | 7.00 | 7.80 |
| 20 | 7.25 | 8.20 | 9.10 | 9.90 |

Iron, Flat or Round Head—

| Size. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | 1-in. |
|---|---|---|---|---|---|
| 2 | .25 | .30 | .30 | .35 | ... |
| 4 | .25 | .30 | .30 | .35 | .40 |
| 6 | .30 | .35 | .35 | .40 | .45 |
| 8 | .40 | .40 | .45 | .45 | .55 |
| 10 | .55 | .60 | .60 | .65 | .75 |
| 12 | .60 | .65 | .70 | .75 | .85 |
| 14 | .75 | .80 | .85 | .85 | 1.00 |
| 16 | ... | 1.00 | 1.00 | 1.10 | 1.25 |
| 18 | ... | .... | 1.40 | 1.50 | 1.65 |
| 20 | ... | .... | .... | 1.80 | 2.00 |

| Size | 1¼-in. | 1½-in. | 1¾-in. | 2-in. |
|---|---|---|---|---|
| 4 | .55 | .60 | .65 | .80 |
| 6 | .55 | .60 | .75 | .95 |
| 8 | .60 | .70 | .80 | 1.00 |
| 10 | .90 | 1.10 | 1.25 | 1.40 |
| 12 | 1.00 | 1.15 | 1.35 | 1.50 |
| 14 | 1.15 | 1.35 | 1.50 | 1.80 |
| 16 | 1.40 | 1.75 | 2.05 | 2.40 |
| 18 | 2.00 | 2.30 | 2.65 | 3.00 |
| 20 | 2.30 | 2.65 | 3.00 | 3.30 |

Cap Screws—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

| Lgth. (ins.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .55 | .60 | .65 | .80 | 1.05 |
| ⅞ | .55 | .60 | .65 | .80 | 1.05 |
| 1 | .60 | .65 | .75 | .90 | 1.10 |
| 1¼ | .65 | .65 | .75 | .95 | 1.20 |
| 1½ | .70 | .75 | .80 | 1.05 | 1.30 |
| 1¾ | .75 | .80 | .85 | 1.10 | 1.40 |
| 2 | .75 | .85 | .95 | 1.20 | 1.50 |
| 2¼ | .85 | .95 | 1.00 | 1.30 | 1.60 |
| 2½ | .95 | 1.05 | 1.10 | 1.35 | 1.70 |
| 3 | 1.10 | 1.15 | 1.25 | 1.50 | 1.80 |
| 3½ | .... | .... | .... | 1.75 | 2.15 |
| 4 | .... | .... | .... | .... | 2.50 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| 1 | 1.65 | 2.25 | 3.30 | .... |
| 1¼ | 1.70 | 2.25 | 3.30 | .... |
| 1½ | 1.80 | 2.45 | 3.30 | .... |
| 1¾ | 1.85 | 2.60 | 3.50 | 4.10 |
| 2 | 2.10 | 2.80 | 3.80 | 4.50 |
| 2¼ | 2.25 | 3.00 | 4.10 | 4.90 |
| 2½ | 2.45 | 3.15 | 4.25 | 5.30 |
| 3 | 2.70 | 3.65 | 4.70 | 6.10 |
| 3½ | 3.05 | 4.25 | 5.40 | 6.95 |
| 4 | 3.60 | 4.85 | 6.00 | 7.75 |

S. A. E. Thread, Steel—

| Lgth. (in.) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ¾ | .60 | .75 | .85 | 1.20 | 1.35 |
| ⅞ | .65 | .80 | .90 | 1.20 | 1.80 |
| 1 | .70 | .80 | .90 | 1.25 | 1.35 |
| 1¼ | .75 | .85 | .95 | 1.30 | 1.45 |
| 1½ | .80 | .90 | 1.00 | 1.45 | 1.60 |
| 1¾ | .85 | .95 | 1.10 | 1.55 | 1.75 |
| 2 | .90 | 1.10 | 1.20 | 1.65 | 1.90 |
| 2¼ | 1.05 | 1.20 | 1.25 | 1.80 | 2.00 |
| 2½ | 1.20 | 1.30 | 1.35 | 1.90 | 2.15 |
| 2¾ | 1.30 | 1.40 | 1.50 | 2.00 | 2.25 |
| 3 | 1.40 | 1.55 | 1.60 | 2.15 | 2.45 |
| 3½ | 1.60 | 1.75 | 1.90 | 2.50 | 2.75 |
| 4 | 1.75 | 2.00 | 2.15 | 2.80 | 3.10 |

| Lgth. (ins.) | 9-16-in. | ⅝-in. | ¾-in. |
|---|---|---|---|
| ¾ | 2.15 | .... | .... |
| ⅞ | 2.15 | .... | .... |
| 1 | 2.15 | .... | .... |
| 1¼ | 2.15 | .... | .... |
| 1½ | 2.25 | 2.65 | 4.45 |
| 1¾ | 2.40 | 2.85 | 4.45 |
| 2 | 2.60 | 3.05 | 4.70 |
| 2¼ | 2.80 | 3.25 | 5.05 |
| 2½ | 3.05 | 3.50 | 5.35 |
| 2¾ | 3.25 | 3.80 | 5.60 |
| 3 | 3.45 | 3.95 | 5.95 |
| 3½ | 3.85 | 4.60 | 6.75 |
| 4 | 4.50 | 5.25 | 7.55 |

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

Square Head, V or U. S. S. Thread—

| Lgth. (ins) | ¼-in. | 5-16-in. | ⅜-in. | 7-16-in. | ½-in. |
|---|---|---|---|---|---|
| ⅛ | .25 | .30 | .35 | .40 | .50 |
| ¾ | .30 | .35 | .40 | .45 | .55 |
| ⅞ | .30 | .35 | .40 | .45 | .55 |
| 1 | .30 | .35 | .40 | .50 | .60 |
| 1¼ | .35 | .40 | .45 | .55 | .65 |
| 1½ | .40 | .40 | .50 | .65 | .75 |
| 1¾ | .45 | .45 | .55 | .70 | .85 |
| 2 | .50 | .55 | .65 | .80 | .95 |
| 2¼ | .... | .65 | .70 | .90 | 1.05 |
| 2½ | .... | .70 | .80 | 1.00 | 1.15 |
| 3 | .... | .... | .... | .... | 1.40 |
| 3½ | .... | .... | .... | .... | 1.65 |

| Lgth. (ins.) | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|
| ⅞ | .90 | .... | .... | .... |
| 1 | .90 | .... | .... | .... |
| 1¼ | 1.00 | 1.70 | 2.40 | .... |
| 1½ | 1.10 | 1.85 | 2.50 | 3.40 |
| 1¾ | 1.25 | 2.00 | 2.70 | 3.75 |
| 2 | 1.35 | 2.10 | 2.95 | 4.00 |
| 2¼ | 1.45 | 2.25 | 3.20 | 4.35 |
| 2½ | 1.65 | 2.40 | 3.40 | 4.65 |
| 3 | 1.85 | 2.65 | 3.90 | 5.25 |
| 3½ | 2.10 | 3.00 | 4.35 | 5.90 |
| 4 | 2.35 | 3.40 | 4.80 | 6.50 |

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Brass, Flat or Round Head—

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## RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 | .60 | .60 | .65 | ... | ... | ... | ... |
| 1 | .60 | .60 | .65 | ... | ... | ... | ... |
| 2 | .60 | .65 | .65 | ... | ... | ... | ... |
| 3 | .65 | .70 | .70 | .75 | .85 | 1.05 | 1.15 |
| 4 | .70 | .75 | .75 | .80 | .85 | 1.10 | 1.20 |
| 5 | .75 | .80 | .85 | .90 | 1.00 | 1.15 | 1.20 |
| 6 | ... | .85 | .90 | 1.00 | 1.10 | 1.15 | 1.25 |
| 7 | ... | .95 | 1.00 | 1.10 | 1.25 | 1.35 | 1.50 |
| 8 | ... | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.70 |
| 9 | ... | ... | ... | 1.50 | 1.60 | 1.75 | 1.95 |
| 10 | ... | ... | ... | 1.70 | 1.85 | 2.05 | 2.20 |
| 11 | ... | ... | ... | 1.85 | 2.10 | 3.85 | 2.55 |
| 12 | ... | ... | ... | ... | 2.35 | 2.60 | 2.85 |
| 13 | ... | ... | ... | ... | ... | ... | 3.20 |
| 14 | ... | ... | ... | ... | ... | ... | 3.55 |
| 15 | ... | ... | ... | ... | ... | ... | 3.90 |
| 16 | ... | ... | ... | ... | ... | ... | 4.65 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 6 | 1.65 | ... | ... | ... | ... | ... | ... |
| 7 | 1.70 | 2.25 | 2.80 | 3.65 | ... | ... | ... |
| 8 | 2.00 | 2.30 | 2.90 | 3.70 | ... | ... | ... |
| 9 | 2.25 | 2.55 | 2.95 | 3.75 | ... | 6.60 | ... |
| 10 | 2.45 | 3.00 | 3.30 | 3.80 | 4.95 | 6.65 | ... |
| 11 | 2.90 | 3.25 | 3.75 | 4.30 | 5.10 | 6.70 | 9.70 |
| 12 | 3.25 | 3.75 | 4.25 | 4.80 | 5.55 | 6.75 | 9.80 |
| 13 | 3.75 | 4.15 | 4.70 | 5.30 | 6.25 | 6.90 | 9.90 |
| 14 | 4.10 | 4.65 | 5.15 | 5.90 | 6.85 | 7.50 | 10.00 |
| 15 | 4.60 | 5.35 | 6.05 | 6.85 | 7.50 | 8.30 | 10.25 |
| 16 | 5.05 | 5.85 | 6.65 | 7.50 | 8.35 | ... | ... |
| 17 | ... | 6.40 | ... | 8.20 | 9.10 | ... | ... |
| 18 | ... | 7.60 | ... | 9.75 | 10.75 | ... | ... |

Flat Head, Bright—

| Size. | ¼-in. | ⅜-in. | ½-in. | ⅝-in. | ¾-in. | ⅞-in. | 1-in. |
|---|---|---|---|---|---|---|---|
| 0 to 2 | .40 | .40 | ... | ... | ... | ... | ... |
| 3 | .40 | .40 | .40 | .40 | .40 | .40 | .45 |
| 4 | .40 | .40 | .40 | .40 | .40 | .40 | .45 |
| 5 | ... | .40 | .40 | .40 | .45 | .45 | .45 |
| 6 | ... | .40 | .45 | .45 | .45 | .50 | .50 |
| 7 | ... | .45 | .45 | .45 | .50 | .55 | .50 |
| 8 | ... | .45 | .50 | .50 | .50 | .55 | .55 |
| 9 | ... | .50 | .50 | .50 | .55 | .60 | .60 |
| 10 | ... | ... | .55 | .55 | .60 | .65 | .65 |
| 11 | ... | ... | .60 | .60 | .60 | .65 | .70 |
| 12 | ... | ... | .65 | .65 | .65 | .70 | .75 |
| 13 | ... | ... | ... | .65 | .70 | .75 | .85 |
| 14 | ... | ... | ... | .70 | .80 | .80 | .90 |
| 15 | ... | ... | ... | ... | .85 | .90 | 1.05 |
| 16 | ... | ... | ... | ... | .95 | 1.05 | 1.30 |
| 17 | ... | ... | ... | ... | ... | ... | 1.40 |
| 18 | ... | ... | ... | ... | ... | ... | 1.50 |
| 20 | ... | ... | ... | ... | ... | ... | 1.85 |

| Size. | 1¼-in. | 1½-in. | 1¾-in. | 2-in. | 2¼-in. | 2½-in. | 3-in. |
|---|---|---|---|---|---|---|---|
| 3 | .45 | .50 | ... | ... | ... | ... | ... |
| 4 | .50 | .55 | ... | ... | ... | ... | ... |
| 5 | .50 | .60 | .70 | .75 | .80 | 1.00 | ... |
| 6 | .55 | .60 | .70 | .80 | .85 | 1.05 | 1.55 |
| 7 | .60 | .65 | .75 | .80 | .85 | 1.10 | 1.60 |
| 8 | .60 | .70 | .80 | .85 | .90 | 1.15 | 1.60 |
| 9 | .65 | .70 | .80 | .85 | .95 | 1.20 | 1.65 |
| 10 | .70 | .75 | .85 | .90 | 1.05 | 1.25 | 1.65 |
| 11 | .75 | .80 | .90 | .95 | 1.10 | 1.30 | 1.70 |
| 12 | .80 | .85 | .95 | 1.05 | 1.15 | 1.35 | 1.75 |
| 13 | .90 | .95 | 1.05 | 1.15 | 1.25 | 1.40 | 1.80 |
| 14 | 1.00 | 1.05 | 1.15 | 1.30 | 1.40 | 1.55 | 1.85 |
| 15 | 1.10 | 1.20 | 1.35 | 1.45 | 1.65 | 1.75 | 2.00 |
| 16 | 1.30 | 1.50 | 1.55 | 1.65 | 1.85 | 1.90 | 2.20 |
| 17 | 1.45 | 1.70 | 1.85 | 1.95 | 2.00 | 2.20 | 2.55 |
| 18 | 1.75 | 2.00 | 2.10 | 2.20 | 2.40 | 2.45 | 2.90 |
| 20 | 2.10 | 2.25 | 2.35 | 2.55 | 2.80 | 3.05 | 3.40 |

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, any length, 10c each; 5-16, 10c; ⅜, 12c; 7-16, 15c; ½, 18c; ⅝, 25c; ¾, 30c; ⅞, 35c; 1-inch, 40c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

| | ⅛, 5-16-in. | | ⅜-in. | | ½-in. | | ⅝-in. | | ¾-in. | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 | Doz. | 100 |
| 1 | .40 | 2.70 | ... | ... | ... | ... | .... | .... | .... | .... |
| 1½ | .40 | 2.70 | ... | ... | ... | .... | .... | .... | .... | .... |
| 1½ | .40 | 2.70 | .50 | 3.25 | ... | .... | .... | .... | .... | .... |
| 1¾ | .45 | 2.95 | .55 | 3.55 | ... | .... | .... | .... | .... | .... |
| 2 | .45 | 2.95 | .55 | 3.55 | .75 | 4.95 | .... | .... | .... | .... |
| 2½ | .50 | 3.20 | .60 | 3.85 | .80 | 5.35 | 1.20 | 7.80 | .... | .... |
| 3 | .50 | 3.40 | .65 | 4.15 | .90 | 5.80 | 1.25 | 8.40 | 1.80 | 11.90 |
| 3½ | .55 | 3.65 | .70 | 4.50 | .95 | 6.25 | 1.35 | 9.00 | 1.90 | 12.75 |
| 4 | .60 | 3.90 | .75 | 4.80 | 1.00 | 6.65 | 1.45 | 9.60 | 2.05 | 13.55 |
| 4½ | .65 | 4.15 | .75 | 5.10 | 1.05 | 7.10 | 1.55 | 10.20 | 2.15 | 14.40 |
| 5 | .65 | 4.40 | .80 | 5.45 | 1.15 | 7.50 | 1.65 | 10.80 | 2.30 | 15.25 |
| 5½ | .70 | 4.60 | .85 | 5.70 | 1.20 | 7.95 | 1.70 | 11.40 | 2.40 | 16.10 |
| 6 | .75 | 4.85 | .90 | 6.05 | 1.25 | 8.40 | 1.80 | 12.00 | 2.55 | 16.95 |
| 6½ | ... | .... | .95 | 6.35 | 1.35 | 8.80 | 1.90 | 12.60 | 2.65 | 17.75 |
| 7 | ... | .... | 1.00 | 6.65 | 1.40 | 9.25 | 2.00 | 13.20 | 2.80 | 18.60 |
| 7½ | ... | .... | 1.05 | 7.00 | 1.45 | 9.70 | 2.05 | 13.80 | 2.90 | 19.45 |
| 8 | ... | .... | 1.10 | 7.30 | 1.50 | 10.10 | 2.15 | 14.40 | 3.05 | 20.30 |
| 9 | ... | .... | .... | .... | 1.65 | 11.00 | 2.35 | 15.60 | 3.30 | 22.00 |
| 10 | ... | .... | .... | .... | 1.75 | 11.85 | 2.55 | 16.80 | 3.55 | 23.65 |
| 12 | ... | .... | .... | .... | .... | .... | 2.90 | 19.20 | 4.05 | 27.00 |

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 75c; 52, 85c; 52½, $1.10; 53, $1.15; 53½, $1.40; 54, $2.65; 210, $1.90; 215, $2.25; 218, $2.75.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

| No. | Each. |
|---|---|
| 400 | 2.50 |
| 450 | 2.35 |

Weed—

| | |
|---|---|
| 300 | 2.50 |
| 350 | 2.35 |

Grass—

| No. | Each. |
|---|---|
| 200 | 2.50 |
| 250 | 2.35 |
| 100 | 2.50 |
| 150 | 2.35 |

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut; 15c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut 22c; 17c full sheet.

SHIELDS—Expansion—Sebco—Per hundred list.

| | | | |
|---|---|---|---|
| 3-16 inch | 13.00 | ½ | 38.00 |
| ¼ | 15.00 | ⅝ | 45.00 |
| 5-16 | 18.00 | ¾ | 65.00 |
| ⅜ | 25.00 | ⅞ | 95.00 |
| 7-16 | 32.00 | 1 | 110.00 |

SHINGLES—Tin, 5x7, $8.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 25c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 25c lb. Buck, Nos. 1, 2, 3, 25c lb. Drop, Nos. 1 to 12, B. BB. BBB, 25c lb. Chilled, 8 to 9, 25c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.85; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—

| | |
|---|---|
| No. 1 | 4.25 |
| No. 2 | 5.00 |
| No. 3 | 6.50 |
| No. 4 | 7.00 |
| No. 5 | 9.50 |
| Jr. Racer | 5.50 |

Racer ..... 6.75

Fire Fly—

| | |
|---|---|
| No. 9 | 2.75 |
| No. 10 | 3.25 |
| No. 11 | 4.00 |
| No. 12 | 4.50 |
| Racer | 4.75 |

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 60c lb.; No. 1, 90-100, 60c; Wiping, 40-60, 50c; Wire, 50-50, 60c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

| | Each | | |
|---|---|---|---|
| Official Baseballs | 2.50 | Handballs | .35 |
| Second Grade Baseb'ls | 2.00 | Boxing Gloves, 8-oz. | 13.50 |
| Playground B. B., Out or Plain Seam— | | Striking Bags | 9.00 |
| 14-inch | 3.00 | Championship Tennis Balls | .55 |
| 12-inch | 2.75 | Best Grade Rackets, Sutton | 12.00 |
| Baseball Bats, league | 1.75 | Cotton Gym Shirts | .75 |
| Baseball Masks, " | 10.00 | White Running Pants | 1.00 |
| Chest Protectors | 8.50 | Bike Jockey Strap | .75 |
| Official— | | Rubber Soled Tennis | |
| Rugby Footballs | 10.00 | Gym Shoes | 1.95 |
| Soccer Footballs | 12.00 | Rubber Soled Tennis or Gym High | 2.25 |
| Basketballs | 15.00 | Basketball Shoes | 5.00 |
| Volley Balls | 8.00 | | |

SPRAYERS—Myers' Bucket Pump, 8 lbs., $9.50 each; 6 lbs., $7.00. Hand—Faultless, 70c each; Misty, 60c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $6.55; Barnes, 276, $9.50; Little Giant, $27½, $5.75; Acme Pressure 845, $8.50; Defiance, No. 324, $8.50.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ⅜, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 25c each; 10-inch, 30c; 11-inch, 40c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each, 15c. Torrey Screen Door, 39 in steel rod, 50c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.00 each; 8 feet, $3.25; 8 feet, galvanized, $2.50.
Pluvius—Revolving Brass Spon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.25.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.00.
Rose—3-inch perforated oblong plate spray, 75c each.
Ross—Perforated oblong plate spray, 75c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.25 each; 7 feet, $2.50; 8 feet, $3.00.

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## RETAIL SELLING PRICES—Continued.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 12½c. Poultry Wire—¾-inch, 15c lb.

STARRETTS TOOLS—Add to Catalogue—

Micrometers, 50%
Thickness Gauges, 50% — End Meas. Rods, 50%
Gr. Flat Stock, 50% — Caliper Gauges, 50%
Handy Equiv. Table, 50% — Micrometer Cases, 50%
Balance of Book (not itemized) add to list 40%.

STEEL—Mild—See—Iron. Tool, 22c; Drill, Co., 20c.

STONES—Carborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111, $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 121, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 87, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, $3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.50 each; 20, $5.00; 22, $8.75; 122, $9.75; 418, $10.00; 518, $14.25; 818, $17.25; 918, $19.50; 1018, $5.75; 1318, $8.00; 1518, $15.00; 1618, $21.75; 1718, $24.75; 1818, $28.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissel's American Queen, $8.00; Club, $14.00; Elite, $8.75; Gold Medal, $7.00; Grand Rapids (Nic), $7.00; Grand Rapids (Jap), $6.75; Grand (Jap), $8.00; Parlor Queen, $8.25; Princess, $7.75; Prize, $7.00; Universal (Nic), $7.25; Universal (Jap), $6.50.

Vacuum—Superba, $13.50; Grand Rapids, $11.00; Household, $9.50. On account of the freight, retail prices 50 cents higher prevail in the following Western and Southern states: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters'—No. 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c. Carpet—Cut, ¼-lb. papers—No. 4, 12¼c; 6, 12½c; 8, 12½c;10, 10c; 12, 10c. Wire, ⅛ lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 40c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c.

Gimp—⅛ lb., 2½, 10c box; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 15c; 8, 15c; 10, 15c; 12 to 16, 15c. Cut, in bulk, No. 3, 45c lb.; 4, 40c; 6, 40c; 8, 40c; 10, 40c; 12, 40c.

Double Pointed—Blued, ⅛ lb. papers, No. 9, 10c box; 10, 10c; 11, 10c; 12, 10c. Blued in bulk, No. 9, 45c lb.; 10, 45c; 11, 45c; 12, 45c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

| Asses' Skin No. | Each |
|---|---|
| 710 | .85 |
| 713 | 1.25 |
| 715 | 1.75 |
| 716 | 2.00 |
| 730 | .90 |
| 733 | 1.45 |
| 735 | 1.80 |
| 736 | 2.25 |
| **Linen** | |
| 1030 | 1.40 |
| 1033 | 2.25 |
| 1035 | 2.90 |
| 1036 | 3.35 |
| **Metallic** | |
| 500 L | 4.00 |
| 503 L | 6.00 |
| 505 L | 7.50 |
| 506 L | 9.00 |

| Pocket | |
|---|---|
| 143 | .95 |
| 145 | 1.10 |
| 165 | .25 |
| 3143 | .60 |
| 8175 | .50 |
| **Steel** | |
| 240 | 6.00 |
| 243 | 7.00 |
| 245 | 9.25 |
| 246 | 12.00 |
| 260 | 6.25 |
| 263 | 7.50 |
| 265 | 9.75 |
| 266 | 12.75 |
| 550 | 5.50 |
| 553 | 7.00 |
| 555 | 9.25 |
| 556 | 12.00 |
| **Surveyors'** | |
| 276 D | 14.75 |
| 5100 | 11.00 |

STEEL TAPES—

| | | | |
|---|---|---|---|
| 100 | .55 | 203 | .95 |
| 103 | .80 | 205 | 1.35 |
| 200 | .60 | 206 | 1.65 |

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.85.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 7x7 | 14.80 | 17.80 | 16x18 | 57.25 | 67.35 |
| 7x9 | 17.55 | 20.45 | 16x20 | 63.10 | 73.65 |
| 9x9 | 20.25 | 23.70 | 16x24 | 71.85 | 83.60 |
| 9½x12 | 23.85 | 27.85 | 16x30 | 86.95 | 101.30 |
| 12x14 | 32.00 | 37.85 | A or Wedge— | | |
| 12x18 | 39.50 | 46.15 | 5x7 | 9.25 | 10.75 |
| 14x16 | 42.00 | 49.30 | 7x7 | 11.65 | 13.60 |
| 14x20 | 52.15 | 60.60 | 7x9 | 13.95 | 16.35 |

Flys Half Price of Tents.

Wagon Covers—Single Filling—

| Size | 8-oz. | 10-oz. | Size | 8-oz. | 10-oz. |
|---|---|---|---|---|---|
| 10x14 | 8.85 | 11.10 | 12x16 | 12.90 | 15.90 |
| 10x16 | 10.15 | 12.70 | 12x18 | 14.35 | 17.90 |

Stockmen's Bed Sheets—Single Filling—

| Size | 8-oz. | 10-oz. | 12-oz. |
|---|---|---|---|
| 6x12 | 5.00 | 6.50 | 7.50 |
| 6x14 | 5.85 | 7.50 | 8.75 |
| 7x14 | 8.35 | 10.85 | 12.25 |
| 7x16 | 9.85 | 12.50 | 14.10 |

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 8-in. to 7-in. Adj., 15c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.25 per 100 feet; ¾x1, $3.25.
Shingles—5x7, $3.50 per 100 ft.
Valley—14-inch, 17c per foot, $15.00 per roll; 20-inch, 25c per foot, $22.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

| Length | —Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 6.00 | 8.00 | 12.50 |
| 3½-inch | 6.25 | 8.00 | 9.00 |
| 4 | 6.75 | 8.50 | 13.80 |
| 5 | 7.50 | 9.25 | 14.80 |
| 6-inch | 8.00 | 10.00 | 15.00 |

Sebco No. 5—With either round or flat head machine screws—

| Length | —Diameter— ⅛-in. | 3-16-in. | ¼-in. |
|---|---|---|---|
| 3-inch | 2.63 | 3.15 | 3.50 |
| 4-inch | 2.97 | 3.50 | 3.85 |
| 5-inch | 3.32 | 3.85 | 4.20 |
| 6-inch | 3.67 | 4.20 | 4.55 |

TORCHES—Clayton & Lambert—No. 28, Alcohol, $4.25 each. Gasoline—No. 14, $6.50 each; 37, $11.00; 38, $11.75; 31, $12.50; 32, $13.00; 48, $15.00; 62, $17.00; 112, $11.75.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood 1, $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 65c each: 1 Newhouse, 75c; 1½ Newhouse, $1.15; 2 Newhouse, $1.65; 3 Newhouse, $2.25; 4 Newhouse, $2.75; 5 Newhouse, $20.00; 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 90c; 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 45c; 2 Victor, 60c; 3 Victor, $1.00; 4 Victor, $1.25.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 40c.

Mole—Reddick, $1.35 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 10c; Delusion, 25c; Holdem, 65c; Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.15; Holdem, large, $1.35.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, $1.25 lb. Budding, $1.25.
Flax—18 BB, $1.00 lb.; 24 BB, $1.00; 18 BC, $1.10; 24 BC, $1.10; 36 BC, $1.10.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

| Standard Globe and Angle Valves— | | Standard Gate Valves— | |
|---|---|---|---|
| ⅛ | .95 | ⅛ | 1.95 |
| ¼ | .95 | ¼ | 1.90 |
| ⅜ | 1.00 | ⅜ | 1.90 |
| ½ | 1.30 | ½ | 2.05 |
| ¾ | 1.65 | ¾ | 2.55 |
| 1 | 2.35 | 1 | 3.50 |
| 1¼ | 3.30 | 1¼ | 4.60 |
| 1½ | 4.55 | 1½ | 6.25 |
| 2 | 6.90 | 2 | 9.25 |

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## RETAIL SELLING PRICES—Continued.

### TINWARE

**Wash Boilers**

| | |
|---|---|
| 8 | 10.75 |
| 9 | 10.25 |
| 28 A | 4.25 |
| 29 A | 4.50 |
| 128 B | 4.50 |
| 129 B | 4.75 |
| 229 B | 4.75 |

**Wash Bowls**

| | |
|---|---|
| 07 | .25 |
| 08 | .30 |
| 7 | .40 |
| 8 | .50 |

**Covered Buckets**

| | |
|---|---|
| 11 | .20 |
| 12 | .30 |
| 13 | .35 |
| 14 | .45 |

**Dinner Buckets**

| | |
|---|---|
| 1 | .85 |
| 2 | 1.00 |
| 3 | 1.15 |
| 04 | 1.25 |
| 30 | .85 |
| 40 | 1.00 |
| 600 | 1.75 |
| 675 | 1.85 |

**Milk Cans**

| | |
|---|---|
| 1 | .40 |
| 3 | .70 |
| 4 | .90 |
| 01 | .40 |
| 03 | .70 |
| 04 | .90 |
| 12 | 2.50 |
| 14 | 3.00 |
| 500 | 4.00 |
| 503 | 5.75 |
| 505 | 6.00 |
| 510 | 9.00 |

**Oil Cans**

| | |
|---|---|
| 10 | .30 |
| 81 | .60 |

**Pot Covers**

| | |
|---|---|
| 6 | .10 |
| 10 | .15 |
| 12 | .25 |
| 18 | .30 |
| 14 | .35 |
| 15 | .50 |

**Cups**

| | |
|---|---|
| 09 | .20 |
| 010 | .25 |
| 23 | .30 |
| 023 | .15 |
| 211, 212 | .10 |
| 214 | .20 |

**Cutters**

| | |
|---|---|
| All sizes | .15 |

**Dippers**

| | |
|---|---|
| 01 | .25 |
| 2 | .15 |
| 02 | .30 |
| 03 | .45 |
| 4 | .25 |
| 9 | .30 |
| 10 | .35 |
| 32 | .30 |
| 34 | .35 |
| 35 | .40 |
| 42 | .50 |
| 208 | .75 |

**Forks**

| | |
|---|---|
| 1, 2, 3, 4 | .10 |
| 5, 6 | .15 |
| 314 | .25 |
| 318 | .30 |
| 421 | .10 |

**Funnels**

| | |
|---|---|
| 10, 15, 20 | .10 |
| 25 | .20 |
| 30 | .20 |
| 35 | .20 |
| 120 | .25 |
| 125 | .30 |
| 130 | .35 |
| 220 | .75 |
| 225 | .85 |
| 230 | 1.25 |
| 235 | 1.50 |

**Tea Kettles**

| | |
|---|---|
| 01½ | .55 |
| 02 | .60 |
| 027 | .55 |
| 029 | .75 |
| 047 | 2.25 |
| 049 | 3.00 |
| 067 | 2.75 |
| 069 | 3.75 |

**Preserving Kettles**

| | |
|---|---|
| 160 | .45 |
| 200 | .65 |
| 240 | .85 |
| 280 | 1.05 |
| 320 | 1.30 |

**Moulds**

| | |
|---|---|
| 2 Melon | 1.65 |
| 4 Melon | 2.25 |
| 08 Jelly | .15 |
| 15 Jelly | .35 |
| 61 Cake | .50 |
| 62 Cake | .65 |

**Dairy Pails**

| | |
|---|---|
| 10 | .90 |
| 12 | 1.00 |
| 14 | 1.10 |
| 40 | .35 |
| 60 | .45 |
| 80 | .50 |
| 100 | .55 |
| 104 | 1.25 |
| 105 | 1.50 |
| 120 | .65 |
| 124 | 1.50 |
| 125 | 1.65 |
| 140 | .70 |
| 144 | 1.65 |
| 512 | 2.25 |
| 514 | 3.00 |

**Bread Pans**

| | |
|---|---|
| 01 | .25 |
| 03 | .30 |
| 15 | .20 |
| 020 | .20 |
| 110 | .35 |
| 120 | .45 |
| 130 | .60 |

**Cake Pans**

| | |
|---|---|
| 5 | .15 |
| 7 | .35 |
| 15 | .20 |
| 031 | .15 |
| 032 | .20 |
| 034 | .30 |
| 041 | .20 |
| 043 | .30 |
| 72 | .40 |
| 74 | .55 |

**Dish Pans IX Tin**

| | |
|---|---|
| 10 | .90 |
| 14 | 1.05 |
| 17 | 1.35 |
| 21 | 1.60 |

**IXXX Tin**

| | |
|---|---|
| 17 | 2.00 |
| 21 | 2.10 |
| 80 | 3.10 |

**Milk Pans**

| | |
|---|---|
| 200 | .10 |
| 202 | .15 |
| 204 | .20 |
| 206 | .25 |
| 2100 | .35 |
| 2120 | .40 |
| 800 | .15 |
| 801 | .20 |
| 802 | .30 |
| 804 | .40 |
| 806 | .50 |
| 3100 | .65 |
| 3120 | .85 |
| 504 | .40 |
| 506 | .50 |
| 510 | .75 |

**Muffin Pans**

| | |
|---|---|
| 6 | .35 |
| 8 | .45 |
| 9 | .55 |

**Pie Pans**

| | |
|---|---|
| 6 | .10 |
| 7 | .10 |
| 10 | .15 |
| 75 | .25 |

**Sauce Pans**

| | |
|---|---|
| 012 | .40 |
| 016 | .50 |
| 020 | .60 |
| 024 | .85 |
| 028 | 1.05 |

**Coffee Pots**

| | |
|---|---|
| 1 | .40 |
| 2 | .45 |
| 4 | .65 |
| 6 | 1.00 |

**Tea Pots**

| | |
|---|---|
| 240 | .35 |
| 242 | .50 |

**Flour Sieves**

| | |
|---|---|
| 2 | .30 |
| 316 | .30 |
| 318 | .35 |

**Flour Sifters**

| | |
|---|---|
| 1 | .40 |
| 4 | .50 |
| 5 | .30 |
| 10 | .30 |

**Skimmers**

| | |
|---|---|
| 10 | .25 |
| 45 | .10 |

**Strainers**

| | |
|---|---|
| 2 | .15 |
| 3 | .20 |
| 10 | .40 |
| 20 | .50 |
| 38 | .75 |
| 110 | .45 |
| 112, 121 | .60 |
| 128 | .65 |

**WAGONS—Boys'—**

**American**

| No. and Size. | Each. |
|---|---|
| 118— 8x18 | 2.00 |
| 120— 9x20 | 2.25 |
| 122—10x22 | 2.50 |
| 124—11x24 | 3.00 |
| 126—12x26 | 3.50 |
| 128—13x28 | 4.00 |
| 130—14x30 | 4.50 |
| 132—15x32 | 5.00 |

**Samson**

| | |
|---|---|
| 326—12x26 | 4.00 |
| 328—13x28 | 4.25 |
| 332—15x32 | 5.50 |
| 336—16x36 | 7.25 |

**Wagners—**

| | |
|---|---|
| No. 18 | 10.00 |
| No. 20 | 11.50 |
| No. 24 | 13.00 |

**Coaster—Star—**

| | |
|---|---|
| No. 10 | 9.50 |
| No. 20 | 10.50 |
| No. 30 | 11.50 |
| No. 40 | 12.50 |

**Mars-Wells—**

| | |
|---|---|
| No. 10 | 7.50 |
| No. 11 | 8.00 |
| No. 12 | 9.50 |

**WASHERS**—Cast Iron—Size ½ to 2, 13c lb.; Angle, 14c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Size 3-16, 29c lb.; ¼, 24c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

**WASTE**—Cotton—No. 6X White, 28c lb.; 1 White, 26c; 2 White, 35c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

**WAX**—Floor 95c lb.

**WEANERS**—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

**WEDGES**—Truckee-Alki, lb., 20c; Oregon-Atha, 20c; Cedar-Atha, 22c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

**WHEELBARROWS**—Brick—No. 10 B, $15.25 each; 20, $15.00..
Garden—No. 2, 4½ cu. ft. capacity, $10.50 each; No. 3, 5½ cu. ft., $11.75; No. 21 (Toledo Clipper), $6.25.
Railroad—No 15, $6.00 each; No. 17, $6.50; No. 19, $10.00.
Steel Tray and Frame—No. AX, $14.50 each; 4, $16.00; 5, $18.00; 10, $23.75.

**WICKS**—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅝-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 25c.

**WIRE—**

| Per 100 lbs. | Plain Fence. Black. | Galv. | Baling. |
|---|---|---|---|
| 3 gauge | 6.60 | .... | .... |
| 4 | 6.60 | 7.30 | .... |
| 6-8-9 | 6.50 | 7.20 | .... |
| 10 | 6.50 | 7.25 | .... |
| 11 | 6.60 | 7.30 | .... |
| 12 | 6.60 | 7.35 | .... |
| 13 | 6.75 | 7.45 | .... |
| 14 | .... | 7.55 | 7.00 |
| 15 | .... | 8.00 | 7.10 |
| 16 | .... | 8.10 | 7.20 |
| 17 | .... | .... | 7.50 |
| 18 | .... | 9.00 | .... |

Barbed Fence—Glidden Pat., $6.90; Glidden Galv., $7.60; Baker Pat., $7.15; Baker Galv., $7.85. Waukeganito Galv., $8.50.

| | Hog. | Cattle. |
|---|---|---|
| Am. Special Galv., 80-rod spools, each | 4.70 | 4.55 |
| Glidden, 80-rod spools, each | 6.50 | 6.40 |

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 15c each.

**WIRE CLOTH**—See Cloth.

**WOODENWARE**—Boards, Pastry—16-inch, $1.10 each.
Bowls, Chopping—11-inch, 50c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling—65c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

**WOOL**—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00. 3-oz. packages, 30c each.

**WRINGERS**—Mop—Vanco 78, $4.50; 88, $4.00; 89, $5.00. Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $8.00; 8, $5.25.

**WRENCHES—**

| | Agr. | Coes. | Barcalo Semi-fin. Crescent. | Stillson Trimo. | Barca's Model N. |
|---|---|---|---|---|---|
| 6-inch | 1.00 | 1.65 | 1.25 | 1.65 | 1.15 |
| 8-inch | 1.15 | 2.00 | 1.25 | 1.85 | 1.40 |
| 10-inch | 1.35 | 2.50 | 1.50 | 2.10 | 1.75 |
| 12-inch | 1.75 | 3.60 | 2.00 | .... | 2.65 |
| 15-inch | 2.15 | 4.15 | 2.75 | .... | 4.00 |
| 18-inch | .... | 5.50 | 4.00 | .... | .... |
| 21-inch | .... | 6.75 | 6.00 | 4.10 | .... |

**ZINC**—Full sheets, 85c lb.; less than sheets, 40c lb.

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## *Order Your Viko Hot Water Bottles Now*

**Winter brings a big increase in hot water bottle sales. You can get a share of this business. Stock, and display, the Viko Hot Water Bottle. It is not only an aid to cold weather comfort, but is invaluable in the sick room. Each bottle comes with flannel jacket.**

**The Viko bottle is but one of dozens of items in the Viko line of aluminum ware—a line known everywhere as a leader. Viko utensils are of improved design, sturdily constructed of thick sheet aluminum, and retail profitably at a popular price. For dealer proposition—**

***Ask Your Jobber***

**Aluminum Goods Manufacturing Company**
**General Offices: Manitowoc, Wisconsin, U. S. A.**
***Makers of Everything in Aluminum***

# VIKO

# The Popular Aluminum

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# Business Opportunities

**WANT TO HEAR FROM OWNER**
Having Hardware or other business for sale. Give cash price and information. John J. Black, 229th St., Chippewa Falls, Wisconsin.

**WANTED**
Experienced general hardware road Salesman. Age about 30. State experience and record. Drawing account and bonus. Eastern Washington. Splendid opportunity for right man. Address XYZ, care HARDWARE WORLD.

**FOR SALE**
**A new clean stock of Hardware and Household Utensils, all less than two years old. A good assortment of salable goods and up-to-date fixtures bought at the right prices. Stock and fixtures will amount to about $20,000.00.**
**In very best business location in the city. In the most prosperous city of southern Arizona, with a population of over 20,000. A good opportunity for anyone to get into a hardware business.**
**Reason for selling is that owner wants to reduce his business responsibilities as he has other interests to look after. Add. "Arizona," Care HARDWARE WORLD.**

**WANTED**
Hardware or Plumbing Supply Salesman to sell for Manufacturers to Jobbers. An excellent opportunity for a live man who knows the game. State experience and salary desired. All communications confidential. Address Box 755, care of HARDWARE WORLD.

**WANTED**
Position as Road Salesman for Wholesale Hardware Firm, Plumbing Supply House or Electrical Supply House. Extensive experience and references. Address Box 61, care HARDWARE WORLD.

**FOR SALE**
Hardware, Furniture and Implement business in one of the best irrigated sections of the Sacramento valley. Stock will invoice between $35,000 and $40,000. A good business with a big future. Sales for the first six months of 1920, $50,000. Buildings for sale or lease. Address C. & H., care HARDWARE WORLD.

**FOR SALE**
Thriving Hardware and Furniture business in Rocky Ford, Colorado, one of the best towns of its size in the country, located in a prosperous irrigated section. Business in flourishing condition and increasing each year. Stock clean and bought at right prices. Business is clearing big money over and above salaries of proprietors. Low rent. Stock and fixtures will inventory about $17,000. No bonus asked. Proprietor wishes to retire. Anyone interested write for further particulars. Address Butterfields, Rocky Ford, Colorado.

**FOR SALE**
At a bargain—1 No. 51 Round Oak Base Burner; 1 No. 172 Columbian Art Base Burner. A-1 condition. Address Roanoke Hdwe. Co., Roanoke, Ill.

**SALESMEN FOR TURNBUCKLES**
We have in stock 250,000 imported turnbuckles, all sizes, well finished, nickeled. Want a salesman who knows line and trade thoroughly. To right man we offer splendid chance—either salary or commission basis. Will consider proposition for handling as side line. Address Lounis & Co., Inc., 292-294 Church St., New York City, N. Y.

**AGENTS WANTED**
Specialty men to carry side line. Big proposition that every farmer wants. Ready sale to hardware and implement dealers. Splendid profits. Write at once for exclusive territory. Warner Manufacturing Company, Ottawa, Kansas.

**FOR SALE**
A good Hardware business in Spokane, Washington, invoicing $3500 to $4500 in stock and fixtures. Good location and good reason for selling. Address F. H. C., care HARDWARE WORLD.

**SITUATION WANTED**
Capable and experienced Hardware Manager, 35, married, wishes to make change about 1st of year. At present manager of retail department of wholesale hardware house. Am a man of good executive ability, experienced salesman, buyer and manager. Address P. P. M., care HARDWARE WORLD, 1220 Boatsmen's Bank Bldg., St. Louis, Missouri.

**FOR SALE**
Completely equipped tin shop in live central Washington town. Fine location and good business possibilities. $400.00 will handle this deal, balance as you make it. A chance for a live man. Address W. W. H., care HARDWARE WORLD.

**FOR SALE**
Old established hardware business in city of 60,000. 50 miles from San Francisco. Stock all clean and up-to-date. Stock and fixtures $20,000. Doing good business. Sickness reason for selling. Will bear close investigation. Address P. H. C., care HARDWARE WORLD.

**WANTED**
**Party with $15,000 or $20,000 cash to invest in established jobbing business in California, to take active part. Must give good references. Box 409, HARDWARE WORLD.**

**WANTED**
First-class Window Trimmer; one capable of Store Arrangement and also understanding hardware and sporting goods stock. Address O. H. care HARDWARE WORLD for application blank.

**TRADE RHYMES $1.00**
Any advertiser can have a three verse trade rhyme or five two-line slogans sent them on approval by investing $1.00. Send any suggestions or circulars to (Raegtherhymer) H. Summer Geer, Studio No. 62, 209 Dyckman St., New York City. Suggestions selected and used $1.00 each.

**FOR SALE**
Hardware Store, clean up-to-date stock hardware and household utensils. One of the best locations in San Francisco. Excellent lease, cheap rent. Ten to twenty thousand will handle. Address T. K., care HARDWARE WORLD.

**WANTED**
Position as Manager of Hardware Store. Have had extensive experience in management of hardware, plumbing and electrical supplies. Will accept suitable, or salary and working interest. References. Address Box 16, care HARDWARE WORLD.

**TRAVELING SALESMAN WANTED**
One wanted to sell Coal, Gas Ranges and Oil Stoves in Michigan. Also Salesman to sell Southeastern States. Address Box 220, care HARDWARE WORLD, Boatmans Bank Building, St. Louis, Missouri.

**FOR SALE**
**125 pair No. 1 B. 27½ Expansion Ball Bearing Trolley Door Hangers, manufactured by Richards-Wilcox. Address C. W. H., care HARDWARE WORLD.**

**STOVE SALESMAN**
For States of Arkansas, Oklahoma, Louisiana and Texas to sell high grade Porcelain Enameled Coal Ranges. New Company. We want only men who can produce. Address R, care HARDWARE WORLD.

**FOR SALE**
Hardware Store located in the best business town in the Southwest. For particulars write Gallup Tin & Hardware Company, Gallup, New Mexico.

**FOR SALE OR LEASE**
**Rolling Mill complete. 8, 10, 16 and 18 inch Mill for rolling steel and iron. Best reason for selling. With or without real estate. A chance of a lifetime. Address Box 43, care HARDWARE WORLD.**

**SYSTEMATIZE YOUR STOCK BINS**
**Bin label cards for Ford Auto parts, sheet metal card holders, transparent celluloid card covers, bin markers and stock record cards for mill, hardware, auto and plumbing supplies. Send for samples and prices, and free booklet, "How to Systemize the Stock Room." Haddon Bin Label Company, Haddon Heights, N. J.**

**WANTED**
**Accountant not over thirty-five years old, experienced in hardware store work on single and double entry system, familiar with names and prices on hardware merchandise. Must be willing to travel extensively. State details of education, experience and salary expected. Address reply to Box 437, care HARDWARE WORLD.**

**FOR SALE**
A complete line of hardware, building material, plumbing goods, lumber, etc. The same will invoice about $25,000. Located in a thriving and growing community of about 10,000 people and doing a business of about $80,000 per year. Located fifty miles from railroad—therefore able to make good profits. Reason for selling is, owner wishes to retire from business. Terms: one half down, balance on time to suit purchaser. Address L. A. H. Co., care HARDWARE WORLD.

**FOR SALE CHEAP**
**50,000 prs. 2x2 and 2½x2½ tight pin sheradized steel butts; 60,000 4½-in. Hinge Hasps. Union Steel Spec. Co., 5605 Wayne, Chicago.**

**COMMISSION MEN! LIVE WIRES!**
Prepare now for big earnings during 1921.
We want live, honest, conscientious commission men in every state—
WORKERS
Big commissions and full credit on all repeats. Exclusive territory on big selling, well advertised specialties. $20 to $75 per day can, and is being earned. Workers only. References necessary. Capital not necessary. Reliability insisted on. Address C. C. G., care HARDWARE WORLD.

**FOR SALE**
Good clean stock of Hardware, Implements and Plumbing goods. Invoice about $6500.00. Excellent farming and fruit country to draw from. Center of prune district. This is a good going business; stock was turned over four times last year. Address Riddle Hardware Company, Riddle, Oregon.

Beware of the would-be Auto-Solomon, my son; the man whose advice is as free as the Flu, as light as thistledown, and as valueless as a last year bird's nest.

When an engine dies on a busy street crossing, the autoist goes into mourning, and the traffic officer looks grave, but the words used are not always fitting for a funeral service.

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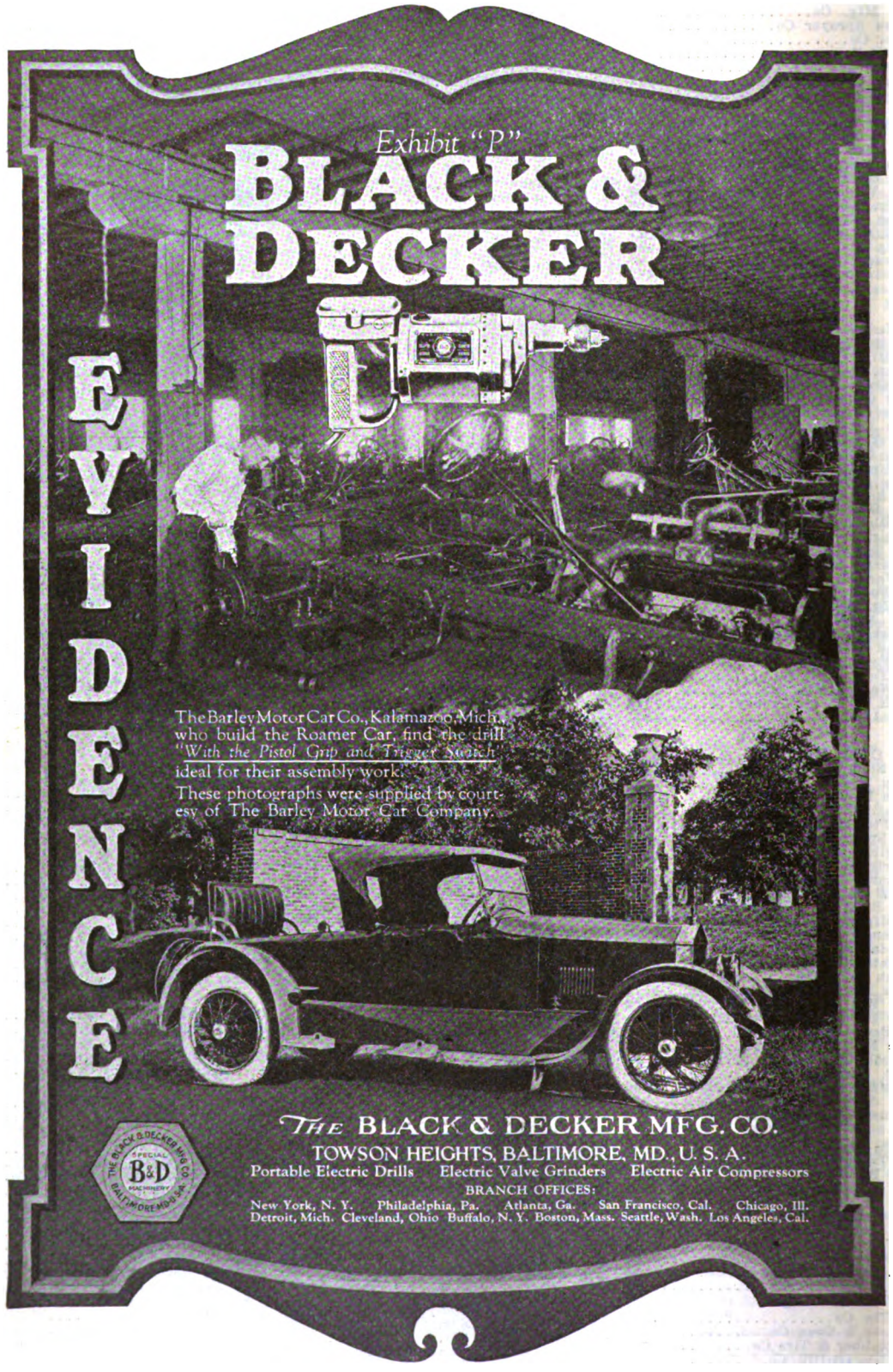
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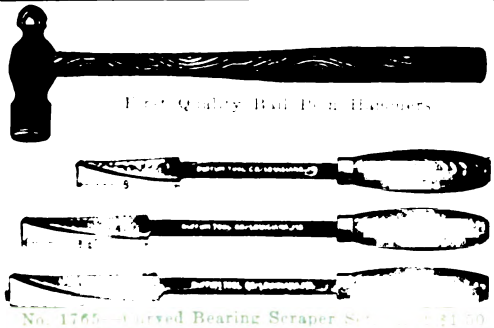
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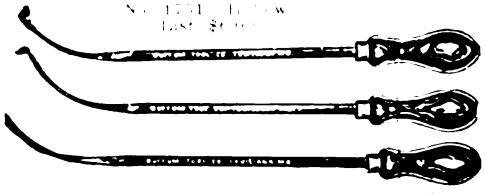
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# More Miles—Less Skid




## Two Minute Chats With Converse Dealers—

### *No. 2—"right off the bat"—*

Here's a question put up to Wescott & Burke, Plainfield, N. J., Converse dealers—"Did you ever notice anything interesting about the way Converse sales are made?"

"Only this," was the answer. "Folks often come in here and simply ask for a tire. Then they notice that rugged, ebony-black, Converse Cord mounted on a show rim—it stands out. Then they buy one with a 'guess-I'll-try-it' expression. But!—

"The next time those folks come in they ask for Converse Tires right off the bat—good stiff evidence of Converse performance."

Converse Tires are a step forward in tire appearance and tire efficiency. Get Converse facts—get acquainted with the Converse dealer proposition. You'll find the Converse Company a-thoroughly-comfortable-house-to-do business-with.

Why not find out? Write today for "Dividends for Dealers"—A Story with a Wallop. It's interesting—the story of Converse dealer profits.

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